

June 2016**Baruch College****Chancellor's University Report – Part A: Academic Matters****PART A: ACADEMIC MATTERS AI: SPECIAL ACTIONS****AI.10.1p. Change in the name of the School of Public Affairs at Baruch College**

RESOLVED, that the name of the School of Public Affairs at Baruch College be changed to the School of Public and International Affairs, subject to financial viability.

EXPLANATION: Baruch College established the School of Public Affairs twenty years in order to enhance Baruch's commitment and focus on teaching and scholarship in the disciplines that inform public policy and public service. The CUNY Board of Trustees approved the proposal that the School of Public Affairs begin offering the degree Master of International Affairs, and the New York State Education Department has authorized Baruch to begin offering this degree. Prior to advertising the recruiting the first cohort to enroll in this degree, Baruch seeks to rename the School of Public Affairs as the School of Public and International Affairs to more accurately reflect its emerging identity. Given the enhancement in the curriculum offered by Baruch in the fields of public and international affairs, it is only appropriate at this time that the name of the School be changed to reflect its expanded mission.

AIII.10.1a. REMOVED BY REVIEWER

AIII:10.2a. The following revisions are proposed for the Major in Biological Sciences

Program: BA in Biological Sciences

Program Code: 35195

HEGIS Code: 0499.00

Effective Term: Spring 2017

From : Major in Biological Sciences	To : Major in Biological Sciences
Whether you're a new student interested in the sciences, or a returning student planning a career change, the Department of Natural Sciences at Baruch's Weissman School of Arts and Sciences offers you flexible programs that can be tailored to suit your interests and to help you achieve your career goals. The Biological Sciences Major (code 020) offers a rich variety of courses in biology, chemistry, and environmental studies. Students, in consultation with a faculty advisor, may design programs that prepare them for careers or	Whether you're a new student interested in the sciences, or a returning student planning a career change, the Department of Natural Sciences at Baruch's Weissman School of Arts and Sciences offers you flexible programs that can be tailored to suit your interests and to help you achieve your career goals. The Biological Sciences Major offers a rich variety of courses in biology, chemistry, and environmental studies. Students, in consultation with a faculty advisor, may design programs that prepare them for careers or advanced studies in many science

advanced studies in many science and health-related fields.

In small classes, students receive personal attention from faculty, who are recognized experts in their fields. Advanced students can participate in faculty research projects on campus or at institutions where Baruch professors have collaborative arrangements. These research activities not only provide a unique learning experience, but students can earn academic credit as independent study and honors courses.

Interested students should contact the Department of Natural Sciences at 646 660-6250.

and health-related fields.

In small classes, students receive personal attention from faculty, who are recognized experts in their fields. Advanced students can participate in faculty research projects on campus or at institutions where Baruch professors have collaborative arrangements. These research activities not only provide a unique learning experience, but students can earn academic credit as independent study and honors courses. One semester (4 credits) of independent study or honors research may be included in the major elective courses for students planning on professional education in health care fields. Two semesters (8 credits) may be approved by the Department for students planning on graduate education toward careers in research.

Interested students should contact the Department of Natural Sciences at 646 660-6250.

Base Curriculum Courses

Course	Description	Credits
BIO 2010	Principles of Biology I	4.5
CHM 2003	General Chemistry I	4
MTH 2003	Pre-calculus and Elements of Calculus *	3
	or	
	A more advanced calculus course	

* Please note: Students with credit for MTH 2000 or 2001 must complete a calculus course.

Program Prerequisites: 16.5 – 17.5 credits

BIO 3001	Principles of Biology II	4.5
CHM 3001	General Chemistry II	4
CHM 3003	Principles of Organic Chemistry I	4
PHY 2003	General Physics I	4
or		
PHY 3010	Quantitative Physics I	5

Base Curriculum Courses

Course	Description	Credits
BIO 2010	Principles of Biology I	4.5
CHM 2003	General Chemistry I	4
MTH 2003	Pre-calculus and Elements of Calculus *	3
	or	
	A more advanced calculus course	

* Please note: Students with credit for MTH 2000 or 2001 must complete a calculus course.

Program Prerequisites: 16.5 – 17.5 credits

BIO 3001	Principles of Biology II	4.5
CHM 3001	General Chemistry II	4
CHM 3003	Principles of Organic Chemistry I	4
PHY 2003	General Physics I	4
or		
PHY 3010	Quantitative Physics I	5

Required Courses: 7 credits			Required Courses: 7 credits		
STA 2100	Statistics for Social Science	3	STA 2100	Statistics for Social Science	3
or			or		
STA 2000	Business Statistics	3	STA 2000	Business Statistics	3
BIO 3015	Principles of Genetics	4	BIO 3015	Principles of Genetics	4
Electives: 19.5 – 20 credits			Electives: 19.5 – 20 credits		
Electives are based on students' interests and future goals, and are chosen in consultation with a faculty advisor. The major includes five elective courses, at least two of which must be at the 4000-level or higher, chosen from the following list:			Electives are based on students' interests and future goals, and are chosen in consultation with a faculty advisor. The major includes five elective courses, at least two of which must be at the 4000-level or higher, chosen from the following list:		
BIO 3005	Molecular and Cellular Biology	4	BIO 3005	Molecular and Cellular Biology	4
BIO/ENV 3009	Conservation Biology and Sustainable Development	4.5	BIO/ENV 3009	Conservation Biology and Sustainable Development	4.5
BIO 3010	Comparative Vertebrate Anatomy	4	BIO 3010	Comparative Vertebrate Anatomy	4
BIO 3012	Endocrinology	4	BIO 3012	Endocrinology	4
BIO 3020	Biology of Invertebrates	4	BIO 3020	Biology of Invertebrates	4
BIO 3035	Introduction to Molecular Biotechnology	4	BIO 3035	Introduction to Molecular Biotechnology	4
BIO 3040	Plants in Action	4	BIO 3040	Plants in Action	4
BIO 4004	Microbiology	4	BIO 4004	Microbiology	4
BIO 4010	Human Physiology	4	BIO 4010	Human Physiology	4
BIO 4015	Developmental Biology	4	BIO 4015	Developmental Biology	4
BIO 5000-5004	Independent Study	3-4	BIO 5000-5004	Independent Study	3-4
BIO 6001H-6003H	Honors Thesis	4	BIO 6001H-6003H	Honors Thesis	4
CHM 4010	Medicinal Chemistry	4	CHM 4010	Medicinal Chemistry	4
CHM 4900	Biochemistry	4	CHM 4900	Biochemistry	4
CHM 5000-5004	Independent Study	4	CHM 5000-5004	Independent Study	4
CHM 6001H-6003H	Honors Thesis	3-4	CHM 6001H-6003H	Honors Thesis	3-4

ENV 3001	Introduction to Environmental Science	4	ENV 3001	Introduction to Environmental Science	4
ENV 3002	Energy Conservation	4	ENV 3002	Energy Conservation	4
ENV 3003	Human Conservation	4	ENV 3003	Human Conservation	4
ENV 3005	Economic and Legal Aspects of Ecology	4	ENV 3005	Economic and Legal Aspects of Ecology	4
ENV 3006	Global Ecology	4	ENV 3006	Global Ecology	4
ENV 3008	Air and Water Pollution	4	ENV 3008	Air and Water Pollution	4
ENV 3015L	Tropical Reef Ecology (plus lab ENV 3015)	4	ENV 3015L	Tropical Reef Ecology (plus lab ENV 3015)	4
ENV/BIO 3050	Freshwater Ecology	3	ENV/BIO 3050	Freshwater Ecology	3
ENV 4005	Ecosystem Sustainability	4	ENV 4005	Ecosystem Sustainability	4
ENV 4020	Microbial Ecology	4	ENV 4020	Microbial Ecology	4
ENV 4900	Topics in Environmental Science	4	ENV 4900	Topics in Environmental Science	4
ENV 5000-5004	Independent Study	3-4	ENV 5000-5004	Independent Study	3-4
ENV 6001H-6002H	Honors Thesis	4	ENV 6001H-6002H	Honors Thesis	4
Subtotal: 43-44.5 (Program Pre-requisites, Required Courses, Electives)			Subtotal: 43-44.5 (Program Pre-requisites, Required Courses, Electives)		
Total credits required for the BA degree: 120			Total credits required for the BA degree: 120		

Rationale: The additional sentences clarify department practice. The change insures that students will complete at least four intermediate and advanced elective courses to qualify for a departmental recommendation letter. Admissions committees for programs in health care fields evaluate students based on grades in intermediate and advanced courses with standard curricula; one semester of independent research is sufficient to demonstrate innovative intellect. Two semesters of independent study or honors research may be suitable for students who seek admission to graduate programs that lead to careers in research. The faculty advisors of the Department of Natural Sciences will determine the number of semesters based on consultation with individual students. Students may take additional semesters of independent study and honors, but not as part of the Biological Sciences Major.

All:10.3a. The following revisions are proposed for the Liberal Arts Minor in Economics offered by Bert W. Wasserman Department of Economics and Finance

Effective Date: Spring 2017

From : Liberal Arts Minor in Economics	To : Liberal Arts Minor in Economics
The Bert W. Wasserman Department of Economics and Finance recently introduced	The Bert W. Wasserman Department of Economics and Finance <u>offers</u> a liberal arts minor in economics.

a liberal arts minor in economics. The liberal arts minor is 9 credits (~~three courses~~) and consists of ~~two 3000-level courses and a relevant 4000-level, communication-intensive economics capstone course.~~ All 4000-level economics courses, with the exception of ECO 4000, are communication-intensive courses. Finance majors are eligible to take the liberal arts minor in economics, but they must remember that ~~courses used to fulfill the liberal arts minor may not be used to fulfill the 24-credit major requirement.~~

The liberal arts minor is 9 credits and consists of ECO 3100 or ECO 3200 (3 credits), 3 additional credits in 3000-level or 4000-level courses in economics, and 3 credits in 4000-level communication-intensive economics capstone course. With the exception of ECO 4000, ECO 4091, ECO 4092, ECO 4093, and ECO 4094 all other 4000-level economics courses are communication-intensive courses. Sometimes ECO 4093 (a 3-credit special topics course) may be communication-intensive, depending on the course material. The students will need to check the course description in CUNYfirst. Courses used for the liberal arts minor in Economics cannot be counted towards 24 credits for BBA in Finance.

Rationale: Both Intermediate Microeconomics (ECO 3100) and Intermediate Macroeconomics (ECO 3200) are required for Economics Majors (BBA and BA). Requiring at least one of these two for Economics Minor would be consistent with the policy for majors.

In addition, students sometimes take 3000-level economics courses (e.g., ECO 3220, ECO 3250) that do not have a follow-up advanced four-thousand-level capstone course and students end up wasting their time. The Department has consistently offered 3 capstone courses, ECO 4100, ECO 4200, and ECO 4201, in both Fall and Spring semesters, as well as in the summer session. Other four-thousand-level capstone courses have been offered, but only sporadically. Requiring either ECO 3100 (prerequisite for ECO 4100) or ECO 3200 (Prerequisite for ECO 4200 and ECO 4201) for the Economics minor would ensure that all students who have completed two three-thousand-level Economics courses have the prerequisites for at least one 4000-level Economics capstone course.

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

Effective: Spring 2017

From : Minor in Global Studies	To: Minor in Global Studies
<p>The Global Studies Minor offers an interdisciplinary program suitable for students in Business, Liberal Arts and Sciences, and Public Affairs who have an interest in developing an understanding of the nature and history of globalization. Students minoring in Global Studies acquire a knowledge of the fundamental debates over the origin and direction of globalization. The program investigates the forms of cultural contact and conflict that underlie the current geopolitical and economic makeup of the world. It provides an overview of the historical</p>	<p><u>The Global Studies Minor incorporates perspectives from a wide range of disciplines in order to explore complex economic, geopolitical, diasporic, and cultural exchanges across the world. Students minoring in Global Studies become aware of the migrations of peoples, economic goods, cultural products, and ideas across national, geographic, and conceptual borders through a wide range of media. Students also will explore international interactions, both at the national government level and at the sub-national level. The Global Studies Minor provides an overview of historical developments and emerging forces that knit the globe together, including a critical look at the histories of connectivity and an exploration of contemporary</u></p>

developments, from sixteenth-century seafaring to twenty-first century media technologies that have knitted the globe together. It introduces a range of methodologies and concepts designed to study such phenomena.

debates. The program introduces students to key theoretical concepts and research methods in the field, such as globalization theory, international relations theory, critical race theory, theories of empire and imperialism, and connectivity. In so doing, this program investigates the forms, structures, and practices that characterize the history and future of the global patterns of contact and conflict that underlie contemporary culture and society.

In order to complete a minor in Global Studies, students must take three courses, the Global Studies capstone (4900) "Globalization Past, Present, and Future," and any two of the following:

In order to complete a minor in Global Studies, students must complete (in any order):

One of the following introductory courses:

Course	Description	Credits	Course	Description	Credits
HIS 3009	Topics in the History of Globalization	3	COM 3076	International Communication	3
ENG 3215	Literature and Globalization	3	ENG 3215	Literature and Globalization	3
POL 3347	Seminar on Political Globalization	3	HIS 3009	Topics in the History of Globalization	3
			POL 3347	Seminar on Political Globalization	3

Capstone:

One of the following elective courses:

IDC 4900	Globalizations: Past, Present, and Future	3	ANT/GEOG	Introduction to Human Geography	3
			ANT/GEOG	World Regional Geography	3
			ANT 4015	Anthropology and Contemporary World Issues	3
			ANT 4017	Seminar on the Anthropology of Peace and War	3
			BLS/LTS 3050	Race and Global Inequality	3
			BLS/HIS	History of the African Diaspora	3
			CMP/JWS /LACS/LTS 3051	Jewish Latin American Women Writers	3
			CMP/LTS 3059	Latino/a Literature in the US	3
			CMP/ANT 4020	Translating Between Worlds: Literature and Anthropology	3

			<u>CMP/FLM/LACS 4100</u>	<u>Immigration Cinema: Migrations and Border Crossings to Europe and the US</u>	<u>3</u>
			<u>CMP/ENG 4535</u>	<u>African Diasporas: US, Latin America and the Caribbean</u>	<u>3</u>
			<u>COM 3057</u>	<u>Introduction to Digital Communication and Culture</u>	<u>3</u>
			<u>COM 3069</u>	<u>Intercultural Communication</u>	<u>3</u>
			<u>COM 3081</u>	<u>Organizations in International Development</u>	<u>3</u>
			<u>ENG 3032</u>	<u>Ethnic Literature</u>	<u>3</u>
			<u>ENG 3036</u>	<u>Post-Colonial Literature</u>	<u>3</u>
			<u>FRE 4230</u>	<u>North Africa: Literature and Film (taught in French)</u>	<u>3</u>
			<u>FRE 4240</u>	<u>French Orientalism (taught in French)</u>	<u>3</u>
			<u>GLS 3900</u>	<u>Special Topics in Global Studies *</u>	<u>3</u>
			<u>GLS 5000</u>	<u>Independent Study in Global Studies (3 credits) **</u>	<u>3</u>
			<u>HIS 3550</u>	<u>The Immigrant in American History</u>	<u>3</u>
			<u>HIS 3860</u>	<u>Topics in African, Asian, or Latin American History **</u>	<u>3</u>
			<u>HIS 4900</u>	<u>Capstone Course: In Search of History **</u>	<u>3</u>
			<u>MSC 3005</u>	<u>World Music</u>	<u>3</u>
			<u>POL 3103</u>	<u>Political Economy</u>	<u>3</u>
			<u>POL 3318</u>	<u>The Politics of Immigration & Integration in the United States</u>	<u>3</u>
			<u>POL 3345</u>	<u>Contemporary International Conflict</u>	<u>3</u>
			<u>SPA 4501</u>	<u>Commercial Spanish for Global Markets I (taught in Spanish)</u>	<u>3</u>
			<u>SPA 4502</u>	<u>Commercial Spanish for Global Markets II (taught in Spanish)</u>	<u>3</u>

			<u>THE/JWS 3060</u>	<u>Immigration on Stage and Screen</u>	<u>3</u>
<u>The capstone seminar:</u>					
			<u>GLS 4900</u>	<u>Global Studies Capstone</u>	<u>3</u>
			<p>* <u>This course may count toward the introductory (category I) requirement for the minor if appropriate. Please consult the Director of the Global Studies Program for permission.</u></p> <p>** <u>Students may use this course if the topic is relevant to the minor. Please consult the Director of the Global Studies Program for permission.</u></p>		

Rationale: These changes are being made to engage all relevant departments and to make the minor more workable and appealing to students.

All:10.5a. The following revisions are proposed for the Major in Psychology

Program: BA in Psychology

Program Codes: 01963 and 60023 (Macaulay Honors)

HEGIS Code: 2001.00

Effective Term: Spring 2017

From : Major in Psychology	To : Major in Psychology
<p>The psychology major is the most popular course of study among undergraduate students nationwide. Many of them will ultimately establish careers outside the field of psychology, but will do so in areas that rely upon an understanding of human thought and behavior. Psychology is an appropriate major for those who plan to work, for example, in business, law, the health care professions, education, public affairs, nonprofit agencies, and computer science.</p> <p>To prepare for a career in psychology or an allied profession, such as social work or counseling, students must earn a master's or doctoral degree. Graduate programs in psychology are selective and take into consideration a student's academic record, letters of recommendation, field and research</p>	<p><u>Psychology is the scientific study of human behavior and the mind. According to the American Psychological Association, "Psychology is a diverse discipline, grounded in science, but with nearly boundless applications in everyday life. Some psychologists do basic research, developing theories and testing them through carefully honed research methods involving observation, experimentation and analysis. Other psychologists apply the discipline's scientific knowledge to help people, organizations and communities function better."</u></p> <p><u>Baruch faculty have particular strengths in industrial-organizational, clinical, social, cognitive neuroscience, and developmental psychology.</u></p> <p>The psychology major is the most popular course of study among undergraduate students nationwide. Many psychology majors ultimately</p>

experience, and, in most cases, GRE scores. A number of American Psychological Association publications, including the APA Guide to Graduate Study in Psychology, are useful when making academic and career plans.

Baruch offers a 25-credit BA major in Psychology. This includes ~~two required courses and a broad array of electives.~~

~~Careful selection of electives suitable for students' academic and career plans is highly advised.~~ Students who wish to develop their research skills should consider pursuing an independent study or honors thesis project. It is also recommended that students take courses in other departments that focus on the scientific method, logic, communication skills, and the understanding of cultural and social systems.

establish careers outside the field of psychology, but do so in areas that rely upon an understanding of human thought and behavior. Psychology is an appropriate major for those who plan to work, for example, in business, law, the health care professions, education, public affairs, nonprofit agencies, and computer science.

To prepare for a career in psychology or an allied profession, such as social work or counseling, students must earn a master's or doctoral degree. Graduate programs in psychology are selective and take into consideration a student's academic record, letters of recommendation, field and research experience, and, in most cases, GRE scores. A number of American Psychological Association publications, including the APA Guide to Graduate Study in Psychology, are useful when making academic and career plans.

Baruch offers a 25-credit BA major in Psychology. This includes one required course in research methods, 12 credits of foundation courses, and 9 credits of electives.

You are required to meet with a faculty advisor in psychology to declare a major. The faculty advisor will discuss with you the foundation and elective courses that best meet your career goals. Students who wish to develop their research skills should consider pursuing an independent study or honors thesis project. It is also recommended that students take courses in other departments that focus on the scientific method, logic, communication skills, and the understanding of cultural and social systems.

Prerequisite courses:

Course	Description	Credits
PSY 1001	General Psychology	3
STA 2100	Statistics for Social Science *	3

*Students who took STA 2000 to fulfill BBA core requirements and who change their degree objective to the BA will be given permission to

Prerequisite courses:

Course	Description	Credits
PSY 1001	General Psychology	3
STA 2100	Statistics for Social Science*	3

*Students who took STA 2000 to fulfill BBA core requirements and who change their degree objective to the BA will be given permission to

use STA 2000 in lieu of STA 2100. Psychology majors may not take STA 2100 on a pass/fail basis.

use STA 2000 in lieu of STA 2100. Psychology majors may not take STA 2100 on a pass/fail basis.

Psychology Core:

Psychology Core:

Required Course:

Required Course:

PSY 3001	Research Methods in Psychology	4

PSY 3001	Research Methods in Psychology	4

Foundation Courses

Foundation Courses

Choose four of the following courses: 12 Credits

Choose four of the following courses: 12 credits

PSY 3055	Abnormal Psychology	3
PSY 3056	Social Psychology	3
PSY 3059	Developmental Psychology: Personality in Childhood and Adolescence *	3
or		3
PSY 3060	Developmental Psychology: Adult Personality	3
PSY 3064	Personality and Individual Differences	3
PSY 3067	Psychology of Motivation and Learning	3
PSY 3081	Cognitive Psychology	3
PSY 3082	Mind, Brain, and Behavior	3
PSY 4080	Sensation and Perception	3

PSY 3055	Abnormal Psychology	3
PSY 3056	Social Psychology	3
PSY 3059	Developmental Psychology: Personality in Childhood and Adolescence *	3
or		3
PSY 3060	Developmental Psychology: Adult Personality	3
PSY 3064	Personality and Individual Differences	3
PSY 3067	Psychology of Motivation and Learning	3
PSY 3081	Cognitive Psychology	3
PSY 3082	Mind, Brain, and Behavior	3

* Students may not take both PSY 3059 and PSY 3060 to fulfill the core requirements

Elective Courses: 9 credits

Three courses of students' choosing. They may include courses that constitute part of the required core in psychology, if not otherwise used to fulfill core curriculum requirements, as well as any other elective course offered by the

Elective Courses (3000-level or above): 6 credits

Two courses of students' choosing. They may include courses that constitute part of the required core in psychology, if not otherwise used to fulfill core curriculum requirements, as

span, focusing on both Western and non-Western societies. (cultural anthropology is stressed at Baruch.) For sociology majors interested in social work, the department offers several courses that provide experiential as well as theoretical exposure to the field, including actual work experience in recognized social work agencies.

The Major

Sociology majors must satisfy the requirements of the Weissman School of Arts and Sciences as well as departmental requirements. In addition to completing the introductory courses, a total of 24 credits in the department is required. The sociology major has the following components: introductory courses, foundation courses (both required and recommended), and concentration courses.

A base introductory course, either Sociology 1005 or Anthropology 1001, is required by the Weissman School of Arts and Sciences. Two other foundation courses are also required.

Sociology majors may choose to select a concentration. Concentrations are designed to guide students in the selection of courses relevant to future careers as well as to provide all students with a solid grounding in the fields of sociology and anthropology. The department offers courses in three concentrations. Wide ranges of courses allow for a broader understanding of the complexities of modern society. These courses help prepare students for active involvement in the efforts to resolve urban problems.

and institutions, anthropology tends to cover a wider span, focusing on both Western and non-Western societies. (cultural anthropology is stressed at Baruch.) The methods and insights of sociology and cultural anthropology offer the tools you need to succeed in our globalizing world and to grapple with the great challenges and questions of our time. Does "the American Dream" still work, as Baruch College's motto claims, or has income inequality in America reached the point of no return? Are there universal human rights? If so, who gets to decide what they are? What is globalization exactly, and how does it shape your life and the lives of others? How can we meet the challenges posed by urbanization and climate change? What is sexuality and why are there so many strong opinions about it? Is there really any such thing as religious violence? What is religion, anyway? What do changing attitudes toward gender roles tell us about what it means to be an American? What is race? Why does racism persist?

The Department of Sociology and Anthropology at Baruch College offers courses that can help you understand your place in the world, your part in it, and what it takes to create change and progress in your own life, your career, and in the world. Pursuing a major in sociology or a minor in sociology or cultural anthropology, is both intellectually compelling and practical. Students who concentrate in these disciplines pursue careers in criminal justice, human services, education, government, non-profits, and business. Students at Baruch who opt to major in a business discipline can enhance their appeal to prospective employers by minoring in sociology or cultural anthropology. Both of these disciplines foster creative, critical, and innovative thinking skills that are honed through engagement with real-life situations and problems.

Major in Sociology

Sociology majors must satisfy the degree requirements of the Weissman School of Arts and Sciences as well as departmental requirements. In addition to completing an introductory or prerequisite course in either sociology or anthropology, a total of 24 credits of coursework in the department are required. These include two foundation courses and six elective courses at the 3000 level or above. One of those electives must be a sociology course at the 4000 level or above and one must be an anthropology elective at the 3000 or 4000 level. Elective courses cover a broad range of topics, including the following: globalization, migration, race, gender and sexuality, social inequality, religion, urban life and institutions, environment and climate change, human geography, area studies, religion health, social movements, and peace and war. Students who are interested in any of these specific areas of focus are encouraged to seek advisement from the Department of Sociology and Anthropology.

Introductory course:

Course	Description	Credits
SOC 1005	Introduction to Sociology	3
or		3
ANT 1001	Introduction to Cultural Anthropology	

Prerequisite courses:

Course	Description	Credits
SOC 1005	Introduction to Sociology	3
or		3
ANT 1001	Introduction to Cultural Anthropology	

Foundation Courses: 9-credits

SOC/ANT 4100	Sociological Theory	3
Any advanced anthropology course		3
and		
SOC/ANT 4110	Research Methods in Sociology and Anthropology	3

Foundation Courses: 6 credits

SOC/ANT 4100	Sociological Theory	3
SOC/ANT 4110	Research Methods in Sociology and Anthropology	3

or					
SOC 4114	Social Statistics	3			
Electives: 15 credits			Electives: 18 credits		
Concentrations: Students may choose one of the following concentrations:			Any courses in Sociology or Anthropology at the intermediate or advanced level (3000 or 4000-level). Sociology majors must take at least one elective course in Sociology at the 4000-level or above and one elective course in Anthropology at the 3000 or 4000-level.		
Multiculturalism and Globalization					
SOC/ANT 3110	Women, Culture, and Society	3			
SOC/ANT 3111	Native Americans	3			
SOC/ANT 3112	Peoples and Cultures of Mediterranean Europe	3			
SOC/ANT 3113	Cultures and Peoples of India	3			
AOC/ANT 3114	Cultures and Peoples of the South Pacific Islands	3			
SOC/ANT 3115	People and Culture of Haiti	3			
SOC/ANT /BLS/LTS 3125	Race and Ethnic Relations	3			
SOC/AAS /ANT/REL 3175	The Lives of Hinduism	3			
Social Institutions:					
SOC/ANT 3131	Sociology of the Family	3			
SOC 3136	Social Welfare Institutions	3			
SOC 3137	Sociology of Health and Illness	3			
SOC 3138	Sociology of Complex Organizations	3			

SOC 3141	Sociology of Religion	3			
SOC/ANT/REL 4025H	Writers and Their Spiritual Searches: Religious Themes in Contemporary Literature	3			
Social Processes and Change:					
SOC/POL 3062	Political Sociology	3			
SOC/ANT 3085	Selected Topics in Sociology and Anthropology	3			
SOC 3151	Social Issues and Social Policy	3			
SOC/ANT 3152	Social Communication	3			
SOC 3154	Crime and Justice in Sociological Perspective	3			
SOC 3155	Urban Sociology	3			
SOC 3156	Social Inequality	3			
SOC 3157	Civil Society and Community Organizations	3			
SOC 3158	Social Demography	3			
SOC 3159	Social Change in the Black Community	3			
SOC/ANT 3165	Magic, Witchcraft, and Religion	3			
SOC 3168	Social Change	3			
SOC 3170	Social Movements	3			
ANT 3020	Anthropology of Business	3			
ANT 3153	Urban Anthropology	3			
ANT 3161	Power and Conflict	3			
Subtotal: 24			Subtotal: 24		
Total credits required for the BA degree: 120			Total credits required for the BA degree: 120		

Rationale: The department is removing the description of concentrations from the bulletin, because students thought they were required to select one from the list.

The requirement that all majors must take an advanced elective in Anthropology has been rearticulated to make clear that both 3000-level and 4000-level courses are acceptable.

SOC 4110, Qualitative Research Methods in the Social Sciences, will now be a required foundation course, with SOC 4111 being reclassified as an advanced elective course. The department is of the opinion that no major should graduate without coursework in qualitative research methods.

To assure that majors complete as much advanced level study as possible, it is proposed that they must take one Sociology course at the 4000 [advanced] level or above.

The following recommendations of the Graduate Affairs Committee were approved at the Mildred and George Weissman School of Arts and Sciences Faculty Meeting on May 10, 2016 effective the Spring 2017 semester, pending approval of the Board of Trustees.

All:10.7a. The following revisions are proposed for the MA in Arts Administration

Program: MA in Arts Administration

Program Code: 37041

HEGIS Code: 1099.00

Effective Term: Spring 2017

From : MA in Arts Administration	To : MA in Arts Administration
<p>Located in the heart of New York City, this is a leadership program for activists, educators and managers in the arts. It is designed to be both partner and supporter of the city's museums, theaters, galleries, and concert halls, and to prepare students for leadership in a range of public, private, and non-profit arts institutions.</p> <p>This 36 credit (1.5 to 2 years) MA program is jointly sponsored by the principal components of Baruch: the Weissman School of Arts and Sciences; the Zicklin School of Business; and the School of Public Affairs. Our faculty members come from many fields, among them fine and performing arts, communication studies, public policy, accounting, management, and organization theory. Students' work will include:</p> <p>* A core curriculum focused on leadership and management in public, non-profit and commercial arts organizations. Students will develop competence in finance, resource development, marketing, entertainment law, arts education and outreach, public policy, and</p>	<p>Located in the heart of New York City, this is a leadership program for activists, educators, and managers in the arts. It is designed to be both partner and supporter of the city's museums, theaters, galleries, and concert halls, and to prepare students for leadership in a range of public, private, and non-profit arts institutions.</p> <p>This 36 credit (1.5 to 2 years) MA program is jointly sponsored by the principal components of Baruch: the Weissman School of Arts and Sciences; the Zicklin School of Business; and the School of Public Affairs. Our faculty members come from many fields, among them fine and performing arts, communication studies, public policy, accounting, management, and organization theory. Students' work will include:</p> <p>* A core curriculum focused on leadership and management in public, non-profit and commercial arts organizations. Students will develop competence in finance, resource development, marketing, entertainment law, arts education and outreach, public policy, and advocacy, and they will meet with a wide range</p>

advocacy, and they will meet with a wide range of artists, arts professionals, and civic leaders.

* Electives that encourage students to deepen their knowledge in particular fields: among them, theatre; orchestra and museum management; artist representation; and arts education.

* Internships that offer significant responsibilities and engaged mentors.

* A consultancy in the final semester with an arts organization, leading to a thesis or case study published online for use by future students and by practitioners in the field.

of artists, arts professionals, and civic leaders.

* Electives that encourage students to deepen their knowledge in particular fields: among them, theatre; orchestra and museum management; artist representation; and arts education. Students in the AA program may, with the permission of the Director, include in their coursework as many as two alternative elective Baruch graduate courses of relevance to their program.

* Internships that offer significant responsibilities and engaged mentors.

* A consultancy in the final semester with an arts organization, leading to a thesis or case study published online for use by future students and by practitioners in the field.

Courses in Specialization (36 credits)

Required Courses (24 credits)

Course	Description	Credits
FPA 9100	Arts, Culture, and the Civic Environment	3
FPA 9130	Managing in the Arts Environments	3
FPA 9140	Marketing the Arts	3
FPA 9160	Audiences and Member Services	3
FPA 9170	Professional Internship in Arts Administration	3
FPA 9180	Professional Consultancy/Thesis in Arts Administration	3
PAF 9140	Budgeting and Financial Analysis	3
PAF 9151	Administration of the Nonprofit Sector and Voluntary Agencies	3

Elective Courses: (12 credits)

Choose four courses from the following:

Courses in Specialization (36 credits)

Required Courses (21 credits)

Course	Description	Credits
FPA 9100	Arts, Culture, and the Civic Environment	3
FPA 9130	Managing in the Arts Environments	3
FPA 9140	Marketing the Arts	3
FPA 9170	Professional Internship in Arts Administration	3
FPA 9180	Professional Consultancy/Thesis in Arts Administration	3
<u>PAF 9120</u>	<u>Public and Nonprofit Management I</u>	<u>3</u>
PAF 9140	Budgeting and Financial Analysis	3

Elective Courses: (15 credits)

Choose five courses from the following:

FPA 9120	Development and Management of Arts Education Programs	3	FPA 9120	Development and Management of Arts Education Programs	3
FPA 9150	Advanced Practicum in Resources Development for the Arts	3	FPA 9150	Advanced Practicum in Resources Development for the Arts	3
FPA 9155	Touring and Presentation of Arts Organizations	3	FPA 9155	Touring and Presentation of Arts Organizations	3
FPA 9190	Cultural Policy and the Arts	3	FPA 9160	Audiences and Member Services	3
FPA 9197	Special Topics in Museum and Gallery Management: Museum Administration	3	FPA 9190	Cultural Policy and the Arts	3
FPA 9199	Special Topics in Theatre Management: Current Issues in Performing Arts Leadership	3	FPA 9197	Special Topics in Museum and Gallery Management: Museum Administration	3
			FPA 9199	Special Topics in Theatre Management: Current Issues in Performing Arts Leadership	3
Below is a listing of other relevant courses that may be available for students in the Arts Administration Program. Any of these courses may serve as electives within the program.			Below is a listing of other relevant courses that may be available for students in the Arts Administration Program. Any of these courses may serve as electives within the program.		
Zicklin School of Business			Zicklin School of Business		
FIN 9770	Financial Decision Making	3	FIN 9770	Financial Decision Making	3
LAW 9107	Law of Unfair Competition and Intellectual Property	3	LAW 9107	Law of Unfair Competition and Intellectual Property	3
LAW 9109	Law and the Entertainment Business	3	LAW 9109	Law and the Entertainment Business	3
MGT 9960	Entrepreneurial Strategy and Cases	3	MGT 9960	Entrepreneurial Strategy and Cases	3
MGT 9964	Managing the Entrepreneurial Enterprise	3	MGT 9964	Managing the Entrepreneurial Enterprise	3
MGT 9965	Boards, Governance, and Leadership Within Entrepreneurial and Family Firms	3	MGT 9965	Boards, Governance, and Leadership Within Entrepreneurial and Family Firms	3

MKT 9701	Advertising and Marketing Communication	3	MKT 9701	Advertising and Marketing Communication	3
School of Public Affairs			School of Public Affairs		
PAF 9150	Introduction to the Nonprofit Sector	3	PAF 9150	Introduction to the Nonprofit Sector	3
PAF 9153	Budgeting and Finance for Nonprofits	3	PAF 9151	Administration of the Nonprofit Sector and Voluntary Agencies	3
PAF 9157	Introduction to Philanthropy	3	PAF 9153	Budgeting and Finance for Nonprofits	3
PAF 9183	International Nonprofit Organizations	3	PAF 9157	Introduction to Philanthropy	3
			PAF 9183	International Nonprofit Organizations	3
Total credits required for the MA degree: 36			Total credits required for the MA degree: 36		

Rationale: The inclusion on the list of required courses of PAF 9151, Administration of the Nonprofit Sector and Voluntary Agencies, was a mistake. It was agreed by all parties during the discussions in 2014 at Baruch that PAF 9120 would be required and that PAF 9151 would be only an elective.

In the judgement of the AA faculty FPA 9160 is too specialized to merit inclusion as a core requirement. Students, chiefly those oriented to theatre, may choose to take this course as an elective. But most students would be better served by having five electives (rather than four) as part of their twelve-course program. We note, moreover, that some material about audiences and member services is included in PAF 9152 Fund Raising and Grants Administration in Nonprofit and Voluntary Organizations.

All:10.8a. The following revisions are proposed for the MS in Financial Engineering

Program: MS in Financial Engineering

Program Codes: 24276

HEGIS Code: 1703.00

Effective Term: Spring 2017

From : MS in Financial Engineering	To : MS in Financial Engineering
The Baruch College Financial Engineering MS Program is a professional Masters Program which graduates competitive, high-quality individuals who successfully pursue careers in quantitative finance.	The Baruch College Financial Engineering MS Program is a professional Masters Program which graduates competitive, high-quality individuals who successfully pursue careers in quantitative finance.

The Master of Science in Financial Engineering (MFE) requires the completion of 36 credits, including five 3-credit required courses. The remaining 21 credits are to be completed from elective courses. Students entering the program with exceptional mathematical or financial skills may be permitted to replace one or more of the required courses with additional electives.

The curriculum of the MFE Program is designed to provide students with the background required for modeling and solving problems that arise in the financial services industry across various markets and asset classes. All courses are offered in the evening to accommodate students with work commitments.

The Master of Science in Financial Engineering (MFE) requires the completion of 36 credits, including five 3-credit required courses, and a 1.5 credit internship course. The remaining 19.5 credits are to be completed from elective courses. Students entering the program with exceptional mathematical or financial skills may be permitted to replace one or more of the required courses with additional electives.

The curriculum of the MFE Program is designed to provide students with the background required for modeling and solving problems that arise in the financial services industry across various markets and asset classes. All courses are offered in the evening to accommodate students with work commitments.

Courses in Specialization (36 credits)

Required Courses (15 credits)

MTH 9814	A Quantitative Introduction to Pricing Financial Instruments	3 credits
MTH 9815	Object Oriented Programming for Financial Applications	3 credits
MTH 9821	Numerical Methods for Finance I	3 credits
MTH 9831	Probability and Stochastic Processes for Finance I	3 credits
MTH 9903	Capstone Project and Presentation	3 credits

Elective Courses (21 credits)

Choose from the following courses:

MTH 9816	Fundamentals of Trading	1.5 credits
MTH 9841	Statistics for Finance	3 credits

Courses in Specialization (36 credits)

Required Courses (16.5 credits)

MTH 9814	A Quantitative Introduction to Pricing Financial Instruments	3 credits
MTH 9815	Object Oriented Programming for Financial Applications	3 credits
MTH 9821	Numerical Methods for Finance I	3 credits
MTH 9831	Probability and Stochastic Processes for Finance I	3 credits
<u>MTH 9902</u>	<u>Internship Course</u>	<u>1.5 credits</u>
MTH 9903	Capstone Project and Presentation	3 credits

Elective Courses (19.5 credits)

Choose from the following courses:

MTH 9816	Fundamentals of Trading	1.5 credits
MTH 9841	Statistics for Finance	3 credits

MTH 9842	Linear and Quadratic Optimization Techniques	1.5 credits	MTH 9842	Linear and Quadratic Optimization Techniques	1.5 credits
MTH 9845	Market and Credit Risk Management	3 credits	MTH 9845	Market and Credit Risk Management	3 credits
MTH 9848	Elements of Structured Finance	3 credits	MTH 9848	Elements of Structured Finance	3 credits
MTH 9852	Numerical Methods for Finance II	3 credits	MTH 9852	Numerical Methods for Finance II	3 credits
MTH 9855	Asset Allocation and Portfolio Management	3 credits	MTH 9855	Asset Allocation and Portfolio Management	3 credits
MTH 9862	Probability and Stochastic Processes for Finance II	3 credits	MTH 9862	Probability and Stochastic Processes for Finance II	3 credits
MTH 9863	Volatility Filtering and Estimation	1.5 credits	MTH 9863	Volatility Filtering and Estimation	1.5 credits
MTH 9864	Model Review for Quantitative Models in Finance	1.5 credits	MTH 9864	Model Review for Quantitative Models in Finance	1.5 credits
MTH 9865	Commodities and Futures Trading	1.5 credits	MTH 9865	Commodities and Futures Trading	1.5 credits
MTH 9867	Time Series Analysis and Algorithmic Trading	3 credits	<u>MTH 9866</u>	<u>Modeling and Market Making in Foreign Exchange</u>	<u>1.5 credits</u>
MTH 9868	Advanced Risk and Portfolio Management	3 credits	MTH 9867	Time Series Analysis and Algorithmic Trading	3 credits
MTH 9871	Advanced Computational Methods in Finance	3 credits	MTH 9868	Advanced Risk and Portfolio Management	3 credits
MTH 9873	Interest Rate Models and Interest Rate Derivatives	3 credits	MTH 9871	Advanced Computational Methods in Finance	3 credits
MTH 9875	The Volatility Surface	3 credits	MTH 9873	Interest Rate Models and Interest Rate Derivatives	3 credits
MTH 9876	Credit Risk Models	3 credits	MTH 9875	The Volatility Surface	3 credits
MTH 9878	Interest Rate Models	3 credits	MTH 9876	Credit Risk Models	3 credits
MTH 9879	Market Microstructure Models	3 credits	MTH 9878	Interest Rate Models	3 credits
MTH 9881	Current topics in Mathematical Finance	3 credits	MTH 9879	Market Microstructure Models	3 credits
MTH 9882	Fixed Income Risk Management	1.5 credits	MTH 9881	Current topics in Mathematical Finance	3 credits
MTH 9883	Structured Security Valuation in the Primary	1.5 credits	MTH 9882	Fixed Income Risk Management	1.5 credits

	Market				
MTH 9886	Emerging Markets and Inflation Modeling	1.5 credits	MTH 9883	Structured Security Valuation in the Primary Market	1.5 credits
MTH 9891	Introduction to Applied Financial Econometrics	1.5 credits	MTH 9886	Emerging Markets and Inflation Modeling	1.5 credits
MTH 9893	Time Series Analysis	1.5 credits	MTH 9891	Introduction to Applied Financial Econometrics	1.5 credits
MTH 9894	Machine Learning	1.5 credits	MTH 9893	Time Series Analysis	1.5 credits
MTH 9896	Behavioral Finance	1.5 credits	MTH 9894	Machine Learning	1.5 credits
MTH 9898	Data Science in Finance I: Big Data in Finance	1.5 credits	MTH 9896	Behavioral Finance	1.5 credits
MTH 9899	Data Science in Finance II: Machine Learning	1.5 credits	MTH 9898	Data Science in Finance I: Big Data in Finance	1.5 credits
ECO 82100	(Term I) Econometrics I	3 credits	MTH 9899	Data Science in Finance II: Machine Learning	1.5 credits
ECO 82100	(Term II) Financial Econometrics	3 credits	ECO 82100	(Term I) Econometrics I	3 credits
FIN 9770	Financial Markets and Institutions	3 credits	ECO 82100	(Term II) Financial Econometrics	3 credits
FIN 9782	Futures and Forward Markets	3 credits	FIN 9770	Financial Markets and Institutions	3 credits
FIN 9783	Investment Analysis	3 credits	FIN 9782	Futures and Forward Markets	3 credits
FIN 9786	International Financial Markets	3 credits	FIN 9783	Investment Analysis	3 credits
FIN 9790	Seminar in Finance	3 credits	FIN 9786	International Financial Markets	3 credits
FIN 9793	Advanced Investment Analysis	3 credits	FIN 9790	Seminar in Finance	3 credits
FIN 9797	Options Markets	3 credits	FIN 9793	Advanced Investment Analysis	3 credits
STA 9700	Modern Regression Analysis	3 credits	FIN 9797	Options Markets	3 credits
STA 9701	Time Series: Forecasting and Statistical Modeling	3 credits	STA 9700	Modern Regression Analysis	3 credits
			STA 9701	Time Series: Forecasting and Statistical Modeling	3 credits
Total credits required for the MA degree: 36			Total credits required for the MA degree: 36		

MKT 3140	Interaction Design: Designing Innovative Digital Products and Services	3	MKT 3140	Interaction Design: Designing Innovative Digital Products and Services	3
MKT 3420	Persuasion and Customer Decision Making	3	MKT 3420	Persuasion and Customer Decision Making	3
MKT 3520	Advertising and marketing Communications	3	MKT 3520	Advertising and marketing Communications	3
MKT 4093*	Selected Topics in Marketing	3	MKT 4093*	Selected Topics in Marketing	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
>>>	>>>	3	<u>MKT 4200</u>	<u>Search Marketing</u>	<u>3</u>
MKT 4401	International Trade Financing	3	MKT 4401	International Trade Financing	3
MKT 4410	International Trade Operations	3	MKT 4410	International Trade Operations	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 4493*	Special Topics in Advertising and Marketing Communications	3	MKT 4493*	Special Topics in Advertising and Marketing Communications	3
MKT 4511	Marketing Channels	3	MKT 4511	Marketing Channels	3
MKT 4523	Green Marketing	3	MKT 4523	Green 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 4561	Marketing Analytics	3	MKT 4561	Marketing Analytics	3
MKT 4593*	Special Topics in Digital Marketing	3	MKT 4593*	Special Topics in Digital Marketing	3
MKT 4620	Text Analytics for Marketing	3	MKT 4620	Text Analytics for Marketing	3
MKT 4693*	Special Topics in Marketing Analytics	3	MKT 4693*	Special Topics in Marketing Analytics	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 5000	Independent Study	3	MKT 5000	Independent Study	3
MKT 5150	Advertising Campaigns I: Ad Competition	3	MKT 5150	Advertising Campaigns I: Ad Competition	3
MKT 5151	Advertising Campaigns II: Ad Competition	3	MKT 5151	Advertising Campaigns II: Ad Competition	3
MKT 5200	Marketing Consulting Practicum	3	MKT 5200	Marketing Consulting Practicum	3
MKT 5550	Product Planning	3	MKT 5550	Product Planning	3
IBS 3000**	Technology, Innovation, and the Global Enterprise	3	IBS 3000**	Technology, Innovation, and the Global Enterprise	3
ECO 3250**	International Economics	3	ECO 3250**	International Economics	3
LAW 3111**	Law and International Business	3	LAW 3111**	Law and International Business	3
LAW 3118**	Law of Unfair Competition and Intellectual Property	3	LAW 3118**	Law of Unfair Competition and Intellectual Property	3
LAW 3106**	Law & Entrepreneurship	3	LAW 3106**	Law & Entrepreneurship	3
LAW 3220**	Law and the Entertainment Business	3	LAW 3220**	Law and the Entertainment Business	3
MGT 4880**	Management of Multinational Corporations	3	MGT 4880**	Management of Multinational Corporations	3

Note: 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: The department is adding a course to the Marketing Management track: Search Marketing. The course provides students with the skills necessary to enter this field, which has become an important part of Marketing. Currently, the course is offered as a Special Topics class.

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

Program: BBA in Marketing Management (Digital Marketing Track)

Program Code: 01927

MHC Program Code: 60018

HEGIS Code: 0509.00

Effective: Spring 2017

Choose the courses from the following:

From:			To:		
BBA in Marketing Management (Digital Marketing Track)			BBA in Marketing Management (Digital Marketing Track)		
Course	Description	Crd	Course	Description	Crd
Required Courses (15 Credits)			Required Courses (15 Credits)		
MKT 3600	Marketing Research	3	MKT 3600	Marketing Research	3
MKT 3605	Consumer Behavior	3	MKT 3605	Consumer Behavior	3
MKT 4123	Marketing Web Analytics and Intelligence	3	MKT 4123	Marketing Web Analytics and Intelligence	3
MKT 4555	Internet Marketing	3	MKT 4555	Internet Marketing	3
MKT 5750	Marketing Strategy	3	MKT 5750	Marketing Strategy	3
Elective Courses		Crd	Elective Courses		Crd
Choose three (3) courses (9 credits) from the following, at least two of which must be marketing (MKT) or international business (IBS) courses.			Choose three (3) courses (9 credits) from the following, at least two of which must be marketing (MKT) or international business (IBS) courses.		
MKT 3140	Interaction Design: Designing Innovative Digital Products and Services	3	MKT 3140	Interaction Design: Designing Innovative Digital Products and Services	3
MKT 4151	Direct Marketing I: Strategies and Tactics	3	MKT 4151	Direct Marketing I: Strategies and Tactics	3
MKT 4171	Public Relations	3	MKT 4171	Public Relations	3
>>>	>>>	3	MKT 4200	Search Marketing	3

MKT 4460	International Supply Chain Management	3	MKT 4460	International Supply Chain Management	3
MKT 4561	Marketing Analytics	3	MKT 4561	Marketing Analytics	3
MKT 4593*	Special Topics in Digital Marketing	3	MKT 4593*	Special Topics in Digital Marketing	3
MKT 4620	Text Analytics for Marketing	3	MKT 4557	Digital Advertising	3
MKT 4557	Digital Advertising	3	MKT 4620	Text Analytics for Marketing	3
MKT 4966	Social Media Marketing and New Ventures	3	MKT 4966	Social Media Marketing and New Ventures	3
MKT 5200	Marketing Consulting Practicum	3	MKT 5200	Marketing Consulting Practicum	3
IBS 3000	Technology, Innovation, and the Global Enterprise	3	IBS 3000	Technology, Innovation, and the Global Enterprise	3
CIS 3444	e-Business Technologies	3	CIS 3444	e-Business Technologies	3
CIS 3630	Principles of Web Design		CIS 3630	Principles of Web Design	3
LAW 3108	Law and the Internet	3	LAW 3108	Law and the Internet	3
LAW 3118	Law of Unfair Competition and Intellectual Property	3	LAW 3118	Law of Unfair Competition and Intellectual Property	3
MGT 4967	Technology, Innovation, and Design in Entrepreneurship	3	MGT 4967	Technology, Innovation, and Design in Entrepreneurship	3
* May be taken more than once if a different topic is dealt with. Topics are announced in Schedule of Classes.					

Rationale: The department is adding a course to the Marketing Management track: Search Marketing. The course provides students with the skills necessary to enter this field, which has become an important part of Marketing. Currently, the course is offered as a Special Topics class.

All: 10.3b. The following revisions are proposed for the BBA in Marketing Management (Marketing Analytics Track) in the Zicklin School of Business.

Program: BBA in Marketing Management (Marketing Analytics Track)

Program Code: 01927

MHC Program Code: 60018

HEGIS Code: 0509

Effective: Spring 2017

Choose the courses from the following:

From:	BBA in Marketing Management (Marketing Analytics Track)		To:	BBA in Marketing Management (Marketing Analytics Track)	
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Course	Description	Crd	Course	Description	Crd
Required Courses (12 Credits)			Required Courses (12 Credits)		
MKT 3600	Marketing Research	3	MKT 3600	Marketing Research	3
MKT 3605	Consumer Behavior	3	MKT 3605	Consumer Behavior	3
MKT 4561	Marketing Analytics	3	MKT 4561	Marketing Analytics	3
MKT 5750	Marketing Strategy	3	MKT 5750	Marketing Strategy	3
Elective Courses		Crd	Elective Courses		Crd
Choose four (4) courses of 3 credits each from the following, at least two of which must be marketing (MKT) courses.			Choose four (4) courses of 3 credits each from the following, at least two of which must be marketing (MKT) courses.		
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 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
>>>	>>>	3	<u>MKT 4200</u>	<u>Search Marketing</u>	<u>3</u>
MKT 4555	Internet Marketing	3	MKT 4555	Internet Marketing	3
MKT 4620	Text Analytics for Marketing	3	MKT 4620	Text Analytics for Marketing	3
MKT 4693*	Special Topics in Marketing Analytics	3	MKT 4693*	Special Topics in Marketing Analytics	3
MKT 5000	Independent Study	3	MKT 5000	Independent Study	3
STA 3155	Regression and Forecasting Models for Business Applications	3	STA 3155	Regression and Forecasting Models for Business Applications	3
CIS 3120	Programming for Analytics	3	CIS 3120	Programming for Analytics	3
CIS 4170	Data Visualization	3	CIS 4170	Data Visualization	3
CIS/STA 3920	Data Mining for Business Analytics	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: The department is adding a course to the Marketing Analytics track: Search Marketing. The course has a significant analytical component and provides students with the skills necessary to enter this field, which has become an important part of Marketing. Currently, the course is offered as a Special Topics class.

All: 10.4b. The following revisions are proposed for the BBA in Real Estate in the Zicklin School of Business

Program: BBA in Real Estate**Program Code:** 21849**MHC Program Code:** 60006**HEGIS Code:** 0702.00**Effective:** Spring 2017

From:			To:		
BBA in Real Estate Investment			BBA in Real Estate		
Course	Description	Crs	Course	Description	Crs
Required Courses		12	Required Courses		15
RES 3000	Real Estate Law, Markets and Institutional Settings	3	RES 3000	Real Estate Law	3
RES 3200	Property Investment and Financing	3	RES 3100	Real Estate Principles	3
RES 3300	Real Estate Valuation and Feasibility Study	3	RES 3200	Real Estate Finance and Investment	3
RES 3400	Real Estate Capital Markets	3	RES 3400	Real Estate Capital Markets	3
			RES 3900	Real Estate Development	3
Elective Courses		12	Elective Courses		9
Choose four (4) courses of 3 credits each from the following, at least one of which should be RES 4200 or RES 4400.			Choose three (3) courses of 3 credits each from the following, at least two of which should be 4000 level classes.		
RES 3550	Analytical Skills in Real Estate	3	RES 3320	Urban Economics	3
RES 3700	Real Estate Management	3	RES 3300	Real Estate Valuation and Feasibility Study	3
RES 3800	Real Estate Construction Process: Building, Cost, and Management Issues	3	RES 3550	Analytical Skills in Real Estate	3
RES 3900	Real Estate Development: Principles and Guidelines	3	RES 3700	Real Estate Management	3
RES 4000	The Law of Real Estate Transactions	3	RES 3800	Real Estate Construction Process: Building, Cost, and Management Issues	3
RES 4200	Investment Strategies in Property Markets	3	RES 4093	Special Topics in Real Estate	3
RES 4400	Valuations and Underwriting of Securitized Real Estate	3	RES 4200	Investment Strategies in Property Markets	3
RES 3320	Urban Economics	3	RES 4400	Valuations and Underwriting of Securitized Real Estate	3

ECO 4000	Statistical Analysis for Economics and Finance	3	RES 4900	Real Estate Development: Case Development	<u>3</u>
FIN 3610	Corporate Finance	3	RES 5000	Independent Research and Readings in Real Estate	<u>3</u>
FIN 3710	Investment Analysis	3	FIN 3610	Corporate Finance	3
			FIN 3710	Investment Analysis	3
			ECO 4000	Statistical Analysis for Economics and Finance	3

Rationale: We have chosen to combine the development and investment tracks for our BBA in Real Estate. The new BBA in Real Estate will provide all students with a solid foundation in topics essential for any career in the real estate field. By having 5 required core courses for all real estate majors we can insure that students are equipped with knowledge and skills in real estate law, finance, investment, and development. To help accommodate a wide diversity of student interests within the field of real estate, the remainder of the major will consist of three elective courses. By selecting electives tailored to their future career goals we will provide students the opportunity gain specialized knowledge in specific real estate topics of interest while ensuring that all graduates of the program have a common body of knowledge in all core real estate areas. Additionally, by having a common core of required classes for all real estate students (as opposed to a separate core of classes for each track), we will gain additional freedom to schedule electives year by year that both match student interests as well as current market trends in real estate, making our graduates more competitive in the job market.

Alli: 10.5b. The following revisions are proposed for the BBA in Real Estate in the Zicklin School of Business

Program: BBA in Real Estate

Program Code: 21849

MHC Program Code: 60006

HEGIS Code: 0702.00

Effective: Spring 2017

From:			To:		
BBA in Real Estate Development			BBA in Real Estate		
Course	Description	Crs	Course	Description	Crs
Required Courses		18	Required Courses		15
RES 3000	Real Estate Law, Markets and Institutional Settings	3	RES 3000	Real Estate Law	3
RES 3200	Property Investment and Financing	3	RES 3100	Real Estate Principles	<u>3</u>

RES 3300	Real Estate Valuation and Feasibility Study	3	RES 3200	Real Estate Finance and Investment	3
RES 3700	Real Estate Management	3	RES 3400	Real Estate Capital Markets	<u>3</u>
RES 3800	Real Estate Construction Process: Building, Cost, and Management Issues	3	RES 3900	Real Estate Development	3
RES 3900	Real Estate Development: Principles and Guidelines	3			
Elective Courses		6	Elective Courses		9
Choose two (2) courses of 3 credits each from the following, at least one of which should be a 4000 level class			Choose <u>three</u> (3) courses of 3 credits each from the following, at least <u>two</u> of which should be 4000 level <u>classes</u>		
RES 3320	Urban Economics	3	RES 3320	Urban Economics	3
RES 3400	Capital Markets	3	RES 3300	Real Estate Valuation and Feasibility Study	<u>3</u>
RES 3550	Analytical Skills in Real Estate	3	RES 3550	Analytical Skills in Real Estate	<u>3</u>
RES 3650	Building Cities: Markets and Government	3	RES 3700	Real Estate Management	<u>3</u>
RES 4000	The Law of Real Estate Transactions	3	RES 3800	Real Estate Construction Process: Building, Cost, and Management Issues	<u>3</u>
			RES 4093	Special Topics in Real Estate	<u>3</u>
			RES 4200	Investment Strategies in Property Markets	<u>3</u>
			RES 4400	Valuations and Underwriting of Securitized Real Estate	<u>3</u>
			RES 4900	Real Estate Development: Case Development	<u>3</u>
			RES 5000	Independent Research and Readings in Real Estate	<u>3</u>
			FIN 3610	Corporate Finance	<u>3</u>
			FIN 3710	Investment Analysis	<u>3</u>
			ECO 4000	Statistical Analysis for Economics and Finance	<u>3</u>

Rationale: We have chosen to combine the development and investment tracks for our BBA in Real Estate. The new BBA in Real Estate will provide all students with a solid foundation in topics essential for any career in the real estate field. By having 5 required core courses for all real estate majors we can insure that students are equipped with knowledge and skills in real estate law, finance, investment, and development. To help accommodate a wide diversity of student interests within the field of real estate, the remainder of the major will consist of three elective courses. By

selecting electives tailored to their future career goals we will provide students the opportunity gain specialized knowledge in specific real estate topics of interest while ensuring that all graduates of the program have a common body of knowledge in all core real estate areas. Additionally, by having a common core of required classes for all real estate students (as opposed to a separate core of classes for each track), we will gain additional freedom to schedule electives year by year that both match student interests as well as current market trends in real estate, making our graduates more competitive in the job market.

All: 10.6b. The following revisions are proposed for the BBA in Computer Information Systems (Information Risk Management and Cybersecurity Track) in the Zicklin School of Business

Program: BBA in Computer Information Systems (Information Risk Management and Cybersecurity Track)

Program Code: 21849

MHC Program Code: 60006

HEGIS Code: 0702.00

Effective: Spring 2017

From:			To:		
BBA in Computer Information Systems (Information Risk Management and Cybersecurity Track)			BBA in Computer Information Systems (Information Risk Management and Cybersecurity Track)		
Course	Description	Crd	Course	Description	Crd
Required Courses			Required Courses		
CIS 3100	Object Oriented Programming I	3	CIS 3100	Object Oriented Programming I	3
CIS 3400	Database Management I	3	CIS 3400	Database Management I	3
CIS 3500	Networks and Telecommunications I	3	CIS 3500	Networks and Telecommunications I	3
CIS 3550	Cybersecurity	3	CIS 3550	Cybersecurity	3
CIS 4350	Information Technology Audit	3	CIS 4350	Information Technology Audit	3
Elective Courses			Elective Courses		
CIS 3700	Green IT	3	CIS 3700	Green IT	3
CIS 3750	Social Media Technologies in Organizations	3	CIS 3750	Social Media Technologies in Organizations	3
>>>	>>>	3	CIS 3770	Usability, Privacy and Security	3
CIS 4100	Object-Oriented Programming II	3	CIS 4100	Object-Oriented Programming II	3

CIS 4110	Object-Oriented Programming II with Java	3	CIS 4110	Object-Oriented Programming II with Java	3
CIS 4160	Web Applications Development	3	CIS 4160	Web Applications Development	3
CIS 4500	Networks and Telecommunications II	3	CIS 4500	Networks and Telecommunications II	3
CIS 4620	Financial Information Technologies	3	CIS 4620	Financial Information Technologies	3
CIS 4800	Systems Analysis and Design	3	CIS 4800	Systems Analysis and Design	3
* **Students may not receive credit for both OPR 3450 and OPR 3300.					

Rationale: The department is adding a new course in a separate proposal (CIS 3770 – Usability, Privacy and Security) and the list of electives in the Information Risk Management and Cybersecurity Track is updated to include it.

All: 10.7b. The following revisions are proposed for the BBA in Computer Information Systems (Computer Information Systems Track) in the Zicklin School of Business

Program: BBA in Computer Information Systems (Computer Information Systems Track)

Program Code: 21849

MHC Program Code: 60006

HEGIS Code: 0702.00

Effective: Spring 2017

From:			To:		
BBA in Computer Information Systems (Computer Information Systems Track)			BBA in Computer Information Systems (Computer Information Systems Track)		
Course	Description	Crd	Course	Description	Crd
Required Courses			Required Courses		
CIS 3100	Object Oriented Programming I	3	CIS 3100	Object Oriented Programming I	3
CIS 3400	Database Management I	3	CIS 3400	Database Management I	3
CIS 4800	Systems Analysis and Design	3	CIS 4800	Systems Analysis and Design	3
CIS 5800	Information Technology Development and Project Management	3	CIS 5800	Information Technology Development and Project Management	3
Elective Courses		Crd	Elective Courses		Crd
CIS 3120	Programming for Analytics	3	CIS 3120	Programming for Analytics	3

CIS 3367	Spreadsheet Applications in Business	3	CIS 3367	Spreadsheet Applications in Business	3
CIS 3444	e-Business Technologies	3	CIS 3444	e-Business Technologies	3
CIS 3500	Networks and Telecommunications I	3	CIS 3500	Networks and Telecommunications I	3
CIS 3550	Cybersecurity	3	CIS 3550	Cybersecurity	3
CIS 3630	Principles of Web Design	3	CIS 3630	Principles of Web Design	3
CIS 3700	Green IT	3	CIS 3700	Green IT	3
CIS 3710	Business Intelligence	3	CIS 3710	Business Intelligence	3
CIS 3750	Social Media Technologies in Organizations	3	CIS 3750	Social Media Technologies in Organizations	3
>>>	>>>	3	<u>CIS 3770</u>	<u>Usability, Privacy and Security</u>	<u>3</u>
CIS/STA 3920	Data Mining for Business Analytics	3	CIS/STA 3920	Data Mining for Business Analytics	3
CIS 4100	Object Oriented Programming II	3	CIS 4100	Object Oriented Programming II	3
CIS 4110	Object Oriented Programming II with Java	3	CIS 4110	Object Oriented Programming II with Java	3
CIS 4160	Web Applications Development	3	CIS 4160	Web Applications Development	3
CIS/STA 4170	Data Visualization	3	CIS/STA 4170	Data Visualization	3
CIS 4350	Information Technology Audit	3	CIS 4350	Information Technology Audit	3
CIS 4400	Data Warehousing for Analytics	3	CIS 4400	Data Warehousing for Analytics	3
CIS 4500	Networks and Telecommunications II	3	CIS 4500	Networks and Telecommunications II	3
CIS 4610	Expert (Knowledge-Based) Systems and Related Technologies	3	CIS 4610	Expert (Knowledge-Based) Systems and Related Technologies	3
CIS 4620	Financial Information Technologies	3	CIS 4620	Financial Information Technologies	3
CIS 4650	Operating Systems Concepts	3	CIS 4650	Operating Systems Concepts	3
CIS 4091	Special Topics in Computer Information Systems (1 credits)	1	CIS 4091	Special Topics in Computer Information Systems (1 credits)	1
CIS 4092	Special Topics in Computer Information Systems (2 credits)	2	CIS 4092	Special Topics in Computer Information Systems (2 credits)	2
CIS 4093	Special Topics in Computer Information Systems (3	3	CIS 4093	Special Topics in Computer Information Systems (3	3

	<p>managerial considerations that are pertinent to understanding today's communications systems within the framework of business decision making. Students will work on a network design project. Since this is one of the most dynamic fields in the computer industry, the latest changes and developments are brought to the course as they occur.</p> <p>Students may receive credit for only one of CIS 3500 or CIS 3501 or CIS 4450.</p> <p>Prerequisite: CIS 2200 and (ZICK or ZKTP student group)</p> <p>3.0 Hours; 3.0 Credits</p>
CIS 3550 Cybersecurity	<p>This course aims to provide a managerial perspective on contemporary issues in computer and network security, including an assessment of state-of-the-art approaches used to address security problems and the integration of these approaches with organizational/informational systems audits, 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.</p> <p>Prerequisite: CIS 2200 and (ZICK or ZKTP student group)</p> <p>3.0 Hours; 3.0 Credits</p>
CIS 4350 Information Technology Audit	<p>This course presents, at the conceptual level, audit and control of computer information systems. Topics covered include audit considerations of project development, database administration, control of data, assessment of data integrity, efficiency, and effectiveness.</p> <p>Prerequisite: CIS 3367 or CIS 3400 or <u>CIS 3500</u> or ACC 3100 or ACC 3200 (ZICK or ZKTP student group)</p> <p>3.0 Hours; 3.0 Credits</p>

All:10.9b. The following revisions are proposed for the Master of Business Administration (MBA) in the Zicklin School of Business.

Program: MBA

HEGIS Codes: 0506.00

Program Codes: 01923

Effective: Spring 2017

			To: One-Year MBA Program Option (42 – 45 credits)
	Course	Description	Crs

Required Foundational/Fundamental Skills (9 courses, 18 credits)		
BUS 9551*	Business Communication I	1.5
and		
BUS 9552*	Business Communication II: Communicating Quantitative and Technical Information	1.5
or		
BUS 9553*	Business Communication II: Leadership Communication: Writing and Speaking with Authority	1.5
ECO 9730	Firms in the Global Economy	1.5
IBS 9600	Introduction to International Business	1.5
LAW 9201	Overview of Business Law and Ethics	1.5
MGT 9200	Business and Society Relationships	1.5
MGT 9301	Managing People and Organizations	3
MGT 9600	Strategy and Competitive Advantage	3
STA 9708	Managerial Statistics	3
*Business Communication I and II are undergoing revision. However, the courses will remain 1.5 credits.		
Functional Skills (At least 2 courses, determined based on a student's background; 6 credits)		
ACC 9110	Financial Reporting	3
or		
ACC 9112	Financial Accounting: Intensive	3
CIS 9000	Information Technology Strategy	3
CIS 9557	Business Analytics	3
FIN 9770	Corporate Finance	3
MGT 9700	Managing Business Operations	3
MGT 9973	Managing Creativity, Ideation and Innovation in Startups and Corporations	3
MKT 9703	Marketing Management	3
Electives (15 credits)		

two-year MBA programs should alleviate concerns about the one-year program cannibalizing the two-year program once it is implemented. Our analysis shows that it is feasible to offer the one-year MBA program starting in June 2017. It is likely that some of the students who would have been enrolled in the two-year program will qualify and enroll in the one-year program. However, it is also anticipated that the enrollment gain from the one-year program will significantly surpass the enrollment loss of the two-year program. Given the small tuition and fee difference between the two programs, the Zicklin School of Business is expected to benefit from both enrollment and revenue growth of the entire MBA program portfolio. We estimate that with a modest enrollment of 30 students in each cohort, the positive revenue impact each year is likely to be about \$1 million based on the 2015-2016 tuition and fee schedule.

From the perspectives of the Zicklin School of Business and Baruch College, the one-year MBA program could have a significant positive impact on the tuition and fee revenue. This positive impact is mainly due to two factors: 1) high summer tuition rate, and 2) low marginal teaching cost in fall and spring. When the one-year students register in the fall and spring semesters, they join the rest of the MBA and MS students in functional core and elective courses which are already scheduled and staffed, thus their marginal impact on teaching cost in these two semesters is close to zero in most courses. Structure of the Proposed One-Year MBA Program (42-45 credits

Summer Block 1	Summer Block 2	Fall	Winter	Spring
June – Mid-July	Mid-July – August	September – December	December – January	January - May
Orientation Week & Foundational Skills	Career Workshop & Foundational Skills	Functional Skills & Career Electives	Business Consulting	Career Electives & Internship
9 credits	9 credits	15 credits	3 credits	6-9 credits

Note that the summer programming is a lock-step cohort format that covers the 18 credits of fundamental courses in the two-year MBA curriculum in an intense format. After the completion of summer programming, the one-year MBA students join the two-year MBA students in the fall and spring for functional and career elective courses.

The Program Plan for the One-Year MBA will be Business Administration and Policy (HEGIS: 0506.00; Program Code: 01923). The Sub-Plan will be Traditional MBA.



NEW YORK STATE EDUCATION DEPARTMENT

Office of Higher Education—Office of College and University Evaluation

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Request to Change or Adapt a Registered Program	
Item	Response (type in the requested information)
Institution name and address	City University of New York, Baruch College, Zicklin School of Business 55 Lexington Ave, Box 13-280, New York, NY 10010 <i>Additional information:</i> § Specify campus where program is offered, if other than the main campus:
Identify the program you wish to change	Program title: MBA Program Award (e.g., B.A., M.S.): MBA Credits: 42 - 45 HEGIS codes: 0506.00 Program codes : 01923
Contact person for this proposal	Name and title: Paquita Davis-Friday, Executive Director of Graduate Programs : 646-312-3065 Fax: E-mail: Paquita.Davis-Friday@baruch.cuny.edu
CEO (or designee) approval	Telephone Name and title: H. Fenwick Huss, Dean 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 (*Describe and explain all proposed changes; provide a side-by-side comparison of the existing and newly modified programs.*)

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)

Changes in a program's focus or design

Adding or eliminating an option or concentration

Eliminating a requirement for program completion

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 (*describe and explain all proposed changes*)

Program title

Program award

Mode of Delivery (**Note:** if the change involves adding a **distance education format** to a registered program, please complete the [distance education application](#).)

Discontinuing a program: indicate the date by which the program will be discontinued.²

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:

		and engaging formal and informal presentations. Prerequisite: None
BUS 9552	Business Communication II: Communicating Quantitative and Technical Information	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 help analysts, traders, brokers, risk managers, auditors, researchers, and consultants speak and write clearly and persuasively to a wide variety of stakeholders. Prerequisite: Successful completion of BUS 9551.
BUS 9553	Business Communication II: Leadership Communication: Writing and Speaking with Authority	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. Prerequisite: Successful completion of BUS 9551.
ECO 9730	Firms in the Global Economy	An essential task of corporate managers is to understand the economic environment in which firms operate. This environment is composed of several agents: consumers, competitors, government agencies, and markets. The course addresses both the microeconomic aspects of managerial decisions as well as the analysis of the global environment in which these decisions are made. Particular emphasis will be given to the discussion of the effects of capital mobility, global competition, and regulations on market outcomes. Prerequisite: None.
IBS 9600	Introduction to International Business	This course is designed to equip students with tools and techniques to analyze the global business environment. These will enable students to better evaluate the associated risks and opportunities of global phenomena, and make informed managerial choices in response to the challenges and opportunities of a global world. Students will learn how to respond effectively to external developments and turn them into proprietary competitive advantage. Prerequisite: None.
LAW 9201	Overview of Business Law and Ethics	Every few years, catastrophic corporate or financial scandals drive home an essential point: managers and other business professionals must possess a deep understanding of the legal and ethical environment in which their firms operate. MBAs do not, of course, need an encyclopedic knowledge of legal doctrine. Rather, this course aims to provide graduate business students with a much more valuable skill set: a deep understanding of how legal regulation and ethics affect business decision-making, and how businesspeople can use law and ethics to obtain strategic advantage in the marketplace. Prerequisite: None.

MGT 9200	Business and Society Relationships	The demands on corporations to be ethical and meet societal expectations are very high and managers need to understand and face these risks, challenges, and opportunities. By integrating the dynamic, complex, and global nature of today's business, students will better understand the evolving expectations of "stakeholders" (e.g., customers, employees, consumers, investors, governments, and civil society groups) for firms to engage in responsible stakeholder management. Students who take this course will learn that stakeholders increasingly expect managers to make a profit for their companies in ways that go above and beyond the legal threshold, do no harm, and contribute to the preservation of the natural environment and the welfare of society. Prerequisite: None. Not open to MBA students admitted prior to fall 2016.
MGT 9301	Managing People and Organizations	This course facilitates students learning how managers and leaders can contribute to effective work organizations. Management 9301 allows students to develop analytical and behavioral skills through several cognitive and active learning methods. These methods may include self-assessment scales, case analyses, lectures/discussions, personal essays, team projects, experiential exercises, role playing, student presentations, and student debates. Topics include: motivating subordinates, making decisions, communicating, appraising performance, leading teams, exercising power, managing change, negotiating and managing conflict, structuring units and organizations, managing workforce diversity, influencing organizational culture, fostering ethical management, and recognizing international requirements. Management 9301 primarily addresses the Baruch MBA program learning goal of leadership and teamwork, but the course also engages ethical awareness, global awareness, and communication goals. Prerequisite: None. Not open to students who completed MGT 9300.
MGT 9600	Strategy and Competitive Advantage	This course examines how to gain advantage against competitors in the complex and dynamic global marketplace. Core business strategy themes include how to analyze the business environment, assess resources and capabilities, and choose competitive strategies. The course also considers how to create corporate value through configuring and coordinating multibusiness activities. Core corporate strategy themes include how to analyze scale and scope, evaluate corporate competencies, manage the multibusiness corporation, assess global strategies, and choose corporate strategies. Prerequisite: None. Not open to students who completed BUS 9200.
STA 9708	Managerial Statistics	This course provides MBA students with the statistical tools and concepts needed in business applications. Students will learn quantitative analysis critical for business decision making. Emphasis will be placed on understanding data analysis and interpretation. Topics include: interpretation of descriptive

		<p>measures; applications of probability and the normal distribution; confidence interval estimation; hypothesis testing; simple linear regression models; and multiple regression models. The students will use standard spreadsheet software to work with data and apply the concepts learned. Discussions of ethical issues are integrated throughout the course. This course will enhance skills in critical thinking, as well as oral and written communication. Techniques learned in this course can be immediately put to use by the student. Prerequisite: None. Not open to students who completed FIN 9762.</p>
Functional Skills:		
ACC 9110	Financial Reporting	<p>Financial reports are an important means of communicating with a firm's external decision-makers, such as investors, analysts, creditors, and government agencies. This course focuses on the development, analysis, and interpretation of these reports. It provides an understanding of the accounting concepts and assumptions underlying the preparation of the balance sheet, income statement, and cash flow statement. Coursework will focus heavily on use and interpretation of the accounting information in firms' actual corporate financial reports as tools in business decision-making. Prerequisite: None. Accounting majors should enroll in ACC 9112. Credit will not be granted for both ACC 9110 and ACC 9112.</p>
ACC 9112	Financial Accounting: Intensive	<p>Intended for accounting majors, this course prepares students to gain an understanding in the fundamentals of financial accounting, which includes topics such as recording of financial information, classifying this information, and developing financial statements. A key objective is to prepare the students intending to take intermediate accounting (ACC 9804). Prerequisite: None. Non-Accounting majors who plan to enroll in ACC 9804 are encouraged to take ACC 9112. Credit will not be granted for both ACC 9110 and ACC 9112.</p>
CIS 9000	Information Technology Strategy	<p>This course introduces students to current information technologies (IT) and to concepts, opportunities, and challenges related to the adoption and use of IT as part of a successful business strategy. We demonstrate how an organization's information systems (its IT, its people, and its processes) can be designed and managed to facilitate market penetration, competitive advantage, and organizational change. We address a variety of current and emerging issues related to an organization's information technology strategy, including ethical and legal concerns related to IT as well as global opportunities and challenges related to technology. Students will read and analyze relevant readings and case studies to reinforce the importance of a sound information technology strategy to organizations. Students are expected to participate fully in the course through in-class discussions and case study analyses and presentations. Pre-requisite: None. Not open to students who completed CIS</p>

		9001 or CIS 9002.
CIS 9557	Business Analytics	To successfully compete in today's global business environment an organization must constantly monitor, recognize and understand every aspect and every issue of its operations, its industry, and the overall business environment. This course focuses on business analytics – an information technology approach to data collection and data analysis – to support a wide variety of management tasks, from performance evaluation to trend spotting and policy making. Students learn analytical components and technologies used to create dashboards and scorecards, data/text/Web mining methods for trend and sentiment analysis, and artificial intelligence techniques used to develop intelligent systems for decision support. Students will actively participate in this course through class discussions, project preparation and presentation, and visual tool utilization. Pre-requisite: None.
FIN 9770	Corporate Finance	This course provides students with a survey and analysis of problems facing the financial manager, with an emphasis on the role of finance in the creation of value in corporations. Although it focusses on for-profit corporations, these lessons are also applicable to other forms of business, such as partnerships and non-profit corporations. The course begins with discussions of the forms of business organizations, the main financial statements, and a thorough explication of the time value of money. These are applied to valuation of debt and equity securities, and capital projects. Students will explore the implications of corporate financing needs for the availability of investment securities to investors, and the risks and returns they face. Students will apply basic valuation techniques to problems of corporate valuation and long-term corporate planning, and multinational financial management. The course concludes with an analysis of enterprise risk management, in which students take a view of the overall firm, assess risk on an enterprise basis, and develop an understanding of what are appropriate, versus inappropriate, approaches to firm-wide risk management. Pre- or co-requisite: STA 9708 or FIN 9762. Course credit will be granted for either FIN 9770 or FIN 9771, not both.
MGT 9700	Managing Business Operations	Students will learn how to leverage a firm's operations to create value, drive financial performance, and generate customer satisfaction. This includes measuring the performance of business processes and then continuously improving them with such tools as Lean and Six Sigma. It also includes strategies to match supply with demand in services and manufacturing through demand forecasting, capacity planning, inventory management, and logistics for effective and coordinated supply chains. Best practices for managing and scheduling projects are also addressed. The interdependencies among operations, strategy, finance, marketing, and accounting are stressed throughout the

		course. Theory is grounded in practice with real examples drawn from financial services and banking, retail, healthcare, hospitality, transportation, manufacturing, and government. Prerequisite: STA 9708. Not open to students who have completed MGT 9702 or MGT 9704.
MGT 9973	Managing Creativity, Ideation, and Innovation in Startups and Corporations	This course provides a set of advanced insights into the theories and applications of creativity and innovation in business. The focus is to develop students' understanding of new management tools to discover ideas, and to turn them into successful business opportunities in corporations or start-ups. By using a multidisciplinary approach, this course emphasizes experiential learning and applies a business perspective to the generation and implementation of creativity and innovation centered on specific business environments that aim for sustainable growth through innovation. As entrepreneurial ventures, private enterprises and publicly held corporations are all preceded by new emerging businesses; this course highlights the role of creativity and innovation at the various stages of the evolutionary processes associated with business creation, growth and development. Prerequisite: None.
MKT 9703	Marketing Management	This introductory course covers all of the areas of marketing and describes how marketing delivers value to consumers and customers. We will examine many different topics and use a variety of approaches like lectures, a case study, a group project, articles, and class discussion. Prerequisite: None.
Winter (January) Intersession)		
BUS 9601	Business Consulting	The course will train students in applying theories and models from all fields of business, such as accountancy, finance, human resource management, operations management, and marketing, to solve business problems and dilemmas. It will provide students with in-house and external consulting skills, including analytical, leadership, teamwork, and computer skills. It will train students in evaluations of business consulting projects and reports and provide them with professional communication and presentations skills. The course will focus on the nature and purpose of management consulting; range and scope of consulting services; the consultant-client relationship; consulting and organizational change; consulting and culture; and professionalism and ethics in consulting.
Optional Graduate Internships or International Study Tour*		
BUS 9801, BUS 9802, BUS 9803	Graduate Internships I, II and III	The Graduate Internship is designed to provide students in the MBA or MS programs in business, where appropriate, with the opportunity to participate in a coordinated and supervised work experience in the business discipline of their choice. Students elect to work in positions in the field to gain practical experience and insight into the workings of actual businesses. In addition to their field experience, students are required to attend workshops

and advising sessions at the school as determined by the faculty internship coordinator, the Graduate Career Management Center, and the Weissman Center for International Business. The internship is graded on a Pass/No Credit (P/NC) basis.
Prerequisite: Permission required.

*Course number assigned to a 3-credit International Study Tour is subject to content. Permission is required to participate in the Study Tour.

All:10.10b. The following revisions are proposed for the MBA in Management Concentration in Operations Management in the Zicklin School of Business

Program: MBA in Management (Concentration in Operations Management)

HEGIS Code: 0506.00

Program Code: 01922

Effective: Spring 2017

From: MBA in Management (Concentration in Operations Management)			To: MBA in Management (Concentration in Operations Management)		
Course	Description	Crs	Course	Description	Crs
Courses in Major (15 credits)			Courses in Major (15 credits)		
Required "Flexible Core" courses			Required "Flexible Core" courses		
ACC 9125	Managerial Accounting	1.5	ACC 9125	Managerial Accounting	1.5
MGT 9704	Service Operations Management II	1.5	MGT 9704	Service Operations Management II	1.5
Note: ACC 9125 and MGT 9704 will apply towards the maximum 18 credits that a student can take in their MBA major.			Note: ACC 9125 and MGT 9704 will apply towards the maximum 18 credits that a student can take in their MBA major.		
Required major courses			Required major courses		
MGT 9500	Management Science	3	MGT 9500	Management Science	3
MGT 9710	Quantitative Analysis for Service Management	3	MGT 9710	Quantitative Analysis for Service Management	3
MGT 9720	Service Management Strategies	3	MGT 9720	Service Management Strategies	3
Choose one course from:			Choose one course from:		
MGT 9560	Management Information Systems	3	<u>CIS 9700</u>	<u>Integrating Information Technology and Business Processes</u>	<u>3</u>
MGT 9730	Project Management: Strategic Design and Implementation	3	MGT 9560	Management Information Systems	3

Required (16.5 credits)			Required (13.5 credits)		
BUS 9551	Business Communication I	1.5	BUS 9551	Business Communication I	1.5
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	1.5	CIS 9002	Information Systems for Managers II: Managing and Harnessing Technology	1.5
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 (18 credits)		
Choose 9 - 15 credits from the list below:			Choose 12 - 18 credits from the list below:		
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	CIS 9230	<u>Globalization and Technology</u>	3
CIS 9310	Object-Oriented Programming I	3	CIS 9240	Sustainability and IT	3.0
CIS 9350	Networks and Telecommunications	3	CIS 9310	Object-Oriented Programming I	3
CIS 9355	Cybersecurity	3	CIS 9350	Networks and Telecommunications	3
CIS 9375	Social Technology and Business	3	CIS 9355	Cybersecurity	3
CIS 9410	Object-Oriented Programming II	3	CIS 9375	Social Technology and Business	3
CIS 9440	Database Warehousing and Analytics	3	CIS 9410	Object-Oriented Programming II	3
CIS 9444	E-Business Principles and Technologies	3	CIS 9440	Database Warehousing and Analytics	3
CIS 9445	Digital Media Management	3	CIS 9444	E-Business Principles and Technologies	3
CIS 9467	Business Modeling with Spreadsheets	3	CIS 9445	Digital Media Management	3
CIS 9480	Information Technology Project Management	3	CIS 9467	Business Modeling with Spreadsheets	3

CIS 9550	Emerging Trends in Information Technologies	3	CIS 9480	Information Technology Project Management	3
CIS 9555	Information Technology in Financial Markets	3	CIS 9550	Emerging Trends in Information Technologies	3
CIS 9556	Risk Management Systems	3	CIS 9555	Information Technology in Financial Markets	3
CIS 9557	Business Analytics	3	CIS 9556	Risk Management Systems	3
CIS 9650	Programming for Analytics		CIS 9557	Business Analytics	3
CIS 9655	Data Visualization	3	CIS 9650	Programming for Analytics	3
CIS (STA) 9660	Data Mining for Business Analytics	3	CIS 9655	Data Visualization	3
CIS 9700	Integrating Information Technology and Business Processes	3	CIS (STA) 9660	Data Mining for Business Analytics	3
CIS 9791	Special Topics in Information Technologies	3	CIS 9700	Integrating Information Technology and Business Processes	3
CIS 9793 (formerly CIS 9771)	Special Topics in Information Technologies	1.5	CIS 9791	Special Topics in Information Technologies	1.5
CIS 9795	Special Topics in Information Systems Strategy	3	CIS 9793 (formerly CIS 9771)	Special Topics in Information Technologies	3
CIS 9795	Special Topics in Information Systems Strategy	1.5	CIS 9795	Special Topics in Information Systems Strategy	1.5
CIS 9797 (formerly CIS 9775)	Special Topics in Information Systems Strategy	3	CIS 9797 (formerly CIS 9775)	Special Topics in Information Systems Strategy	3
Business Electives: Choose 0-6 credits from the list below:			Business Electives: Choose 0-6 credits from the list below:		
ACC 9110	Financial Accounting	3	ACC 9110	Financial Accounting	3
ACC 9810	Current Topics in Financial Accounting	3	ACC 9810	Current Topics in Financial Accounting	3
ACC 9993	Special Topics in Accountancy	3	ACC 9993	Special Topics in Accountancy	3
FIN 9770	Financial Decision Making	3	FIN 9770	Financial Decision Making	3
MGT 9702	Service Operations Management I	1.5	MGT 9702	Service Operations Management I	1.5
MGT 9704	Service Operations Management II	1.5	MGT 9704	Service Operations Management II	1.5

OPR 9721	Introduction to Quantitative Modeling	3	OPR 9721	Introduction to Quantitative Modeling	3
STA 9708	Managerial Statistics	3	STA 9708	Managerial Statistics	3
*Students may take CIS 9001 along with other specialization courses for which CIS 9001 is the pre-or corequisite in their first semester			*Students may take CIS 9001 along with other specialization courses for which CIS 9001 is the pre-or corequisite in their first semester		
			<u>New Concentration in Data Analytics</u>		
			<u>Students will take all required courses (13.5 credits), and will select 9 – 12 credits from the following list of electives. To complete the remaining 6 – 9 elective credits, students will select from the information systems and business electives listed above.</u>		
			<u>CIS 9310</u>	<u>Object-Oriented Programming I</u>	<u>3</u>
			<u>or</u>		
			<u>CIS 9650</u>	<u>Programming for Analytics</u>	<u>3</u>
			<u>CIS 9440</u>	<u>Data Warehousing and Analytics</u>	<u>3</u>
			<u>CIS 9655</u>	<u>Data Visualization</u>	<u>3</u>
<u>CIS/STA 9660</u>	<u>Data Mining for Business Analytics</u>	<u>3</u>			

Rationale: The course CIS 9230 is moved from the core to the electives section. This change streamlines the MS offering and allows students the flexibility to tailor the program based on their background and the desired career path.

Analyzing large data sets, including both structured and unstructured data - often referred to collectively as big data - is becoming a critical basis of competition, underpinning new waves of improved decision making and innovation. Organizations around the world are struggling to develop the know-how to aggregate, analyze, and monetize the growing surge of available data. The new concentration in Data Analytics provides an opportunity for our MS students to choose a career path in data analytics as well as formally provide a way to showcase their qualifications through the concentration in Data Analytics.



NEW YORK STATE EDUCATION DEPARTMENT

Office of Higher Education—Office of College and University Evaluation

89 Washington Avenue, Albany, NY 12234

complete a new registration application for the proposed program.

Check all changes that apply and provide the requested information.

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

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)

Changes in a program's focus or design

Adding or eliminating an option or concentration

Eliminating a requirement for program completion

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 (*describe and explain all proposed changes*)

Program title

Program award

Mode of Delivery (**Note:** if the change involves adding a **distance education format** to a registered program, please complete the [distance education application](#).)

Discontinuing a program: indicate the date by which the program will be discontinued.⁵

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

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

CIS 9440	Data Warehousing and Analytics	Provide students with an in-depth understanding of the design and implementation of database warehousing and analytics database systems. Specific topics include data warehouse modeling and architecture, the Extract-Transform-Load (ETL) process, administration, security, column-store, streaming and NoSQL databases, and complex event processing. Students develop a complete data warehouse system including implementation of a business intelligence suite. Prerequisite: CIS 9000 or CIS 9001.
CIS 9650	Programming for Analytics	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 the use of 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. 3 Hours, 3 Credits. Pre-requisites: None.
CIS 9655	Data Visualization	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.
CIS (STA) 9660	Data Mining for Business Analytics	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. The topics will include essentials of data management, data preparation and examination, data clustering or segmentation techniques, and model development using binary trees, regression methods, neural networks and other ad-hoc methods. In addition to model development, students will learn about model assessment and validation, as well as predictive analytics using those models. Emphasis will be placed on careful presentation of quantitative aspects of data mining and business analytics, as well as on applications to large data. Students will be expected to implement these techniques on big-data case studies throughout the semester. Prerequisite: STA 9708 or equivalent.

All:10.12b. The following revisions are 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 2017

From: MS in Marketing			To: MS in Marketing		
Course	Description	Crs	Course	Description	Crs
English Proficiency Requirement			English Proficiency Requirements		
Students who completed their undergraduate education in a non-English speaking country will be required to take non-credit bearing modules in Grammar Troubleshooting and American English Pronunciation offered by the Division of Continuing and Professional Studies. These modules may be waived based on a waiver exam. The modules are not required for students who completed a four-year degree in an English speaking country.			Students who completed their undergraduate education in a non-English speaking country will be required to take non-credit bearing modules in Grammar Troubleshooting and American English Pronunciation offered by the Division of Continuing and Professional Studies. These modules may be waived based on a waiver exam. The modules are not required for students who completed a four-year degree in an English speaking country.		
Courses in Specialization (31.5 credits)			Courses in Specialization (30 credits)		
Required (13.5)			Required (12 credits)		
BUS 9551	Business Communication I	1.5	BUS 9551	Business Communication I	1.5
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 9759	Marketing Consulting Practicum	1.5
Elective Courses (18 credits)			Electives Courses (18 credits)		
Choose a total of 18 credits from any 9000-level courses in the Department of Marketing and International Business. Students can also choose from the following:			Choose a total of 18 credits from any 9000-level courses 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/OPR 9750	Software Tools for Data Analysis	3	STA/OPR 9750	Software Tools for Data Analysis	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
Students who wish to complete a Concentration in Digital Marketing will take the following courses:			Students who wish to complete a Concentration in Digital Marketing will take the following courses:		
Required (16.5 credits)			Required (15 credits)		

BUS 9551	Business Communication I	1.5	BUS 9551	Business Communication I	1.5
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 9780	Digital Marketing	3	<u>MKT 9759</u>	<u>Marketing Consulting Practicum</u>	<u>1.5</u>
MKT 9785	Digital Marketing Strategy	3	MKT 9780	Digital Marketing	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	Database Marketing 1	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	Database Marketing 2	3
MKT 9737	Marketing Analytics	3	MKT 9737	Marketing Analytics	3
MKT 9738	Web Analytics	3	MKT 9738	Web Analytics	3
MKT 9764	Internet Marketing and Global Business	3	MKT 9764	Internet Marketing and Global Business	3
MKT 9782	Search Engine Marketing	1.5	MKT 9782	Search Engine Marketing	1.5
MKT 9783	Social Media Marketing	1.5	MKT 9783	Social Media Marketing	1.5
MKT 9794	Special Topics in Digital Marketing	1.5	<u>MKT 9785</u>	<u>Digital Marketing Strategy</u>	<u>3</u>
MKT 9795	Special Topics in Digital Marketing	3	MKT 9794	Special Topics in Digital Marketing	1.5
			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/OPR 9750	Software Tools for Data Analysis	3	STA/OPR 9750	Software Tools for Data Analysis	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
Students who wish to complete a Concentration in Marketing Analytics will			Students who wish to complete a Concentration in Marketing Analytics will		

take the following courses:			take the following courses:		
Required (16.5)			Required (15 credits)		
BUS 9551	Business Communication I	1.5	BUS 9551	Business Communication I	1.5
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 9737	Marketing Analytics	3
MKT 9737	Marketing Analytics	3	MKT 9759	Marketing Consulting Practicum	1.5
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 9728	Media Planning in the Digital World	3	MKT 9728	Media Planning in the Digital World	3
MKT 9738	Web Analytics and Intelligence	3	MKT 9738	Web Analytics and Intelligence	3
MKT 9740	Data-driven Marketing Strategy	3	MKT 9740	Data-driven Marketing Strategy	3
MKT 9780	Digital Marketing	3	MKT 9780	Digital Marketing	3
MKT 9782	Search Engine Marketing	1.5	MKT 9782	Search Engine Marketing	1.5
MKT 9783	Social Media Marketing	1.5	MKT 9783	Social Media Marketing	1.5
MKT 9785	Digital Marketing Strategy	3	MKT 9785	Digital Marketing Strategy	3
MKT 9796	Special Topics in Marketing Analytics	1.5	MKT 9796	Special Topics in Marketing Analytics	1.5
MKT 9797	Special Topics in Marketing Analytics	3	MKT 9797	Special Topics in Marketing Analytics	3
STA 9661	Multivariate Statistics for Business Analytics	3	STA 9661	Multivariate Statistics for Business Analytics	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 9467	Business Modeling with Spreadsheet	3	CIS 9467	Business Modeling with Spreadsheet	3
STA 9660/CIS 9660	Data Mining for Business Analytics	3	STA 9660/CIS 9660	Data Mining for Business Analytics	3
STA 9700	Applied Regression Analysis	3	STA 9700	Applied Regression Analysis	3
STA 9705	Multivariate Statistical Methods		STA 9705	Multivariate Statistical Methods	

STA/OPR 9750	Software Tools for Data Analysis	3	STA/OPR 9750	Software Tools for Data Analysis	3
Students who wish to complete a Concentration in International Business will take the following courses:			Students who wish to complete a Concentration in International Business will take the following courses:		
Required (15 credits)			Required (13.5 credits)		
BUS 9551	Business Communication I	1.5	BUS 9551	Business Communication I	1.5
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	IBS 9600	International Business Fundamentals	1.5
IBS 9600	International Business Fundamentals	1.5	MKT 9759	Marketing Consulting Practicum	1.5
Elective Courses (16.5 credits)			Elective Courses (16.5 credits)		
Choose a minimum of 10.5 credits from the following:			Choose a minimum of 10.5 credits from the following:		
IBS 9761	Emerging Markets and the International Business Environment	3	IBS 9761	Emerging Markets and the International Business Environment	3
IBS 9767	Global Firms, Cultures and Governments	3	IBS 9767	Global Firms, Cultures and Governments	3
IBS 9769	International Business Strategy	3	IBS 9769	International Business Strategy	3
MKT 9764	Internet Marketing and Global Business	3	MKT 9764	Internet Marketing and Global Business	3
MKT 9766	International Marketing Management	3	MKT 9766	International Marketing Management	3
MKT 9774	International Logistics	3	MKT 9774	International Logistics	3
IBS 9791	Special Topics in International Business	1.5	IBS 9791	Special Topics in International Business	1.5
IBS 9793	Special Topics in International Business	3	IBS 9793	Special Topics in International Business	3
Choose up to 6 credits from the following:			Choose up to 6 credits from the following:		
CIS 9230	Globalization and Technology	3	CIS 9230	Globalization and Technology	3
COM 9656	International Business Communications	3	COM 9656	International Business Communications	3
LAW 9740	International Trade and Investment Law	3	LAW 9740	International Trade and Investment Law	3
MGT 9870	International Comparative Management	3	MGT 9870	International Comparative Management	3

*MKT 9702 requires prior completion of STA 9708 (Applied Statistical Analysis for Business Decisions). This prerequisite can be waived for students who completed a 3-credit undergraduate statistics course with a minimum grade of B-. Students who are not waived from STA 9708 will take this course in addition to the degree's 30 credits.

A waiver of the STA 9708 prerequisite for STA courses usually requires satisfactory completion of 6 credits of undergraduate statistics. Please contact the MS Programs Office prior to registration for STA electives for prerequisite clearances. If required, STA 9708 does not apply towards the 30 credits required for your degree.

*MKT 9702 requires prior completion of STA 9708 (Applied Statistical Analysis for Business Decisions). This prerequisite can be waived for students who completed a 3-credit undergraduate statistics course with a minimum grade of B-. Students who are not waived from STA 9708 will take this course in addition to the degree's 30 credits.

A waiver of the STA 9708 prerequisite for STA courses usually requires satisfactory completion of 6 credits of undergraduate statistics. Please contact the MS Programs Office prior to registration for STA electives for prerequisite clearances. If required, STA 9708 does not apply towards the 30 credits required for your degree.

Rationale: BUS 9551 Business Communication I (1.5 credits) satisfies Zicklin's business communication requirements. The course is important, particularly for Marketing students, and is now included in the core group of courses for all our MS-Marketing concentrations. In order not to increase the total number of credits required for the degree, we propose requiring BUS 9551 in conjunction with a new 1.5 credit course, MKT 9759 Marketing Consulting Practicum. These two courses will substitute for the required course MKT 9750 Marketing Strategy (3 credits). Hence, MKT 9750 becomes an elective for the general MS-Marketing without any concentration, the Data Analytics concentration and the International Business concentration. For the Digital Marketing concentration, MKT 9785 becomes an elective course. Program assessments will take place in the Marketing Consulting Practicum.

In the new MKT 9759 Marketing Consulting Practicum capstone course students will apply what they have learned in their other courses. Over the course of the semester, students will work on one or more real-life projects from established companies, non-profits, and/or start-ups. Students will work in small groups. The instructor will guide them through the process and ensure that students are approaching the problems appropriately. In addition to the substantive knowledge that students will gain, they will also interact with businesses in a professional manner, which will be beneficial for their careers. Consulting projects and guest speakers will vary from semester to semester. If only one client is available for a particular section of the course, all teams in that section will work on the same client. If more than one project is available, teams may be assigned to different projects. Units within CUNY may be used as a source of projects.

Section AIV: New Courses

AIV:10.1a.

Department(s)	Black and Latino Studies and Sociology/Anthropology
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	Latino Studies, Anthropology, Sociology

Course Prefix	LTS/ANT/SOC
Course Number	3021
Course Title	The U.S. and Mexican Border
Catalogue Description	The course examines the US-Mexico borderlines as a political and economic strategy, and as a racial and cultural construction the course addresses issues of Immigrations, environmental and human rights violations, corporate transnationalism, and economic interdependence through film, historical, and literary texts. (Students will receive credit for ANT 3021, LTS 3021, or SOC 3021. These courses may substitute for each other with the F-replacement policy.)
Prerequisites	LTS 1003
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 2017

Rationale: There is a great student demand for this course. The Department of Black and Latino Studies is considered the home department for this course. LTS/ANT/SOC 3021 will be offered every year with a projected enrollment of 35 students. It may be used as an elective within the following minors: Anthropology; Black and Latino Studies; Latin American and Caribbean Studies; and Sociology. It may also be used as an elective within the Sociology major (NYSED program codes 01974 and 60026), or as a general elective for the BA, BBA, and BS degrees.

AIV:10.2a.

Department(s)	Black and Latino Studies and 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	Latino Studies, History
Course Prefix	LTS/HIS
Course Number	3025
Course Title	Race, Class, and Gender in Brazil
Catalogue Description	This course examines the poly-cultural history of Brazil by using a theoretical framework that emphasizes the role of race, gender, and ethnicity--and how these variables have affected socio-economic mobility in Brazil. The course will in particular explore the significance of Portuguese colonialism, and the role of African/Indigenous heritage people in Brazil. Also the course will focus on other European immigrants that came in the late nineteenth century and early twentieth century such as the German, Italians, and Spanish. There will also be special attention paid to the large populations of Japanese and Middle-eastern people that came to Brazil as well. Furthermore the course will explore how these various ethnic groups have produced hybrid cultures in art, music, dance, cuisine as well in other cultural idioms that have shaped a poly-cultural Brazilian community. (Students will receive credit for HIS 3025 or LTS 3025. These courses may substitute for each other with the F-replacement policy.)
Prerequisites	ENG 2150 or equivalent and one of the following courses: BLS 1019; LTS 1003; HIS 1005; or SOC 1005; 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 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 2017

Rationale: There is a great student demand for this course. The Department of Black and Latino Studies is considered the home department for this course. LTS/HIS 3025 may be used as an elective within the Black and Latino Studies minor, the History major (NYSED program codes 01972 and 60012) or minor, or as a general elective for the BA, BBA, and BS degrees. This course

will be offered every year with a projected enrollment of 35 students.

AIV:10.3a.

Department(s)	Global Studies Program
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	Global Studies
Course Prefix	GLS
Course Number	3900
Course Title	Special Topics in Global Studies
Catalogue Description	This course provides an opportunity to study aspects of global connectivity and exchange not found in other Global Studies courses. Class topics will vary from semester to semester on the basis of instructor expertise. The course may be used as an elective for the Global Studies minor. Students may enroll in this course more than once if the topic is different.
Prerequisites	ENG 2150 or equivalent
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	Spring 2017

Rationale: GLS 3900 is designed to function as a Global Studies course for those departments that do not have permanent offerings, including Sociology and Anthropology, Black and Latino Studies, Fine and Performing Arts, and Modern Languages and Comparative Literature. The special topics format is intended to allow instructors to tailor the course to the specifics of their field.

GLS 3900 will be offered once per year with a projected enrollment of 25 students. This course will serve as an elective for the Global Studies minor (with permission from the director, it may count

toward the introductory (category I) requirement for the minor), or as a general elective for the BA, BBA, and BS degrees.

AIV:10.4a.

Department(s)	Global Studies Program
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	Global Studies
Course Prefix	GLS
Course Number	5000-5002
Course Title	Independent Study in Global Studies
Catalogue Description	A directed study offered to qualified students who wish to pursue independent research or reading in an area or topic not adequately covered in the course offerings.
Prerequisites	Departmental permission
Credits	Variable
Contact Hours	Variable
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	Spring 2017

Rationale: This course will offer an opportunity for students who wish to pursue independent research or reading in an area or topic not adequately covered in the college's course offerings. With permission of the program director, the course (3 credits) can be used to fulfill the requirements for the Global Studies minor. Readings and projects will vary depending on what requirement the independent study is being used to fulfill, and upon the research interests of the student. GLS 5000-5002 will be offered as needed, and may serve as general electives for the BA, BBA, and BS degrees.

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	3071
Course Title	History of Colonial Latin America
Catalogue Description	This course examines Latin America during the Colonial Era between 1400 and 1830 when American, African, and European societies collided in the Western Hemisphere. The course investigates the creation of new multi-ethnic societies, and how the interchange of goods, people, and ideas following the colonial encounter fundamentally altered both Latin America and the world.
Prerequisites	ENG 2150 or equivalent 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 2017

Rationale: This course will expand on the current general Latin American history course, HIS 3070 History of Civilizations in Latin America, by offering a more focused survey on the colonial era. It should be noted that this will reflect the dominant trend in national liberal arts and history programs that usually split undergraduate Latin American history courses into the colonial and modern eras.

A History of Colonial Latin America 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 Colonial Latin America will form part of the Latin American Studies minor in the Weissman School.

As a final note, a more-focused course on Colonial Latin America will fulfill a broader demand of History Department, Weismann, and Baruch Students to know more about Latin American history and culture. Demographic and economic shifts have increased interest in Latin America in both the Baruch and larger New York communities. This course will help fill this increased demand.

HIS 3071 may be used as an elective within the History major (NYSED program codes 01972 and 60012) or minor (Latin America and the Caribbean area), or as a general elective for the BA, BBA, and BS degrees. It will be offered every other year with a projected enrollment of 40 students.

AIV:10.6a.

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	3072
Course Title	History of Modern Latin America
Catalogue Description	This course examines the history of Latin America since the region's independence in the early 1800s until the present. The course investigates how geographically vast and culturally diverse societies have striven to create modern nation states and stable development over the past two centuries with attention to the political and cultural changes these efforts have produced.
Prerequisites	ENG 2150 or equivalent 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 2017

Rationale: This course will expand on the current general Latin American history course, HIS 3070 History of Civilizations in Latin America, by offering a more focused survey on the region's post-independence, or national, era. It should be noted that this will reflect the dominant trend in national liberal arts and history programs that usually split undergraduate Latin American history courses into the colonial and modern eras.

A History of Modern Latin America 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 Modern Latin America will form part of the Latin American Studies minor in the Weissman School.

As a final note, a more-focused course on Modern Latin America will fulfill a broader demand of History Department, Weismann, and Baruch Students to know more about Latin American history and culture. Demographic and economic shifts have increased interest in Latin America in both the Baruch and larger New York communities. This course will help fill this increased demand.

HIS 3072 may be used as an elective within the History major (NYSED program codes 01972 and 60012) or minor (Latin America and the Caribbean area), or as a general elective for the BA, BBA, and BS degrees. It will be offered every other year with a projected enrolment of 40 students.

AIV:10.7a.

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	3110
Course Title	Food History
Catalogue Description	This course examines the food practices of different societies globally and historically. During the semester, the class will examine a particular region or set of regions and foodways, with attention to all points of the food chain: food consumption; diet, cuisine, and exchange; food marketing and distribution practices; agricultural production, labor, technology, and environment.
Prerequisites	ENG 2150 or equivalent 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 2017

Rationale: Food studies is a relatively new, though rapidly expanding, field of study that melds a wide range of disciplines across the liberal arts as well as professional schools (public policy; business; law; and medicine). It is also a field that—in light of current debates about food, diet, health, and climate change—has the potential to attract a wide variety of students from across Baruch who are interested in the topic because of professional and personal interests. This course will provide those students a historical foundation as well as an introduction to the wider field of food studies. It will also bring the department's curricular offerings in line with those found at leading liberal arts colleges.

The course is being proposed with a generic title and description so as to allow a wide range of classes to be offered under this title. Variations of the course could easily focus on different regions of the globe, different historical periods, or historic interchanges between regions and food cultures.

Depending on instructor initiative, the topic also lends itself well to a wide range of initiatives within Baruch College, and especially Weissman. As already noted, it will contribute to the global studies initiative. In addition, the course and topics lends itself to efforts to promote and increase: 1) undergraduate research; 2) experiential learning opportunities; 3) service-learning.

HIS 3110 may be used as an elective within the History major (NYSED program codes 01972 and 60012) or minor (Global, Comparative, or Transnational History area), or as a general elective for the BA, BBA, and BS degrees. It will be offered every other year with a projected enrollment of 40 students.

AIV:10.8a.

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"/>

Subject Area	History
Course Prefix	HIS
Course Number	3390
Course Title	Naval Battles and Society: A Global History
Catalogue Description	This course examines the intricate relationships between international relations, technology, politics, society, and culture that shaped the outcomes of naval battles since classical antiquity. It also explores how the outcomes of naval battles since classical antiquity shaped history on a global scale. In addition to secondary sources, students will read primary documents, reconstruct their meanings and biases, and develop their context.
Prerequisites	ENG 2150 or equivalent 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 2017

Rationale: Consistent with the growing emphasis on global themes in courses offered by the history department and by other Weissman departments, the seminar focusses on naval conflicts of worldwide significance and scope. The study of naval affairs lends itself to global history because it often involves conflicts, alliance systems, strategic calculations, and fleet operations of interhemispheric reach. Encouraging students to examine the global impact of wars at sea, the course introduces philosophical reflections on naval battles from Plato's Republic to Hegel's Philosophy of History and beyond.

Thematically, this reading-, writing-, and discussion-intensive upper-division elective builds on historical knowledge students develop in introductory-level history courses (e.g., HIS 1001 Themes in Global History; HIS 2023 Europe in an Era of Revolutions; HIS 2031 Nineteenth Century Europe) and upper-level seminars (e.g., HIS 3011 Ancient Greece; HIS 3853 The Emergence of Modern

Japan).

Methodologically, it employs a snapshot approach first introduced by the history department in the innovative HIS 1001 and 1003 courses by focusing on disparate periods, in contrast to chronologically-continuous formats used in courses such as HIS 1005 Modern America. In this 3000-level seminar, a snapshot approach can be used effectively to conduct comparisons of naval warfare and maritime societies in different periods, e.g. 5th-century BC Athens and Elizabethan England.

Reflecting recent historiographical trends in military and naval studies, the course examines events on the battlefield in the broad context of technological, strategic, cultural and political change. For example, an analysis of the Battle of Trafalgar in 1805 warrants a look at the development of naval artillery and shipbuilding in the late 18th century, the French Revolution, Britain's anti-French alliances with continental European powers, and the rise and decline of the Napoleonic Empire. This broad-based approach encourages students to appreciate the complexity of singular historical events.

HIS 3390 may be used as an elective within the History major (NYSED program codes 01972 and 60012) or minor (Global, Comparative, or Transnational History area), or as a general elective for the BA, BBA, and BS degrees. It will be offered every other year with a projected enrollment of 40 students.

AIV:10.9a.

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	3495
Course Title	Hands-On History
Catalogue Description	Hands-On History is a research methods course that will prepare students to conduct independent research in local and online archives and research collections. Working in close collaboration with local institutions, students will be introduced to a specific collection or archive and guided through the process of navigating collection holdings, ordering and consulting materials, and analyzing and interpreting those materials. The specific topic and research locale will vary by semester and instructor, please consult the department for details. This course is not repeatable.
Prerequisites	ENG 2150 or equivalent, one 1000-level history course, and one 3000-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 2017

Rationale: Hands-on History is a methods course designed to introduce Baruch history majors and minors to the nuts and bolts of historical research methods in local archives, research collections, and libraries. Taking advantage of the vast resources of New York City, the course is designed to foster collaboration between faculty and staff at a local research institution (or set of institutions). The ultimate goal of the course is to provide with students a step-by-step introduction to archival research. Over the course of the semester students will learn the fundamentals of archival research (gaining access to the collection and its materials; identifying relevant materials within the collection; ordering materials; analyzing materials and taking research notes; organizing research materials and notes; formulating arguments based on findings). In addition, students will also refine their skills in finding, analyzing, critiquing secondary sources. At the end of the course students will begin synthesizing these skills in the form of a short research project based on original archival research conducted during the semester. The course is intended to provide history majors and minors with a solid research foundation that will prepare them to complete a capstone project or paper to be used in graduate school applications.

Hand-On History is, fundamentally, an experiential learning course. As such, it will focus on methods and practice rather than theory. Over the semester students will develop the research skills that are essential to the historical field and profession. Consequently this course will provide Baruch students with a research experience analogous to those provided to undergraduates who study at larger research institutions and have daily access to research libraries and special collections.

Although the research skills that will be developed during this class are central to the practice of "doing history," these skills are not exclusive to the field of history. Rather, they are valuable to a wide range of disciplines and professions. Thus, this class will provide Baruch students with versatile and "marketable" skills that will serve them well no matter where their academic and professional careers lead. At the same time, the course has an even more basic goal: to expose Baruch students to the wide resources available to them as residents of the city and to break down some of the barriers that might otherwise deter them from taking advantage of these resources in future classes, careers, or even hobbies.

The course is being proposed under a generic title (Hands-On History) in order to allow all the

faculty members of the History Department the opportunity to craft courses based on their own fields of expertise and with local institutions of their choice. It is requested that the course be capped between 15-18 students in order to facilitate arrangements with local institutions, most of which are equipped to handle only small groups.

HIS 3495 may be used as an elective within the History major (NYSED program codes 01972 and 60012) or minor (Methods course), or as a general elective for the BA, BBA, and BS degrees. It will be offered every year with a projected enrollment of 18 students.

AIV:10.10a.

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	3890
Course Title	Encounters in Global Ancient Empires
Catalogue Description	This course provides students with an understanding of the particular character of the archaeological, architectural, documentary, and visual evidence for ancient empires. Students will chose their own empire upon which to focus. In so doing, students will learn to interrogate the theoretical and methodological means through which scholars have studied and compared ancient empires.
Prerequisites	ENG 2150 or equivalent 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 2017
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Rationale: This course was taught previously as a special topics and was successful. HIS 3890 may be used as an elective within the History major (NYSED program codes 01972 and 60012) or minor (Global, Comparative, or Transnational History area), as an elective within the Global Studies minor, or as a general elective for the BA, BBA, and BS degrees. It will be offered every year with a projected enrollment of 40 students.

AIV:10.11a.

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	3909-3912
Course Title	Financial Mathematics Internship
Catalogue Description	This course consists of a coordinated and supervised internship in financial mathematics. Students enhance their educational experiences by working as financial mathematics interns. Students keep journals describing each day's activities, duties, and responsibilities, with emphasis on how academic material is applied to carry them out. The journals will also emphasize new techniques, theories, and methods that students learn in the course of the internship. Weekly meetings with a faculty mentor are used to discuss the journals; and a final paper summarizing the experience is required. Students are supervised by a faculty mentor and professional staff in the organization. The faculty mentor meets with each student's immediate supervisor at least twice. The first meeting occurs near the beginning of the semester to discuss goals. Another meeting is held near the end of the semester to discuss the student's performance and to evaluate the experience. This course is graded on a pass/fail basis.
Prerequisites	Open by permission of the Mathematics Department only to students who are declared Financial Mathematics majors. A student may enroll in MTH 3909, 3910, 3911, or 3912 upon receiving an internship of a minimum of 10 hours per week in an approved organization. Only one of the four courses may be taken each semester.
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 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	Spring 2017

Rationale: The goal of this program of academically supervised internships is to foster a practical understanding of the role of academic material in professional applications and to give the student a knowledge of all facets of the requirements of successful employment in the student's major field. MTH 3909-3912 will be offered every semester with a projected enrollment of 10 students. It may be used as a general elective for the BS degree (for Financial Mathematics majors only).

AIV:10.12a.

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	Spanish
Course Prefix	SPA
Course Number	4005
Course Title	The History of Translation in the Hispanic/Latino World
Catalogue Description	This course examines the history of literary translation in the Hispanic/Latino world. Through the analysis of selected theoretical essays by José Ortega y Gasset, Walter Benjamin, Octavio Paz, Gregory Rabassa, Edith Grossman, and Suzanne Jill Levine, among others, the course concentrates on theories and practices of translation. Special attention is given to literary translation. Among the issues considered are the role of the translator in literary studies, translation in various historical frameworks, and particular challenges of translating literary texts within various sociocultural contexts. (This course is taught in Spanish)
Prerequisites	SPA 3002 or three years of high school Spanish or equivalent; 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 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 2017

Rationale: This course will serve as an elective for the Spanish major (NYSED program codes 01950 and 60027), the Spanish minor, the Spanish-English Translation minor, or as a general elective for the BA, BBA, and BS degrees. SPA 4005 will be offered every two years with a projected enrollment of 25 students.

AIV:10.13a.

Department(s)	Natural Sciences
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	Biology and Environmental Studies
Course Prefix	BIO/ENV
Course Number	2100
Course Title	Biostatistics
Catalogue Description	This course provides an introduction to basic statistics commonly used in life science research. Topics will include experimental design, one-sample tests, the use of the linear model (including t-tests, ANOVA, ANCOVA, and regression), and an introduction to semi- and fully-non-parametric tests. Students will gain proficiency in using the R programming environment. (Students will receive credit for BIO 2100 or ENV 2100, not both. These courses may substitute for each other in the F-replacement policy. BIO/ENV 2100 is not open to students who have completed STA 2000 or STA 2100).
Prerequisites	MTH 1030
Credits	3
Contact Hours	2 lecture hours; 2 lab hours
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 2017

Rationale: The Department of Natural Science requires students to take a statistics course for completion of the major in Biological Sciences. Courses currently offered to complete this requirement include STA 2000 (Business Statistics) and STA 2100 (Social Science Statistics). The proposed course would also fulfill this requirement and allow students to gain an initial understanding of statistics that is driven by and draws examples from the life sciences (biology, ecology, and environmental studies). Interactive labs will be taught in R, a software package commonly used in life science research, further helping interested students make transitions to graduate programs and careers.

BIO/ENV 2100 will be offered every year with a projected enrollment of 24 students. This course satisfies the statistics requirement of the Biological Sciences major (NYSED program code 35195), or serves as a general elective for the BA, BBA, or BS degrees.

AIV:10.14a.

Department(s)	Natural Sciences
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	Biology and Environmental Studies
Course Prefix	BIO/ENV
Course Number	3016
Course Title	Environmental Modeling
Catalogue Description	This course provides an introduction to how simulations and models are used in environmental studies. Topics will include the use of deterministic and stochastic models applied at individual, community, and ecosystem levels. Students will gain proficiency in using the R programming environment. (Students will receive credit for BIO 3016 or ENV 3016, not both. These courses may substitute for each other in the F-replacement policy.)
Prerequisites	MTH 1030 and one semester of a college-level biology or environmental studies course with laboratory; BIO/ENV 2100, STA 2000, or STA 2100 is

	strongly recommended
Credits	4
Contact Hours	2 lecture hours; 4 lab hours
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	Spring 2017

Rationale: The use of mathematical models in ecology has grown significantly over the past two decades, with impact on both the theory of ecology and the ability to predict the impacts of environmental change. This course introduces students to the use of models in theoretical ecology and ecological modeling and to links between them. It will add a new quantitative aspect to the recently developed minor in Environmental Studies. Interactive labs will be taught in R, a software package commonly used in life science research, and will help interested students make the transition to graduate programs and careers.

BIO/ENV 3016 will be offered every other year with a projected enrolment of 24 students. BIO/ENV 3016 serves as an elective for the minor in Environmental Sustainability, or as a general elective for the BA, BBA, or BS degrees.

AIV:10.15a.

Department(s)	Philosophy
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	Philosophy
Course Prefix	PHI
Course Number	3065
Course Title	Science Fiction and Philosophy

Catalogue Description	This course studies some ways in which philosophy and science fiction can illuminate each other. Philosophical analysis can clarify the assumptions behind, and the implications of, the speculative futures of science fiction, and science fiction can offer new insights into long-standing philosophical problems. The readings for this course will combine, in roughly equal proportions, philosophical texts, classic and contemporary science fiction, and science journalism.
Prerequisites	ENG 2150 or equivalent and one 1000-level philosophy course
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 2017

Rationale: All of us need to consider at length the impact of science and technology on the future of human beings and of the planet. Some of the richest and most imaginative treatments of the possibilities opened up by technology, and of the modes of thought and feeling that our rapidly developing sciences enable, are encountered in the area of science fiction. The speculations of great science fiction demand alert engagement tempered with relevant scientific information, a dose of rigorous skepticism, and the long term perspective that philosophy can provide. The combination of philosophy and science fiction (“Sci Phi”) in this course will meet these specific needs, given especially that science fiction’s imaginative extrapolations from the facts and accepted theories of science stands in an intimate relationship to philosophy’s use of counterfactuals and thought-experiments to work out its positions.

This course, we feel, serves two additional purposes. First, it fills a gap in our current offerings, which include Philosophy and Literature and Philosophy of Science but not a course such as this that mediates between them. Second, and more importantly, in a culture saturated with science fiction and speculative futurism, a rigorously structured course like this one may prove an effective form of philosophical outreach.

The course serves as an elective in the Philosophy major (NYSED program codes 01957 and 60021), as an elective for Philosophy minor, or as a general elective for the BA, BBA, and BS degrees. PHI 3065 will be offered every semester with a projected enrollment of 40 students.

AIV:10.16a.

Department(s)	Psychology
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	Psychology
Course Prefix	PSY
Course Number	5050
Course Title	Advanced Research Methods in Psychology
Catalogue Description	<p>This course will provide students with advanced training in research methods in a particular area of psychology. Course activities may include critiquing published articles, giving oral presentations on novel research ideas, conducting experiments, and writing research proposals. This course is strongly recommended to students who are planning to attend graduate school in psychology or related fields.</p> <p>Students may take this course more than once if the topic is different. It may be used twice (6 credits) within the psychology major.</p>
Prerequisites	PSY 1001; STA 2000 or 2100; PSY 3001. Students must have received a B- or better in PSY 3001. Students must also have completed with a grade of B- or better, the 3000-level foundation course associated with the topic area (e.g., PSY 3082 for Advanced Research Methods in Cognitive Neuroscience; PSY 3181 for Advanced Research Methods in I/O Psychology, PSY 3055 for Advanced Research Methods in Clinical Psychology). Registration by instructor's 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 2017

Rationale: The proposed addition of advanced courses in research methods reflects the consensus judgement of the department that intensive training in research methods is critical to preparing students for graduate school and for careers in psychology. Advanced or specialized courses in research methods have already been integrated into the psychology curricula of several other senior colleges within CUNY (Queens College, Hunter College, John Jay College of Criminal Justice, College of Staten Island, Lehman College) and also appear within the list of required or elective courses for other programs in the New York City area (e.g., Columbia University, Pace University, New York University, Fordham University). The inclusion of advanced methods courses at Baruch College will enhance students' appreciation of psychology as a science and allow them to compete more effectively for graduate and professional opportunities in the field. Students who take this course will be able to discuss modern research practices at a high level of sophistication within interviews and application letters for graduate programs and research-intensive jobs. Students who take this course will also be much better prepared to work in labs and conduct an independent honors thesis.

PSY 5050 will be offered once per year with a projected enrollment of 15 students. This course may serve as a capstone for the BA in Psychology (NYSED program codes 01963 and 60023) and the BBA in Industrial-Organizational Psychology (NYSED program codes 01965 and 60013), or as a general elective for the BA, BBA, and BS degrees.

The following recommendations of the Graduate Affairs Committee were approved at the Mildred and George Weissman School of Arts and Sciences Faculty Meeting on May 10, 2016 effective the Spring 2017 semester, pending approval of the Board of Trustees.

AIV:10.17a.

Department(s)	Communication Studies
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	Communication Studies
Course Prefix	COM
Course Number	9641
Course Title	From Plato to Twitter: A History of Influence, Media, and Public Opinion
Catalogue Description	This graduate seminar will analyze the history of Public Relations and its application to contemporary global practice. While the profession of Public Relations is only a century old, man has been practicing the art of influencing public attitudes since the dawn of civilization. Looking at world history through the lens of Public Relations, one can see how many of the events that have changed the course of history were triggered through campaigns to influence attitudes, opinions, and behaviors. While the channels may have evolved through the years — from stone tablets and papyrus scrolls to social media — the underlying magic of influencing opinion is still the same:

	understanding human behavior. This is as true for today's practitioner conducting a media campaign as it was when Thomas Paine handed out pamphlets.
Prerequisites	none
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	Spring 2017

Rationale: A deep understanding of the historical events that have influenced and are influenced by the profession of public relations offers a firm foundation for its academic and practical study. In order to shape attitudes and ultimately, change behavior, the Public Relations professional must build credibility with an audience, appeal to its emotions, and build up a logical case with facts. This formula — ethos, pathos, logos — is built on classical rhetoric. Studying the strategies behind successful campaigns of the past — the ones that influenced societies to seek independence, adopt new religions, or even buy soap — can yield a better understanding of how best to build successful contemporary initiatives. COM 9641 will be offered as an elective for the MA in Corporate Communication (NYSED program code 22302). It will be offered once per year with a projected enrollment of 25 students.

AIV:10.18a.

Department(s)	Communication Studies
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	Communication Studies
Course Prefix	COM
Course Number	9642

Course Title	Power, Privilege, and Difference
Catalogue Description	This graduate seminar will foster critical understanding regarding the interaction of cultural difference, power, privilege, and communication. Students will engage with a range of academic and popular texts in order to determine how gender, ethnicity, race, socio-economic class, age, marital status, religion, sexual orientation, and other manifestations of difference appear and are negotiated in mediated, corporate, and relational contexts. The workload for the course will include weekly critical reading reflections, active participation in and leadership of class discussions, and a final research paper.
Prerequisites	none
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	Spring 2017

Rationale: Understanding the evolving nature of society through the study of manifestations of difference -- gender, ethnicity, race, socio-economic class, age, marital status, religion, and sexual orientation -- is essential for successful communication in mediated, corporate, and relational contexts. COM 9642 will be offered as an elective for the MA in Corporate Communication (NYSED program code 22302). It will be offered once per year with a projected enrollment of 25 students.

AIV:10.19a.

Department(s)	Communication Studies
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	Communication Studies
Course Prefix	COM

Course Number	9643
Course Title	Healthcare Communications and Public Relations
Catalogue Description	This class will teach students about all aspects of healthcare communications with an emphasis on media and public relations, including communications in hospitals, public relations and marketing agencies, pharmaceutical companies, advocacy organizations and non-profit groups. There will be an emphasis on strategies and tactics used when communicating externally on behalf of a healthcare organization, including creating a media plan, identifying and pitching appropriate outlets and reporters and how to best assess opportunities in the healthcare industry that brands/companies can leverage. The changing role of social media will be addressed and its impact on public relations in a healthcare environment, and the particular challenges of communicating online within a regulated healthcare environment. Healthcare-focused crisis communications will be featured during the class, including how to identify, manage and contain an emergent crisis issue, and how to be prepared for any crisis situation.
Prerequisites	none
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	Spring 2017

Rationale: Healthcare is a topic that affects everyone, either directly or indirectly throughout their entire lives. The front page of any newspaper or lead story in a nightly news broadcast often features breaking news from the healthcare industry. A working knowledge of how healthcare communications and the healthcare industry works will only increase students marketability in an increasingly competitive communications environment, no matter what discipline they may currently work in or choose to enter.

This course will be offered as an elective for the MA in Corporate Communication (NYSED program

code 22302). It will be offered once per year with a projected enrollment of 25 students.

AIV:10.20a.

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	9866
Course Title	Modeling and Market Making in Foreign Exchange
Catalogue Description	The course introduces mathematical models used to price and risk manage financial derivatives in foreign exchange markets. The emphasis is on practical aspects of modeling and the electronic market making in spot markets, forward markets, vanilla option markets, and algorithmic index markets.
Prerequisites	MTH 9814, MTH 9831
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	Spring 2017

Rationale: Foreign exchange markets and derivatives are a good part of the financial markets and traded financial instruments. Knowledge of foreign exchange products and mathematical models describing them is in high demand across the industry. The course provides a practitioner-oriented overview of foreign exchange products and market making, and will enhance the qualifications of our students for careers in foreign exchange.

This is an elective course in the Financial Engineering MS Program. MTH 9866 will be offered

every year with a projected enrollment of 25 students.

AIV.10.1b.

CUNYfirst Course ID	
Department(s)	Department of 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	
Course Prefix	LAW
Course Number	3250
Course Title	Financial Regulation of Emerging Technologies
Catalogue Description	Not only have technology companies transformed the way people interact, but now they have started a revolution in the financial industry by seeking to replace services historically offered by banks. Traditionally, only financial institutions that took deposits were regulated as “banks.” Recently, however, new forms of bank-like service providers, – which include big data companies, social networks, startups that provide loans, alternative currency technologies, and other types of emerging technologies - have emerged. These new bank-like service providers have gradually been biting into the market share of traditional banks. This course will address issues of financial regulation, compliance, ethics, and consumer protections as they relate to such new bank-like service providers and emerging technologies. Students will examine the effectiveness and execution of the existing regulations, as well as relevant ethical issues. The course will also address the special issues that the usage and operation of such technologies raise. Relevant international guidelines and perspectives will be considered as well.
Pre/ Co Requisites	Pre-requisites: Law 1101 and CIS 2200 (and ZICK or ZKTP student group)
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 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 <hr/>

	<input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective Term	Spring 2017

Rationale: Financial Regulation of Emerging Technologies is a subject of potential interest to all undergraduate business students, especially those majoring in Finance, Computer Information Systems, Management, Entrepreneurship, Marketing, and Statistics and Quantitative Modeling. In particular, it is anticipated that students will take this course as part of the Minor in Law program. This course is expected to enroll approximately 15-40 students each semester. The course will be offered at least once a year. It will be an elective course in the law department (and can count towards the business law minor).

AIV.10.2b.

CUNYfirst Course ID	
Department(s)	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	MKT
Course Prefix	MKT
Course Number	4200
Course Title	Search Marketing
Catalogue Description	This course in search marketing expands on the student's exposure to marketing strategies by employing search engines as an effective marketing tool in the digital world. Students will go through the process of evaluating search related marketing strategies by using avenues available through both search engine optimization and pay per click methods in order to realize the marketing objectives set forth by an organization. Students will learn to use the data of consumer searches and browsing usage to make decisions about market segmentation, target market selection, search terms accompanying target markets, product positioning based on search terms and appropriate budgeting to accomplish marketing objectives.
Pre/ Co Requisites	Pre-requisites or Co-requisites: MKT 4555 (and ZICK or ZKTP student group)
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 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 2017

Rationale: Digital Marketing has grown massively with the advent of smart phones and other mobile devices. It has brought about an era of pull marketing in which the customer is looking to find the seller rather than the seller finding them. A 2015 Smart Insight report identifies search (organic & paid) as the top preferred channels for online marketing. Many advanced topics in digital marketing such as display advertising, programmatic, real time bidding etc. have search marketing as their core foundation. Organizations, both big and small, have increasingly recognized the value of search marketing as an important tool to build brand awareness, for effective product positioning and for better consumer reach. Thus, the need to have search marketing specialists in an organization's digital marketing team is rising. This course directly addresses this need of the industry by providing students with the knowledge and tools to conduct search marketing in the digital world.

This course is expected to enroll approximately 40 students each semester; it will be listed as an elective course in the BBA Marketing Management, Digital Marketing, and Analytics tracks.

AIV.10.3b.

CUNYfirst Course ID	
Department(s)	Department of Statistics and CIS
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	CIS
Course Prefix	CIS
Course Number	3770
Course Title	Usability, Privacy and Security
Catalogue Description	This course introduces students to the fundamentals of usability and user interface design related to privacy and security mechanisms in web-based systems. This is an emerging field of study that integrates theories and methodologies from usability, with modern techniques regarding privacy and security settings in web-based systems. The course covers models and methods involved in the design and evaluation of privacy and security features, as well as the design of

	user evaluation studies to assess the usability of these features. The emphasis of the course is on the practical understanding and application of usability principles to the design of usable privacy and security interface elements.
Pre/ Co Requisites	Pre-requisite: CIS2200 (and ZICK or ZKTP student group)
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 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 2017

Rationale: This course covers usability challenges related to privacy and security mechanisms in web and mobile systems. It also introduces students to the design of user evaluation studies to detect and solve usability problems in this area. This course is suitable for students interested in exploring the influence of human factors in privacy and security. It serves as a general elective for CIS majors or as a focused elective for students seeking a concentration in the Information Risk Management and Cyber-security track. This course is expected to enroll approximately 25 students each time it is offered. It will be listed as an elective course in the CIS Major and in the Information Risk Management and Cybersecurity Track. The course will be offered once a year.

AIV.10.4b.

CUNYfirst Course ID	
Department(s)	BUS
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	Business
Course Prefix	BUS
Course Number	6200H

Course Title	Improving Individual and Organizational Performance
Catalogue Description	This capstone course in the Zicklin Undergraduate Honors Program begins by focusing on improving individual performance, then moves to the levels of dyads, groups, and ultimately to organizational performance. Students learn about the theory and evidentiary support for many prominent books on organizational performance. They also become knowledgeable about a relatively new approach, the Cube One Framework. The latter outcome is acquired from reading chapters and cases about organizations they are familiar with (such as Google, Zappos, and Nordstrom). In additions to the use of case studies pertinent to improving organizational performance, there are in-class exercises, and real-life data related to motivation, leadership, and group decision-making. This course is relevant to students from all majors, regardless of whether they want to start an organization, to analyze or consult with an organization, or to manage an organization.
Pre/ Co Requisites	Open only to seniors in the Zicklin Honors Program who have completed at least 60% of their major, BUS 4444H, and have an overall GPA of 3.6.
Credits	3
Contact Hours	3

Liberal Arts Yes No

Course Attribute (e.g. Writing Intensive, Honors, etc) Honors

Course Applicability Major

Gen Ed Required Gen Ed - Flexible Gen Ed - College Option

English Composition World Cultures

Mathematics US Experience in its Diversity College Option Detail

Science Creative Expression

Individual and Society

Scientific World

Effective Term Spring 2017

Rationale: This course has been tested as a special topics class in the Zicklin Undergraduate Program—first as a general special topics class and then as a trial capstone. It meets the academic requirements of a capstone for Zicklin Honors—it is applicable to all majors; it ties together material from previous courses; it emphasizes critical thinking and writing. It has also had extremely positive reviews from the students each time it was run, especially the capstone version. Typical student comments were, “I found myself quoting things I learned in this course in all of my other classes.”

This course is expected to enroll approximately 20 students each Fall; it will be listed as capstone

course in the general minor with honors in Advanced Business Analysis.

AIV:10.5b.

CUNYfirst Course ID	
Department	Allen G. Aaronson Department Marketing and International Business
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	MKT
Course Prefix	MKT
Course Number	9759
Course Title	Marketing Consulting Practicum
Catalogue Description	The goal of the course is to engage students in a real-world marketing consulting project. Previously learned material is used to: (1) understand brand objectives; (2) target brand audience, and (3) craft a comprehensive, data-informed marketing strategy. The course will focus on two activities: discovery and strategy.
Pre- or corequisites	Open to MS-Marketing students only; MKT 9703 and 12 completed graduate credits
Credits	1.5
Contact Hours	1.5
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, Honors, etc)	N/A
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	Spring 2017

Rationale: In this course, students will apply what they have learned in their other courses. Over

the course of the semester, students will work on one or more real-life projects from established companies, non-profits, and/or start-ups. Students will work in small groups. The instructor will guide them through the process and ensure that students are approaching the problems appropriately. In addition to the substantive knowledge that students will gain, they will also interact with businesses in a professional manner, which will be beneficial for their careers. Consulting projects and guest speakers will vary from semester to semester. If only one client is available for a particular section of the course, all teams in that section will work on the same client. If more than one project is available, teams may be assigned to different projects. Units within CUNY may be used as a source of projects. This course is expected to enroll approximately 40 students each semester; it will be used as a required course in the MS-Marketing program.

Together with BUS 9551 Business Communication I, the course will substitute for MKT 9750 Marketing Strategy in the list of required courses. It will substitute for MKT 9785 (Digital Marketing Strategy) in the Digital Marketing Concentration.

Section AV: Changes in Existing Courses

The following recommendations of the Committee on Undergraduate Curriculum were approved at the Mildred and George Weissman School of Arts and Sciences Faculty Meetings on February 25, 2016 and May 10, 2016 effective the Spring 2017 semester, pending approval of the Board of Trustees.

AV:10.1a. Change in Course Description to be offered in the Black and Latino Studies Department

FROM		TO	
Departments	Black and Latino Studies	Departments	n/c
Course	LTS 1003 Latin America: An Institutional and Cultural Survey	Course	n/c
Prerequisite	none	Prerequisite	n/c
Hours	3	Hours	n/c
Credits	3	Credits	n/c
Description	This course examines the nature and origins of social, political, and economic institutions of Latin America. Its rich and varied culture, an outgrowth of past experiences involving much racial and ethnic mixing, is studied in this institutional context.	Description	<u>The course is an overview of Latin America's historical, cultural and political development, from pre-Columbian times to the present. It focuses on the major indigenous civilizations, the history of slavery, the conquest and colonization, as well as the twentieth-century's revolutions and dictatorships within the framework of US relations. The current debates on free trade, migration, the environment and socialism are</u>

			<u>also addressed.</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 type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input checked="" type="checkbox"/> Flexible <input checked="" 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 type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input checked="" type="checkbox"/> Flexible <input checked="" 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 2017

Rationale: The department is updating the course description so it is more in line with the language and praxis of similar courses about the studies of Latin American communities.

AV:10.2a. Change in Course Title, Description, and Prerequisites; Course reactivation to be offered in the Communication Studies Department

FROM		TO	
Departments	Communication Studies	Departments	n/c
Course	COM 3065 History and Criticism of American Public Address	Course	COM 3065 <u>American Public Address</u>
Prerequisite	one three-credit course in speech	Prerequisite	<u>COM 1010</u>
Hours	3	Hours	n/c
Credits	3	Credits	n/c

Description	The student studies the speeches of outstanding American orators from colonial times to the present by analyzing the role of oratory in public affairs and evaluating selected addresses according to the standards of classical and modern rhetoric.	Description	<u>This course analyzes significant American public speeches delivered over the course of the last three centuries or so. Attention will be paid primarily to the political and philosophical ideas in these speeches. Through such analysis we will gain a sophisticated understanding of what the American Public Mind thinks of the economy, war and peace, national identity, race, gender, religion, and more.</u>
Course Status	Inactive	Course Status	Active
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 2017

Rationale: Courses in American Public Address are a staple in communication studies departments throughout the country. In light of the recent major in Communication Studies, COM

3065 is being reactivated and updated. Within the college's curriculum, COM 3065 will serve as an elective for the Communication Studies major (NYSED program code 36820) in the Rhetoric and Public Advocacy concentration, as a major elective for all concentrations in the major in Communication Studies (one of two such electives in the major), as an elective for Business Communication major/Corporate Communication specialization (NYSED program codes 86011 and 60002), as an elective for minor in Communication Studies, or as a general elective for the BA, BBA, and BS degrees. COM 3065 will be offered every year with a projected enrollment of 28 students.

AV:10.3a. Change in Course Description and Prerequisites; Course reactivation to be offered in the Communication Studies Department

FROM		TO	
Departments	Communication Studies	Departments	n/c
Course	COM 3074 Elements of Legal Argumentation	Course	n/c
Prerequisite	one three-credit course in speech	Prerequisite	<u>COM 1010</u>
Hours	3	Hours	n/c
Credits	3	Credits	n/c
Description	An analytical study of speech situations in the courtroom. Investigation and preparation of hypothetical cases for their oral pleading, involving motion, trial procedures, appeals, and jury addresses, with some consideration of the rules of legal evidence. Also the observation in the course of actual cases and a study of the methods of prominent trial attorneys.	Description	<u>This course examines legal argumentation in various contexts. In general, students will learn how to analyze legal arguments and how to make those arguments themselves. More specifically, students will learn how lawyers argue, from the granular level of legal vocabulary and motion drafting, to much broader levels of settlement negotiations and appellate briefs. Additionally, students will learn about the role of lawyers in American society and business.</u>
Course Status	Inactive	Course Status	Active
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 2017

Rationale: COM 3074 is being reactivated and updated, because it fulfills a need in the department of communication studies to provide instruction for students who will be going on to careers in the law and for those who are curious about what lawyers do. Within the college's curriculum, COM 3074 will serve as an elective for the Communication Studies major (NYSED program code 36820) in the Rhetoric and Public Advocacy concentration, as an elective for Business Communication major/Corporate Communication specialization (NYSED program codes 86011 and 60002), as an elective for minor in Communication Studies, or as a general elective for the BA, BBA, and BS degrees. COM 3074 will be offered every year with a projected enrollment of 28 students.

AV:10.4a. Change in Course - Add to Communication Studies major electives list to be offered by the Communication Studies Department

FROM		TO	
Departments	Communication Studies	Departments	n/c
Course	COM 3079 Gender, Ethnicity, and Race in Communication	Course	n/c
Prerequisite	COM 1010	Prerequisite	n/c
Hours	3	Hours	n/c
Credits	3	Credits	n/c
Description	Class themes include the relationship of communication to cultural norms, the social construction of difference, the implications of cultural metaphors and stereotypes,	Description	n/c

	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.		
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 2017

Rationale: COM 3079 Gender, Ethnicity, and Race focuses on the ways in which individuals interact interpersonally in the presence of difference. As such, the class is suitable as an elective not only for the Intercultural and International concentration of the major in Communication Studies, but also for the Interpersonal and Group concentration.

Currently, the Interpersonal and Group concentration has only four electives listed. Adding the

course will alleviate bottlenecks and give students a greater variety of choices.

Within the college's curriculum, COM 3079 will serve as an elective for the Communication Studies major (NYSED program code 36820) in the Interpersonal and Group Communication concentration and in the Intercultural and International Communication concentration, as an elective for Business Communication major/Corporate Communication specialization (NYSED program codes 86011 and 60002), and as an elective for minors in Communication Studies.

AV:10.5a. Change in Course - Add to Communication Studies major elective list to be offered by the Communication Studies, English and Sociology/Anthropology Department

FROM		TO	
Departments	Communication Studies, English, Sociology/Anthropology	Departments	n/c
Course	COM/ENG/SOC 4015 The Globalization of English	Course	n/c
Prerequisite	ENG 2100 and ENG/CMP/LTT 2800 or 2850	Prerequisite	n/c
Hours	3	Hours	n/c
Credits	3	Credits	n/c
Description	This course analyzes how the English language aids globalization and how globalization changes in English. After studying the historical and geopolitical bases for the rise of English, we explore the implications of decolonization, diaspora communities, the Internet, and the new economy for diversifying the structure, norms, and usage of the English language. Students engage in research, oral presentations, electronic discussion, and collaborative inquiry to explore the subject.	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 <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 2017

Rationale: The course was created in the English Department, and it is cross-listed as ENG, SOC, and COM 4015. In the Department of Communication Studies, it has served only a minor role as an option for the free business or liberal-arts elective for the major in Corporate Communication. (All courses at the 2000-level or above that are somewhat related to corporate communication qualify for this elective).

The new major in Communication Studies has a concentration in Intercultural and International Communication, for which the course is a perfect match. The globalization of English is an essential aspect of international communication and increasingly important in intercultural communication worldwide. We'd therefore like to add the course as an elective for this concentration.

Within the college's curriculum, COM/ENG/SOC 4015 will serve as an elective for the Communication Studies major (NYSED program code 36820) in the Intercultural and International Communication concentration, as one of the free COM electives for the Communication major, as the business or liberal arts elective within the Business Communication major/Corporate Communication specialization (NYSED program codes 86011 and 60002), or as a general elective for the BA, BBA, and BS degrees.

AV:10.6a. Change in Discipline Code, Course Title, and Description to be offered by several departments

FROM		TO	
Departments	Global Studies Program	Departments	n/c
Course	IDC-4900 Globalizations: Past, Present, and Future	Course	<u>GLS 4900 Global Studies Capstone</u>

Prerequisite	CMP/ENG/LTT 2800 or 2850; or instructor permission	Prerequisite	n/c
Hours	3	Hours	n/c
Credits	3	Credits	n/c
Description	This course will examine the dynamic social, political, cultural, and economic processes that we now refer to as "globalization," including the victory of capitalism and world market economies, the breakdown of nation states, the movement of ideas, peoples, and capital across boundaries, and, perhaps most powerfully, the domination of the information economy.	Description	<u>This course is designed to explore current controversies over the history, nature, and direction of globalization. The interdisciplinary character of global studies will be reflected in this course through global texts, new media, and student designed case studies.</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 2017
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Rationale: The new course description reflects the restructuring and revival of the Global Studies Minor. It is expected that this course will be taught by a diversity of faculty from many academic departments.

AV:10.7a. Change in Course Title to be offered by the Mathematics Departments

FROM		TO	
Departments	Mathematics	Departments	n/c
Course	MTH 2205 Applied Calculus II	Course	MTH 2205 Applied Calculus
Prerequisite	MTH 2003	Prerequisite	n/c
Hours	4	Hours	n/c
Credits	3	Credits	n/c
Description	This course will include the first and second derivative tests, optimization, including Lagrange multipliers, exponential and logarithmic functions, Riemann sums, areas antiderivatives and business applications. This course is not open to students who have completed MTH 2201, 2206, 2207, or 2610	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 type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input checked="" type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures	General Education Component	<input type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input checked="" 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"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective		Effective	Spring 2017

Rationale: Applied Calculus II gives the impression to students that the course is a higher level course than it actually is.

AV:10.8a. Change in Course Prerequisites to be offered by the Mathematics Department

FROM		TO	
Departments	Mathematics	Departments	n/c
Course	MTH 4005 Problem-Solving Seminar	Course	n/c
Prerequisite	MTH 3020 or 3030	Prerequisite	MTH 3020, 3030, or <u>3050</u>
Hours	3	Hours	n/c
Credits	3	Credits	n/c
Description	<p>This course introduces techniques for problem-solving and for formulating and writing sound proofs. Topics covered include a variety of methods from areas such as number theory, classical inequalities, real analysis, combinatorics, Euclidean geometry and linear algebra that are needed for solving the challenging problems, brainteasers and puzzles that appear in worldwide mathematical contests and in job interviews for quantitative positions. The three-person team representing Baruch College at the annual William Lowell Putnam Mathematical Competition is chosen based on performance in this seminar. This course is</p>	Description	n/c

FROM		TO	
Departments	Mathematics	Departments	n/c
Course	MTH 4030 Topology	Course	n/c
Prerequisite	MTH 3020 or 3030	Prerequisite	MTH 3020, 3030, or <u>3050</u>
Hours	3	Hours	n/c
Credits	3	Credits	n/c
Description	This class introduces the fundamental and unifying concepts of one of the pillars of contemporary mathematics – point-set, or general, topology. Topics covered are metric spaces, general topological spaces, connectedness, and compactness. The relationship between the topological concepts and the corresponding concepts in real numbers is emphasized.	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	Spring 2017

Rationale: MTH 3020 and 3030 are subsets of MTH 3050, a course created for the Financial Mathematics major. As such, MTH 3050 should be added as a possible prerequisite for this course.

AV:10.11a. Change in Course Prerequisites to be offered by the Mathematics Department

FROM		TO	
Departments	Mathematics	Departments	n/c
Course	MTH 4100 Linear Algebra and Matrix Methods	Course	n/c
Prerequisite	MTH 3020 or 3030 (MTH 3006 or 3010 are acceptable with departmental permission.)	Prerequisite	MTH 3020, 3030, or <u>3050</u> (MTH 3006 or 3010 are acceptable with departmental permission.)
Hours	3	Hours	n/c
Credits	3	Credits	n/c
Description	Topics to be included are Gauss-Jordan reduction, linear independence, linear vector spaces, linear transformations, similarity of matrices, diagonalizable matrices, characteristic values and vectors, and symmetric matrices and quadratic forms.	Description	n/c
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	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		Effective	Spring 2017

Rationale: MTH 3020 and 3030 are subsets of MTH 3050, a course created for the Financial Mathematics major. As such, MTH 3050 should be added as a possible prerequisite for this course.

AV:10.12a. Change in Course Prerequisites to be offered by the Mathematics Department

FROM		TO	
Departments	Mathematics	Departments	n/c
Course	MTH 4110 Ordinary Differential Equations	Course	n/c
Prerequisite	MTH 3010 or 3030	Prerequisite	MTH 3010, 3030, or <u>3050</u>
Hours	3	Hours	n/c
Credits	3	Credits	n/c
Description	Topics to be included are existence and uniqueness of solutions, first order equations, linear equations, series solutions of second order linear equations, Laplace transforms, linear systems, boundary value problems, and numerical methods.	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	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition

Description	This course is an introduction to the theory of probability. Topics to be included are basic theorems of probability, permutations and combinations, binomial and multinomial theorems, random variables with densities, sequences of independent identically distributed random variables, method of moments, the moment-generating function, central limit theorem, and standard-type probability distributions. Not open to students who have completed MTH 3120.	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 <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 2017
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Rationale: MTH 3020 and 3030 are subsets of MTH 3050, a course created for the Financial Mathematics major. As such, MTH 3050 should be added as a possible prerequisite for this course.

AV:10.15a. Change in Course Prerequisites to be offered by the Mathematics Department

FROM		TO	
Departments	Mathematics	Departments	n/c
Course	MTH 4125 Introduction to Stochastic Processes	Course	n/c
Prerequisite	MTH 4120, or departmental permission.	Prerequisite	<u>MTH 4120 with a grade of C+ or better, or departmental permission.</u>
Hours	4	Hours	n/c
Credits	4	Credits	n/c
Description	This course is designed to introduce the undergraduate to the fundamental ideas of stochastic (or random) processes. Such processes are used in the study of mathematical models where there are elements of uncertainty and hence probabilistic quantities are introduced into the model. These models are found in fields such as the analysis of algorithms, the theory of queues, the pricing of stock options, financial mathematics, econometrics, linear programming, and biomathematics. The courses will cover the topics of Markov chains (discrete and continuous time), renewal theory, queueing theory, Brownian motion, and stationary processes. Applications of the various topics will also be discussed.	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

Departments	Mathematics	Departments	n/c
Course	MTH 4240 Differential Geometry	Course	n/c
Prerequisite	MTH 3020 and 4100 or departmental permission	Prerequisite	MTH 3020 or 3050; and MTH 4100; or departmental permission
Hours	3	Hours	n/c
Credits	3	Credits	n/c
Description	This course is an introduction to the basic concepts in differential geometry. The topics to be discussed are the local and the global geometric properties of curves and surfaces in three-dimensional Euclidean space: parametric representation of curves and surfaces, curvature, the normal, the tangent, and the binomial vectors of a curve, orientation, Jacobian matrix, the four-vertex problem, the index number, Gaussian curvature of a surface, and the Gauss map.	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	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"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective		Effective	Spring 2017

Rationale: MTH 3020 and 3030 are subsets of MTH 3050, a course created for the Financial Mathematics major. As such, MTH 3050 should be added as a possible prerequisite for this course.

AV:10.19a. Change in Course Prerequisites to be offered by the Mathematics Department

FROM		TO	
Departments	Mathematics	Departments	n/c
Course	MTH 4310 Methods of Numerical Analysis	Course	n/c
Prerequisite	MTH 3020 or 3030, and 3300 or departmental permission	Prerequisite	MTH 3020, 3030, or 3050; and MTH 3300; or departmental permission
Hours	3	Hours	n/c
Credits	3	Credits	n/c
Description	This course is concerned primarily with techniques for solving mathematical problems on digital computers. Topics to be included are: solutions of non-linear equations and systems; direct and indirect methods of solving linear systems; numerical differentiation and integration; polynomial interpolation. Not open to students who have completed MTH 4400.	Description	n/c
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)	

Credits	4	Credits	n/c
Description	<p>This course develops the theory of finite differences methods. Topics to be included are interpolations with equal and unequal intervals, Sheppard's Rules, interpolation of functions of several variables, central difference formulas, summation, approximate differentiation and integration with equal and unequal intervals, difference equations, iteration, and systems of equations.</p> <p>Not open to students who have completed MTH 4310.</p>	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 <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 2017

Rationale: MTH 3020 and 3030 are subsets of MTH 3050, a course created for the Financial Mathematics major. As such, MTH 3050 should be added as a possible prerequisite for this course.

AV:10.22a. Change in Course Title and Description to be offered by the Mathematics Department

FROM		TO	
Departments	Mathematics	Departments	n/c
Course	MTH 4420 Actuarial Mathematics	Course	MTH 4420 Actuarial Mathematics I
Prerequisite	MTH 4120 and 4410	Prerequisite	n/c
Hours	4	Hours	n/c
Credits	4	Credits	n/c
Description	This course applies probability and the theory of interest to the pricing of insurance products. Topics to be included are survival distributions and life tables, life insurance (level benefit, endowment, deferred, and varying benefit insurance), life annuities, net premiums, and net premium reserves.	Description	This course applies probability and the theory of interest to the prices of insurance products. Topics to be <u>covered</u> <u>include</u> survival distributions and life tables, life insurance (<u>whole, term, endowment, deferred, and variable</u> benefit insurance), life annuities, <u>premiums (net and gross), and premium reserves (net and gross).</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	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 ___ Creative Expression ___ Individual and Society ___ Scientific World		Diversity ___ Creative Expression ___ Individual and Society ___ Scientific World
Effective		Effective	Spring 2017

Rationale: The content of this course overlaps substantially with the current version, "Actuarial Mathematics." The intent of these changes is to include new material involving mortality trends and reserve calculations that arise in the valuation and analysis of insurance contracts. This expands on the material previously covered in the course by discussing more general models for survival that describe mortality risks more accurately. The addition of a discussion of reserves allows for a more complete discussion of the insurance contracts discussed in the current version of the course.

These changes are consistent with changes in the focus on long term insurance within the Society of Actuaries as well as in the actuarial profession itself. Along with proposed changes to Math 4421, Actuarial Mathematics II, this modification in course content allows for a more complete discussion of modern long term insurance and pension plans. Finally, the new combined content of Math 4420 and 4421 represents roughly 75%-80% of the subject matter included in the "Models for Life Contingencies" actuarial exam, enhancing the courses' relevance for our actuarial science majors.

AV:10.23a. Change in Course Description to be offered by the Mathematics Department

FROM		TO	
Departments	Mathematics	Departments	n/c
Course	MTH 4421 Actuarial Mathematics II	Course	n/c
Prerequisite	MTH 4420	Prerequisite	n/c
Hours	4	Hours	n/c
Credits	4	Credits	n/c
Description	This course is a continuation of MTH 4420. Topics to be included are multiple life functions, multiple decrement models, valuation theory for pension plans, non-forfeiture benefits, and dividends.	Description	This course is a continuation of MTH 4420. Topics to be covered include <u>multiple state and multiple decrement models, joint life and last survivor models, valuation theory for pension plans, non-diversifiable risk, profit testing for insurance portfolios, dividends, and participating and universal life insurance policies.</u>
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 2017

Rationale: The content of this course makes substantial changes to the current version of "Actuarial Mathematics II." The intent is to include new material, enhancing the discussion of more general insurance policies and pension plans with contingent payments. This expands on the material previously covered in the course by discussing additional states related to pension plans that have been developed recently. Topics related to profit testing and Universal Life insurance have been added and enhanced to match the increased importance of these topics within the profession. The discussion of diversifiable and non-diversifiable risk has been reduced in the proposed course as this material is more thoroughly covered in Math 4451.

These changes are consistent with changes in the focus on long-term insurance within the Society of Actuaries as well as in the actuarial profession itself. Along with proposed changes to Math 4421, this modification in course content allows for a more complete discussion of modern long-term insurance and pension plans. Finally, the new combined content of Math 4420 and 4421 represents roughly 75%-80% of the subject matter included in the "Models for Life Contingencies" actuarial exam, enhancing the courses' relevance for our actuarial science majors.

AV:10.24a. Change in Course Title, Description, and Prerequisites to be offered by the Mathematics Department

FROM		TO	
Departments	Mathematics	Departments	n/c

Course	MTH 4451 Risk Theory	Course	MTH 4451 <u>Short-Term Insurance Mathematics</u>
Prerequisite	MTH 4120	Prerequisite	MTH 4120 <u>and 4410</u>
Hours	4	Hours	n/c
Credits	4	Credits	n/c
Description	<p>This course builds upon probability theory to develop the principles of risk theory with particular application to insurance. The major topics to be studied are utility theory and decision making in the face of uncertainty. Applications to insurance include individual and collective risk models, over the short and long term, and analysis of the mathematical models for fire, automobile, disability, and similar types of insurance.</p>	Description	<p>This course builds upon probability theory to <u>introduce a variety of frequency and severity models, the steps involved in the modeling process, and procedures for carrying out these steps in solving business problems.</u> The major topics to be studied are <u>severity, frequency, and aggregate models and their modifications, as well as risk measures and the construction of empirical models for short-term insurance.</u> This course is intended for actuarial science students preparing for the professional examination on the <u>Construction and Evaluation of Actuarial Models (Exam C)</u> given by the <u>Casualty Actuarial Society and the Society of Actuaries.</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	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"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective		Effective	Spring 2017

Rationale: The content of this proposed course overlaps substantially with the current version, "Risk Theory." Short-term insurance coverages (e.g., health and general insurance) are becoming increasingly important in global markets. The Society of Actuaries has acknowledged this shift and has modified the learning goals for the professional exam on short-term insurance (Exam C) to cover pricing and reserving as well as modeling methods and estimation. The proposed changes to MTH 4451 reflect these modifications. In particular, the proposed learning goals represent roughly 75% of the learning outcomes for the Construction and Evaluation of Actuarial Models Exam (Exam C) published by the Society of Actuaries. These changes enhance the relevance of MTH 4451 for our growing number of actuarial science majors.

AV:10.25a. Change in Course Prerequisites to be offered by the Mathematics Department

FROM		TO	
Departments	Mathematics	Departments	n/c
Course	MTH 5020 Theory of Functions of a Complex Variable	Course	n/c
Prerequisite	MTH 3020 or 3030 or departmental permission	Prerequisite	MTH 3020, <u>3030</u> , or 3050; or <u>departmental permission</u>
Hours	3	Hours	n/c
Credits	3	Credits	n/c
Description	This course discusses the basic concepts in the theory of complex variables. The topics to be discussed will include the planar representation of the complex numbers, De Moivre's theorem, limits, Cauchy-Riemann equations, analytic functions, Taylor and Laurent series, integration, theory of residues, and introduction to Riemann surfaces.	Description	n/c
Requirement Designation		Requirement Designation	

Description	The biology of cells is examined with an emphasis on the relationship between organelle structure and function. Activity of the nucleus, building and fueling the cell, and tools for studying genes will be discussed. Laboratory experiments are performed with isolated organelles or intact cells. Techniques include tissue culture, cell fractionation, bio-chemical assays for metabolic products, DNA isolation and modification, and cell transformation.	Description	The biology of cells is examined with an emphasis on the relationship between organelle structure and function. Activity of the nucleus, cell structure, division and growth, and tools for studying genes will be discussed. Laboratory experiments are performed with isolated organelles or intact cells. Techniques include cell fractionation, bio-chemical assays, <u>and</u> DNA isolation and modification. <u>Students will also read and analyze articles from scientific journals.</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 2017

Rationale: Previously, the only requirement for this course was CHM 2003. Because this course is intended for Biology/Natural Science majors, and is an in-depth examination of cellular biology, it makes sense that students taking this course should have taken a course in Introductory/General Biology. The course description has been updated to reflect the current requirements.

AV:10.27a. Change in Course Prerequisite to be offered by the Natural Sciences Department

FROM		TO	
Departments	Natural Sciences	Departments	n/c
Course	CHM 4010 Medicinal Chemistry	Course	n/c
Prerequisite	CHM 3003	Prerequisite	n/c
Pre/co-requisite	CHM 3006 and departmental permission	Pre/co-requisite	Departmental permission
Hours	6.0 (3 lecture hours; 3 lab hours)	Hours	n/c
Credits	4.5	Credits	n/c
Description	This course is offered to students interested in pursuing a career in the area of medicine, dentistry or pharmaceutical chemistry. Topics include: concepts in drug discovery; classifications of drugs; identification of pharmacophores-the active portions of molecules; mechanisms of drug action; metabolism and toxicity of drugs; drug delivery and prodrugs; and drug synthesis. In addition, students are introduced to computer-aided drug design. The laboratory highlights experimental techniques commonly used in drug discovery. The course includes a visit from a medicinal or pharmaceutical chemist from academia or industry. This course may serve as the capstone for the Tier III minor in Natural Sciences.	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 <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 2017

Rationale: The first semester of organic chemistry (CHM 3003) was a prerequisite for Medicinal Chemistry (CHM 4010) and second semester of organic chemistry (CHM 3006) was a co-requisite for Medicinal Chemistry (CHM 4010). CHM 3003 covers naming and properties of diverse classes of organic compounds, various fundamental aspects of mechanistic and synthetic organic chemistry, and provides sufficient preparation for CHM 4010. Students benefit from taking CHM 4010 and CHM 3006 in the same semester; however, since 2015 CHM 3006 is no longer required for students applying to Medical or Dental Schools, thus fewer students register for it. To encourage students to register for Medicinal Chemistry, we propose to change co-requisite from “CHM 3006 and departmental permission” to “departmental permission” which will permit qualified students access to the Medicinal Chemistry class.

This course is an elective in the Biological Sciences Major and a capstone in the Chemistry Minor. Removing the co-requisite of CHM 3006 will shorten the route for students to complete the Minor.

AV:10.28a. Change in Course Prerequisite to be offered in the Psychology Department

FROM		TO	
Departments	Psychology	Departments	n/c
Course	PSY 3001 Research Methods in Psychology	Course	n/c

Prerequisite	PSY 1001; STA 2000 or 2100. BBA students must take STA 2000 to meet Zicklin School core curriculum requirements. BA students must take STA 2100. Registration by departmental permission.	Prerequisite	PSY 1001; STA 2000 or 2100. BBA students must take STA 2000 to meet Zicklin School core curriculum requirements. BA students must take STA 2100.
Hours	6	Hours	n/c
Credits	4	Credits	n/c
Description	This course will familiarize students with major methodological approaches to the study of human behavior. Topics covered will include qualitative research, survey design, construct and experimental validity, experimentation, and research ethics. These topics will be introduced by way of several student-designed projects conducted over the course of the semester.	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	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		Effective	Spring 2017

Rationale: Registration by departmental permission was instituted as a temporary measure at the time this course was changed from PSY 5020 to PSY 3001. Whereas PSY 5020 typically was taken by students in their last semesters, PSY 3001 was designed to be taken much earlier. In anticipation that this would create a spike in enrollment at the time of the change, registration by departmental permission was put in place to ensure that graduating students would be guaranteed a place in the class in order to complete their degree requirements. However, registration by departmental permission was never removed. As there is no longer a need, we are proposing this change.

AV:10.29a. Change in Course Prerequisite to be offered in the Psychology Department

FROM		TO	
Departments	Psychology	Departments	n/c
Course	PSY 4080 Sensation and Perception	Course	n/c
Prerequisite	PSY 3001 and either PSY 3081 or PSY 3082	Prerequisite	PSY 3081 or PSY 3082, <u>and one other 3000-level course in psychology</u>
Hours	3	Hours	n/c
Credits	3	Credits	n/c
Description	<p>This course covers the physiological and psychological processes involved in perceiving sensory stimuli. Sensory processing is addressed in different modalities (vision, audition, touch and the chemical senses), with a particular focus on vision. Attentional mechanisms are briefly covered.</p> <p>Demonstrations of selected perceptual and attentional phenomena are conducted in class. Original research articles, using behavioral and cognitive neuroscience methods, are discussed and critically reviewed.</p>	Description	n/c

Credits	3	Credits	n/c
Description	This course is an introduction to qualitative and quantitative methods of data collection and analysis used by sociologists and anthropologists as well as other social scientists. The course introduces the research process, examines the interplay between methods and theory, and reviews research methods, including field work and ethnography, interviews and questionnaires, and secondary analysis. (This course is equivalent to ANT 4110. Students may receive credit for either SOC 4110 or ANT 4110. These courses may not substitute for each other in the F grade replacement policy.) For students with two other upper-level (3000-level or above) Sociology or Anthropology courses, this may serve as a capstone for either the Sociology or the Anthropology minor.	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	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

	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.		
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 2017

Rationale: Changing FPA 9170 to a variable credit/hour course gives students more flexibility when completing internships.

AV:10.1b. Changes in course title in the Department of Law

CUNYFirst Course ID			
FROM		TO	
Departments	Department of Law		Department of Law

Course	LAW 3301 Real Estate Law, Markets, and Institutional Settings	Course	LAW 3301 <u>Real Estate Law</u>
Pre or co requisite		Prerequisite	
Hours	3	Hours	3
Credits	3	Credits	3
Description	The course covers real estate law and its institutional setting, with emphasis on interests in land, sales, zoning, leasing, property management, brokerage, and mortgage lending. Students will develop the ability to analyze underlying economic concerns, see both sides of an issue and read legal documents.	Description	The course covers real estate law and its institutional setting, with emphasis on interests in land, sales, zoning, leasing, property management, brokerage, and mortgage lending. Students will develop the ability to analyze underlying economic concerns, see both sides of an issue, and read legal documents.
Requirement Designation	Business	Requirement Designation	Business
Liberal Arts	[] Yes [X] No	Liberal Arts	[] Yes [X] 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	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

	Scientific World Gen Ed – College Option College Option Detail		Scientific World
Effective Term	Spring 2017		

Rationale: We are making changes to course names to more accurately represent relevant course content. This course will continue to be crosslisted with RES 3000 Real Estate Law.

AV:10.2b. Changes in course prerequisites in the Allen G. Aaronson Department of Marketing and International Business

CUNYFirst Course ID	FROM	TO	
	Allen G. Aaronson Department of Marketing and International Business		Allen G. Aaronson Department of Marketing and International Business
Course	MKT 4876 Advertising Account Planning	Course	MKT 4876 Advertising Account Planning
Pre or co requisite	Prerequisite: MKT 3520 and MKT 3600	Pre or co requisite	<u>Prerequisite: MKT 3520, and Pre- or Co-requisite MKT 3600</u>
Hours	3	Hours	3
Credits	3	Credits	3
Description	Students will learn how account planners at advertising agencies, client marketing departments, direct marketing agencies, design consultancies, PR firms, and media independents, manage customer experiences. More specifically, they will learn how to: gather, distill, and synthesize information available in the public domain about trends and social movements that might help brands succeed; moderate focus groups and conduct ethnographic interviews with target consumers, putting	Description	Students will learn how account planners at advertising agencies, client marketing departments, direct marketing agencies, design consultancies, PR firms, and media independents, manage customer experiences. More specifically, they will learn how to: gather, distill, and synthesize information available in the public domain about trends and social movements that might help brands succeed; moderate focus groups and conduct ethnographic interviews with target consumers, putting themselves in the customer's shoes, seeing the world from

	<p>themselves in the customer's shoes, seeing the world from their perspectives, and giving them the authority to speak on the customer's behalf; write a creative brief that inspires new ideas to help brands succeed; work with creative people to help bring those ideas to life in a way that will break through the clutter of competing messages in the marketplace; develop those ideas further in creative development focus groups or one-on-one interviews; measure whether or not the messages do in fact break through the clutter and register with target consumers; monitor and assess the effects of messages in the marketplace; and modify communication strategy to keep pace with a rapidly changing world.</p>		<p>their perspectives, and giving them the authority to speak on the customer's behalf; write a creative brief that inspires new ideas to help brands succeed; work with creative people to help bring those ideas to life in a way that will break through the clutter of competing messages in the marketplace; develop those ideas further in creative development focus groups or one-on-one interviews; measure whether or not the messages do in fact break through the clutter and register with target consumers; monitor and assess the effects of messages in the marketplace; and modify communication strategy to keep pace with a rapidly changing world.</p>
Requirement Designation	Business	Requirement Designation	Business
Liberal Arts	[] Yes [X] No	Liberal Arts	[] Yes [X] 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	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		<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 2017		

Rationale: The current pre-requisites prevent many transfer students from taking this course, as they end up graduating before they become eligible to take it. The course's final assignments require some knowledge of MKT 3600 (marketing research) but completion of MKT 3600 is not necessary prior to enrolling in MKT 4876, as long as they take MKT 3600 concurrently. This change will ensure that the course is available to transfer students.

AV:10.3b. Changes in prerequisites in the Allen G. Aaronson Department of Marketing and International Business

CUNYFirst Course ID			
FROM		TO	
Departments	Marketing and International Business		Marketing and International Business
Course	MKT 5750 Marketing Strategy	Course	MKT 5750 Marketing Strategy
Pre or co requisite	Prerequisite: MKT 3000 and MKT 3605	Pre or co requisite	Pre-requisites: (a) <u>MKT 3000 and</u> <u>MKT 3605,or</u> <u>(b) MKT 3000 and application for graduation</u>
Hours	3	Hours	3
Credits	3	Credits	3
Description	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	Description	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

	achieve stated goals in a competitive environment through following a unified, comprehensive, and integrated plan.		goals in a competitive environment through following a unified, comprehensive, and integrated plan.
Requirement Designation	Business	Requirement Designation	Business
Liberal Arts	[] Yes [X] No	Liberal Arts	[] Yes [X] No
Course Attribute (e.g. Writing Intensive, Honors, etc)	CIC	Course Attribute (e.g. Writing Intensive, Honors, etc)	CIC
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 2017		

Rationale: The change in pre-requisites ensures that transfer students who have not taken MKT 3605 (Consumer Behavior) can take MKT 5750 during their last semester at Baruch and do not have to add an additional semester to their programs. Completion of MKT 3605 (Consumer Behavior) prior to MKT 5750 is ideal, but students can also function well in MKT 5750 if they are concurrently taking MKT 3605. This will facilitate degree completion rates among our students.

The wording of this change ensures that lower seniors or upper juniors can also take the class if they have already taken MKT 3605, thus not making them wait until the very end of the semester, which is risky because the scheduling may not allow them to take it in their final semester.

AV:10.4b. Changes in course title in the William Newman Department of Real Estate

CUNYFirst Course ID			
FROM		TO	
Departments	William Newman Department of Real Estate		William Newman Department of Real Estate
Course	RES 3000 Real Estate Law, Markets, and Institutional Settings	Course	RES 3000 <u>Real Estate Law</u>
Pre- or Co-requisite	Admission to Zicklin School of Business or admission to the School of Public Affairs.	Pre- or Co-requisite	Admission to Zicklin School of Business or admission to the School of Public Affairs.
Hours	3	Hours	3
Credits	3	Credits	3
Description	The course covers real estate law and its institutional setting, with emphasis on interests in land, sales, zoning, leasing, property management, brokerage, and mortgage lending. Students will develop the ability to analyze underlying economic concerns, see both sides of an issue, and read legal documents. This course is cross-listed with LAW 3301.	Description	The course covers real estate law and its institutional setting, with emphasis on interests in land, sales, zoning, leasing, property management, brokerage, and mortgage lending. Students will develop the ability to analyze underlying economic concerns, see both sides of an issue, and read legal documents. This course is cross-listed with LAW 3301.
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	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		<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 2017		

Rationale: We are making changes to course names to more accurately represent relevant course content.

AV:10.5b. Changes in course title, description and prerequisites in the William Newman Department of Real Estate

CUNYFirst Course ID			
FROM		TO	
Departments	William Newman Department of Real Estate		William Newman Department of Real Estate
Course	RES 3100 Decision Making in Real Estate Markets	Course	RES 3100 <u>Real Estate Principles</u>
Pre- or Co-requisite	BUS 1001 or Bus 1000; completion of 45 credits or more.	Pre- or Co-requisite	BUS 1001 or BUS 1000 <u>and completion of 45 credits or more OR</u> <u>Admission to the Zicklin School of Business</u>
Hours	3	Hours	3
Credits	3	Credits	3
Description	This course is intended to provide a broad overview of both theory and practice in real estate markets. In order to meet this aim, real estate and property markets in general will be analyzed from a variety of different	Description	This course is intended to provide a broad overview of both theory and practice in real estate markets. In order to meet this aim, real estate and property markets in general will be analyzed from a variety of different

	<p>perspectives. The emphasis in the course will be on mortgage finance, investment valuation, land use, real estate capital markets, and brokerage. In addition to regular lectures, members of the real estate community will speak to the class about their experience and expertise. This course is designed for non-real estate majors (it is not part of the curriculum for real estate majors).</p>		<p>perspectives. The emphasis in the course will be on mortgage finance, investment valuation, land use, real estate capital markets, and brokerage. In addition to regular lectures, members of the real estate community will speak to the class about their experience and expertise.</p>
Requirement Designation	Business	Requirement Designation	Business
Liberal Arts	[] Yes [X] No	Liberal Arts	[] Yes [X] 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 2017
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Rationale: We are making changes to course names to more accurately represent relevant course content. In order to make RES 3100 part of our major curriculum, we are removing the language about the course being designed for non-majors. To reflect this change, we are also adding an alternative prerequisite of admission to the Zicklin School of Business. With these changes, this course will be available to both Zicklin students as well as non-Zicklin students who have completed BUS 1001 or BUS 1000 as well as completed 45 credits or more (these are typically students who are taking the course as part of the real estate minor for non-business students).

AV:10.6b. Changes in course title in the William Newman Department of Real Estate

CUNYFirst Course ID			
FROM		TO	
Departments	William Newman Department of Real Estate		William Newman Department of Real Estate
Course	RES 3200 Property Investment and Financing	Course	RES 3200 <u>Real Estate Finance and Investment</u>
Pre- or Co-requisite	FIN 3000	Pre- or Co-requisite	FIN 3000
Hours	3	Hours	3
Credits	3	Credits	3
Description	This course offers students a thorough orientation in the fields of real estate investment and finance. It covers the basics of the real estate investment analysis, mortgage concepts, and the financing of residential and commercial properties. The topics include an overview of the major types of valuation models and approaches that are used for analyzing the chief categories of real properties. Alternative types of mortgages will be discussed. The course emphasizes and clarifies the many ways in which financing and investments in real assets are similar to --and yet different from-- financial assets.	Description	This course offers students a thorough orientation in the fields of real estate investment and finance. It covers the basics of the real estate investment analysis, mortgage concepts, and the financing of residential and commercial properties. The topics include an overview of the major types of valuation models and approaches that are used for analyzing the chief categories of real properties. Alternative types of mortgages will be discussed. The course emphasizes and clarifies the many ways in which financing and investments in real assets are similar to --and yet different from-- financial assets.

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 <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 2017		

Rationale: We are making changes to course names to more accurately represent relevant course content.

AV:10.7b. Changes in course prerequisites in the William Newman Department of Real Estate

CUNYFirst Course ID			
FROM:		TO:	
Departments	William Newman Department of Real Estate		William Newman Department of Real Estate

Course	RES 3700: Real Estate Management	Course	RES 3700: Real Estate Management
Pre or co requisite	None	Pre-requisite	Admission to the Zicklin School of Business OR BUS 1001 or BUS 1000 and completion of 45 credits or more.
Hours	3	Hours	3
Credits	3	Credits	3
Description	This introduction to real estate management provides an overview of career paths, management skills, procedures, and responsibilities. The course covers financial management; preparation of a management plan; marketing, leasing, and tenant relations for various property types; personnel considerations; building and equipment inspections; safety and security; and environmental issues.	Description	This introduction to real estate management provides an overview of career paths, management skills, procedures, and responsibilities. The course covers financial management; preparation of a management plan; marketing, leasing, and tenant relations for various property types; personnel considerations; building and equipment inspections; safety and security; and environmental issues
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 <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity	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		<input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective Term	Spring 2017		

Rationale: Adding the prerequisite of admission to the Zicklin School of Business OR BUS 1001 or BUS 1000 and completion of 45 credits or more will prevent any unaffiliated freshmen or sophomores from registering for the class.

AV:10.8b. Changes in course title and prerequisite in the William Newman Department of Real Estate

CUNYFirst Course ID			
FROM		TO	
Departments	William Newman Department of Real Estate		William Newman Department of Real Estate
Course	RES 3900 Real Estate Development: Principles and Guidelines	Course	RES 3900 <u>Real Estate Development</u>
Pre- or Co-requisite	RES 3200 OR departmental permission	Pre-requisite	Pre-requisite: RES 3100 or RES 3200
Hours	3	Hours	3
Credits	3	Credits	3
Description	This semester-long course includes a broad survey and overview of real estate as development processes, as markets, and in terms of investment options and development choices. Market and financial feasibility issues are assessed, as they are critical for real estate development projects. The course includes an examination of development trends in the New York region as they affect real estate	Description	This semester-long course includes a broad survey and overview of real estate as development processes, as markets, and in terms of investment options and development choices. Market and financial feasibility issues are assessed, as they are critical for real estate development projects. The course includes an examination of development trends in the New York region as they affect real estate development options and

	development options and decisions. Central to the course will be case studies of actual development projects and decisions including meetings with key stakeholders to review and understand their choices, costs, and decisions. The course focuses the students upon the stages of real estate development in residential and nonresidential real estate. Credits will not be granted for both PAF 4701 and RES 3900. Students may take only one of these courses.		decisions. Central to the course will be case studies of actual development projects and decisions including meetings with key stakeholders to review and understand their choices, costs, and decisions. The course focuses the students upon the stages of real estate development in residential and nonresidential real estate. Credits will not be granted for both PAF 4701 and RES 3900. Students may take only one of these courses.
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 <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	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

	Option		
	College Option Detail		
Effective Term	Spring 2017		

Rationale: We are making changes to course names to more accurately represent relevant course content. Currently, students do not have to have any prior or concurrent exposure to real estate topics before taking this class. By adding the pre or co-requisite of RES 3100 or RES 3200, this will allow RES 3900 to focus on the topics central to the course and not have to spend significant time covering introductory level topics.

AV:10.9b. Changes in prerequisites in the William Newman Department of Real Estate

CUNYFirst Course ID			
FROM:		TO:	
Departments	William Newman Department of Real Estate		William Newman Department of Real Estate
Course	RES 5000: Independent Research and Readings in Real Estate	Course	RES 5000: Independent Research and Readings in Real Estate
Pre or co requisite	FIN 3000, RES 3300, and departmental permission	Pre requisite	FIN 3000, RES 3300, <u>RES 3200</u> or <u>RES 3400</u> , and departmental permission
Hours	3	Hours	3
Credits	3	Credits	3
Description	A tutorial offered to qualified students in their junior or senior year who wish to pursue either independent research or reading in an area or topic not adequately covered in the course offerings. To enroll, a student must obtain both the chairperson's consent and that of an instructor who will agree to act as a supervisor.	Description	A tutorial offered to qualified students in their junior or senior year who wish to pursue either independent research or reading in an area or topic not adequately covered in the course offerings. To enroll, a student must obtain both the chairperson's consent and that of an instructor who will agree to act as a supervisor.
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)	

Hours	3	Hours	3
Credits	3	Credits	3
Description	This course presents, at the conceptual level, audit and control of computer information systems. Topics covered include audit considerations of project development, database administration, control of data, assessment of data integrity, efficiency, and effectiveness.	Description	This course presents, at the conceptual level, audit and control of computer information systems. Topics covered include audit considerations of project development, database administration, control of data, assessment of data integrity, efficiency, and effectiveness.
Requirement Designation	Business	Requirement Designation	Business
Liberal Arts	[] Yes [x] No	Liberal Arts	[] Yes [x] 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 2017		

Rationale: The new minor in Cybersecurity and Information Assurance contains the following courses (and prerequisites): CIS 3500 Networks and Telecommunications I (CIS 2200), CIS 3550 Cybersecurity (CIS 3500), and Information Technology Audit (CIS 3367 or CIS 3400 or ACC 3100 or ACC 3200). In order to make the prerequisites consistent with the minor, we propose adding CIS 3500 as an additional alternative prerequisite for CIS 4350. The course content of CIS 3500 deals with the technological side of the networks, and CIS 4350 teaches how to audit this technology. This will ensure that any student taking the minor will not need to take additional courses to fulfill the prerequisites of the courses currently listed as prerequisites of CIS 4350.

AV:10.11b. Changes in courses, prerequisites, hours, credits, and description in the Zicklin School of Business

CUNYFirst Course ID			
FROM		TO	
Departments	Zicklin School of Business		Zicklin School of Business
Course	Business 3004/3005/3006, Business Internship	Course	Business 3004, Business Internship
Pre or co requisite	Bus 3001, 3002 and 3003	Pre or co requisite	Bus 3003. <u>Open to juniors and seniors in good standing in the Zicklin School of Business.</u>
Hours	Ten hours per week	Hours	<u>10 work hours per week for 15 weeks</u>
Credits	4	Credits	<u>1</u>
Description	Students must work a minimum of ten hours per week for 15 weeks related to the area of their major specialization. One credit each up to a maximum of three credits may be taken. Permission will be granted only when students have completed BUS 3001/3002/3003 and subsequently switch to a new major. Grades will be on Pass/Fail basis. No more than three semesters of one-credit internships may be taken in any one major, and no more than six credits of any internship credit may be taken.	Description	<u>Students will work a minimum of ten hours per week for 15 weeks in an internship related to the area of their major specialization. Sections of this course will be offered in each department in the Zicklin School of Business. Grades will be on a pass/fail basis. Internship credits may not be used as part of the major specialization. There is a six credit limit on internship credit toward the BBA degree. Open to juniors and seniors in good standing in the Zicklin School of Business. This course follows Bus 3003.</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 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 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 2017		

Rationale: The maximum number of credits that a student can take in his or her program does NOT change by this proposal. That number still remains at a maximum of 6 credits. We want to expand the opportunities our students have. At present the students can have a maximum of 4 semesters of internships that will use up the maximum credits (6) allowed for the internships as follows: 1 credit + 1 credit + 1 credit + 3 credits. Under this proposal the students can have a maximum of 6 semesters of internships that still will use only the maximum credits (6) for the internships as follows: 1 credit + 1 credit + 1 credit + 1 credit + 1 credit + 1 credit.

Additional Rationale: Now the course description is consistent with BUS 3001, BUS 3002, and BUS 3003.

AV:10.12b. Changes in course title, prerequisite, hours and description in the Zicklin School of Business

CUNYFirst Course ID			
FROM		TO	
Departments	Zicklin School of Business		Zicklin School of Business
Course	Business 3004/3005/3006, Business Internship	Course	Business 3005, Business Internship
Pre or co requisite	Bus 3001, 3002 and 3003	Pre or co requisite	Bus 3004. Open to juniors and seniors in good standing in the Zicklin School of Business.
Hours	Ten hours per week	Hours	10 work hours per week for <u>15 weeks</u>
Credits	1	Credits	1
Description	Students must work a minimum of ten hours per week for 15 weeks related to the area of their major specialization. One credit each up to a maximum of three credits may be taken. Permission will be granted only when students have completed BUS 3001/3002/3003 and subsequently switch to a new major. Grades will be on Pass/Fail basis. No more than three semesters of one-credit internships may be taken in any one major, and no more than six credits of any internship credit may be taken.	Description	Students will work a minimum of ten hours per week for 15 weeks in an internship related to the area of their major specialization. Sections of this course will be offered in each department in the Zicklin School of Business. Grades will be on a pass/fail basis. Internship credits may not be used as part of the major specialization. There is a six credit limit on internship credit toward the BBA degree. Open to juniors and seniors in good standing in the Zicklin School of Business. This course follows Bus 3004.
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 type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> English Composition	Course Applicability	<input 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		<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 2017		

Rationale: The maximum number of credits that a student can take in his or her program does NOT change by this proposal. That number still remains at a maximum of 6 credits. We want to expand the opportunities our students have. At present the students can have a maximum of 4 semesters of internships that will use up the maximum credits (6) allowed for the internships as follows: 1 credit + 1 credit + 1 credit + 3 credits. Under this proposal the students can have a maximum of 6 semesters of internships that still will use only the maximum credits (6) for the internships as follows: 1 credit + 1 credit + 1 credit + 1 credit + 1 credit + 1 credit.

Additional Rationale: Now the course description is consistent with BUS 3001, BUS 3002, and BUS 3003.

AV:10.13b. Changes in course, title, prerequisite, hours, and description in the Zicklin School of Business

CUNYFirst Course ID			
FROM		TO	
Departments	Zicklin School of Business		Zicklin School of Business
Course	Business 3004/3005/3006 , Business Internship	Course	Business 3006, Business Internship
Pre or co requisite	Bus 3001, 3002 and 3003	Pre or co requisite	Bus 3005 . Open to juniors and seniors in good standing in the Zicklin School of Business.

Hours	Ten hours per week	Hours	<u>10 work hours per week for 15 weeks</u>
Credits	1	Credits	1
Description	Students must work a minimum of ten hours per week for 15 weeks related to the area of their major specialization. One credit each up to a maximum of three credits may be taken. Permission will be granted only when students have completed BUS 3001/3002/3003 and subsequently switch to a new major. Grades will be on Pass/Fail basis. No more than three semesters of one-credit internships may be taken in any one major, and no more than six credits of any internship credit may be taken.	Description	<u>Students will work a minimum of ten hours per week for 15 weeks in an internship related to the area of their major specialization. Sections of this course will be offered in each department in the Zicklin School of Business. Grades will be on a pass/fail basis. Internship credits may not be used as part of the major specialization. There is a six credit limit on internship credit toward the BBA degree. Open to juniors and seniors in good standing in the Zicklin School of Business. This course follows Bus 3005.</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 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	Course Applicability	<input 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		<input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective Term	Spring 2017		

Rationale: The maximum number of credits that a student can take in his or her program does NOT change by this proposal. That number still remains at a maximum of 6 credits. We want to expand the opportunities our students have. At present the students can have a maximum of 4 semesters of internships that will use up the maximum credits (6) allowed for the internships as follows: 1 credit + 1 credit + 1 credit + 3 credits. Under this proposal the students can have a maximum of 6 semesters of internships that still will use only the maximum credits (6) for the internships as follows: 1 credit + 1 credit + 1 credit + 1 credit + 1 credit + 1 credit.

Additional Rationale: Now the course description is consistent with BUS 3001, BUS 3002, and BUS 3003.

AV:10.14b. Change in Pre- or Corequisite to be offered in the Stan Ross Department of Accountancy

FROM		TO	
Department	Stan Ross Department of Accountancy	Department	Stan Ross Department of Accountancy
Course	ACC 9810 Current Topics in Financial Accounting	Course	N/C
Pre- or co-requisite	ACC 9805	Prerequisite	<u>ACC 9804</u>
Hours	3	Hours	N/C
Credits	3	Credits	N/C
Description	This course addresses the standards-setting processes and current output at the U.S. Financial Accounting Standards Board (FASB) and the International Accounting Standards Board (IASB), including proposals and efforts for standards convergence. Students learn to read, understand, and analyze accounting standards. Topical coverage includes recent regulations of the U.S. Securities and	Description	N/C

	Exchange Commission and provisions of the Sarbanes-Oxley Act that relate to financial accounting for U.S. public companies as well as developments in financial accounting for private companies. Ethics in financial reporting is discussed. Written analyses, a term paper, and oral presentations provide improve communications skills.		
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 2017	Effective	Spring 2017

RATIONALE: The change in prerequisite reflects changes that took place in the MS-Accountancy program in 2013 when this course was restructured from a capstone course to an elective course. ACC 9804 Intermediate Accounting covers the core of financial reporting standards, which is the

focus of ACC 9810. The content of ACC 9805 is not closely related to issues concerning the Financial Accounting Standards Board (FASB) and the International Accounting Standards Board (IASB) financial reporting standards.

AV:10.15b. Change in Pre-requisite to be offered in the Stan Ross Department of Accountancy

FROM		TO	
Department	Stan Ross Department of Accountancy	Department	Stan Ross Department of Accountancy
Course	BUS 9557 Managerial Skills for Accountancy Professionals	Course	N/C
Prerequisite	BUS 9556	Prerequisite	<u>None</u>
Hours	3	Hours	N/C
Credits	3	Credits	N/C
Description	This course focuses on knowledge of, identification with, and assimilation of the functional, personal, and business competencies associated with professional accountancy careers. Development of these competencies is important for successful practice in the complex market, regulatory, and ethical environment of accountancy. Students develop their skills in selected competencies through group and individual written and oral exercises.	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

	relationships among the relevant business entity's stakeholders, and ultimately how an institution is managed. This course will address the fundamentals of corporate governance from a legal perspective, addressing the different rights and obligations of the board of directors, senior management, investors, regulators, and other stakeholders. The course will also address the highly related principles of risk management and compliance. Relevant international guidelines and perspectives will be considered as well. Students will examine the effectiveness and execution of governance roles and responsibilities, as well as ethical issues raised.		duties and relationships among the relevant business entity's stakeholders, and ultimately how an institution is managed. This course will address the fundamentals of corporate governance from a legal perspective, addressing the different rights and obligations of the board of directors, senior management, investors, regulators, customers, and other stakeholders. This course will also address the highly related principles of risk management. Relevant international guidelines and perspectives will be considered as well. Students will examine the effectiveness and execution of governance roles and responsibilities, as well as ethical issues raised.
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	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 ____ Creative Expression ____ Individual and Society ____ Scientific World		Diversity ____ Creative Expression ____ Individual and Society ____ Scientific World
Effective	Spring 2017	Effective	Spring 2017

Rationale: This change in course title and description is to more accurately convey the subject matter covered in this course, which is not limited to the study of the law of corporate governance but also incorporates the highly intertwined and related legal principles of compliance. In addition, now that this course has been taught to graduate students, the faculty believe that the inclusion of prerequisites is not needed, given that no specific prior knowledge is necessary for students to succeed in the course.

AV:10.17b. Change in Hours to be offered in the Allen G. Aaronson Department of Marketing and International Business

FROM		TO	
Department	Allen G. Aaronson Department of Marketing and International Business	Department	Allen G. Aaronson Department of Marketing and International Business
Course	BUS 9551 Business Communication I	Course	N/C
Prerequisite	None	Prerequisite:	N/C
Hours	2	Hours	1.5
Credits	1.5	Credits	N/C
Description	In today's professional job market, it is essential to have excellent written and oral communication skills. In this course, students gain the skills and strategies needed to enhance their business communication. Students learn advanced techniques for writing clear, concise and effective emails, memos, letters, reports, plans, proposals, case analyses and white papers. Students also build their oral communication skills for leading effective meetings and conference calls, negotiating with colleagues		N/C

	and clients and giving successful presentations. Students 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.		
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 2017	Effective	Spring 2017

Rationale: BUS 9551 is currently offered as 1.5 credits and 2 hours. This has created problems with scheduling the courses (timeslot overlap) and compensating adjuncts. The Allen G. Aaronson Department of Marketing and International Business now administers the course and would like it to be scheduled for 1.5 credits and 1.5 hours. The course and syllabus will undergo a comprehensive review once a Director of Communications has been hired. Meanwhile, faculty will

be able to cover the material outlined in the current syllabus in a 1.5 hour time frame.

AV:10.18b. Change in Hours to be offered in the Allen G. Aaronson Department of Marketing and International Business

FROM		TO	
Department	Allen G. Aaronson Department of Marketing and International Business	Department	Allen G. Aaronson Department of Marketing and International Business
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	<u>1.5</u>
Credits	1.5	Credits	N/C
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 help analysts, traders, brokers, risk managers, auditors, researchers and consultants speak and write clearly and persuasively to a wide variety of stakeholders.		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	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics

FROM		TO	
Department	Statistics and Computer Information Systems	Department	Statistics and Computer Information Systems
Course	CIS 9002 Information Systems for Managers II	Course	N/C
Prerequisite	CIS 9000 or CIS 9001	Prerequisite	<u>CIS 9001. Students who take 9000 should not take 9002.</u>
Hours	3	Hours	N/C
Credits	3	Credits	N/C
Description	This course examines how organizations can leverage information technologies to create business value. The course is relevant to all business majors. With a central focus on Information Systems (IS) strategy, the course examines how organizations can harness innovation and emerging technologies to support business goals. Case studies are used to emphasize practical applications. This is the second of a sequence of two courses that introduce students to Information Systems strategy.	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

FROM		TO	
Department	Statistics and Computer Information Systems	Department	Statistics and Computer Information Systems
Course	CIS 9467 Business Modeling with Spreadsheets	Course	N/C
Prerequisites	ACC 9110 or ACC 9112 or STA 9708 or the equivalent	Prerequisite	<u>None</u>
Hours	3	Hours	N/C
Credits	3	Credits	N/C
Description	This course is designed for students who want to learn how to construct and use powerful spreadsheets. Its main purpose is to develop proficiency in quantitative modeling to support effective managerial decision-making. This course is mostly project-oriented with a dual focus on spreadsheet engineering and quantitative modeling of financial applications. The student will develop spreadsheet models to solve financial and other business problems and to aid the user in reaching reasonable and justifiable decisions. Several classic quantitative models will be developed and discussed. The course will introduce and review the fundamental quantitative tools including forecasting, sensitivity analysis, and data analysis using pivot tables.	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

	tools and techniques to perform data mining and business analytics. The topics will include essentials of data management, data preparation and examination, data clustering or segmentation techniques, and model development using binary trees, regression methods, neural networks and other ad-hoc methods. In addition to model development, students will learn about model assessment and validation, as well as predictive analytics using those models. Emphasis will be placed on careful presentation of quantitative aspects of data mining and business analytics, as well as on applications to large data. Students will be expected to implement these techniques on big-data case studies throughout the semester.		
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 2017	Effective	Spring 2017

Rationale: The course prerequisites have been modified keeping in line with the changes made to the structure of MBA curriculum. One of the pre-requisites for the course - CIS 9001 - will be phased out, while the other -CIS 9000 - has recently been reinstated under a different name with emphasis on IT strategy. The content CIS 9000/9001 only tangentially informed CIS/STA 9660 and hence can be removed as pre-requisites without adversely affecting the delivery of the course.

This change will also allow a larger share of students who do not take CIS 9000 to still enroll for this course to learn data mining.

AV:10.24b. Change in Prerequisite to be offered in the Department of Statistics and Computer Information Systems

FROM		TO	
Department	Statistics and Computer Information Systems	Department	Statistics and Computer Information Systems
Course	CIS 9700 Integrating Information Technology and Business Processes	Course	N/C
Prerequisites	CIS 9490 and 3 additional credits of CIS courses above CIS 9000 or CIS 9001.	Pre- or corequisite	<u>CIS 9001</u>
Hours	3	Hours	N/C
Credits	3	Credits	N/C
Description	Relationship between information technology and the fundamental processes driving the business enterprise. A distinguishing objective is to reorient students from a business as usual approach to information systems design toward an integrated, cross-functional reassessment of the critical processes of the firm. The role of information technology as both an	Description	N/C

	objective of and a participant in effective change is emphasized in relation to crucial organizational, managerial, and cultural factors. Students work as members of project teams to analyze case studies of actual re-engineering efforts and to participate in original prototype exercises.		
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 2017	Effective	Spring 2017

Rationale: The material in the current pre-requisite CIS 9490 only tangentially informs the methods and techniques presented in CIS 9700. In addition, professionals in many other fields are likely to be involved in using IT for supporting business processes, and taking CIS 9700 will prepare them for this eventuality; students in those other fields are not likely to take CIS 9490, and the current pre-requisite requirements will present a barrier to their taking CIS 9700. Hence, CIS 9001 is suggested to be a co- or pre-requisite given that the students will need to have some conceptual

background, and initial knowledge about the strategic role of IS in organizations.

AV:10.25b. Change in Prerequisite to be offered in the Department of Statistics and Computer Information Systems

FROM		TO	
Department	Statistics and Computer Information Systems	Department	Statistics and Computer Information Systems
Course	OPR 9750 (STA 9750) Software Tools for Data Analysis	Course	N/C
Prerequisite	STA 9708 or equivalent	Pre- or corequisite	STA 9708
Hours	3	Hours	N/C
Credits	3	Credits	N/C
Description	This course provides an understanding of the principles and concepts of using computer tools for data analysis. Students will learn to use the SAS programming language to handle the collection, editing and storing of large datasets, as well as to simulate data, import and export data from and into spreadsheets or other statistical software packages. They will gain experience in analyzing both quantitative and qualitative data, as well as repeated measure data. Written projects and class presentation will prepare students for clear communication of their analysis in professional settings. This course is designed primarily for statistics and quantitative methods and modeling (QMM) majors, PhD candidates, and those interested in carrying out sophisticated statistical analyses of data using statistical software.		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 2017	Effective	Spring 2017

Rationale: Many new full-time students have entered the program and we were not able to offer a full-time program unless we changed some pre-requisites for our courses. In practice we have been giving permission for students to take OPR 9750 with STA 9708 as a co-requisite and the students have succeeded in the course. We are now changes the pre-requisite to meet with the actual practice which allows our students to have full-time status and keeps the integrity of the program.

AV:10.26b. Change in Prerequisite to be offered in the Department of Statistics and Computer Information Systems

FROM		TO	
Department	Statistics and Computer Information Systems	Department	Statistics and Computer Information Systems
Course	STA 9660 (STA 9660) Data Mining for Business Analytics	Course	N/C

Prerequisites	CIS 9000 or CIS 9001 and STA 9708 or equivalent.	Prerequisite	STA 9708 or equivalent
Hours	3	Hours	N/C
Credits	3	Credits	N/C
Description	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. The topics will include essentials of data management, data preparation and examination, data clustering or segmentation techniques, and model development using binary trees, regression methods, neural networks and other ad-hoc methods. In addition to model development, students will learn about model assessment and validation, as well as predictive analytics using those models. Emphasis will be placed on careful presentation of quantitative aspects of data mining and business analytics, as well as on applications to large data. Students will be expected to implement these techniques on big-data case studies throughout the semester.	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

	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.		
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 2017	Effective	Spring 2017

Rationale: This is a new course which has only been offered one time and STA 9715 has not been used as pre-requisite for this course, but as a co-requisite from the time we began offering the course. Students have successfully completed the course with STA 9715 as a co-requisite. It was

an error to have STA 9715 listed as a pre-requisite, we have not rectified that error.

AV:10.28b. Change in Prerequisite to be offered in the Department of Statistics and Computer Information Systems

FROM		TO	
Department	Statistics and Computer Information Systems	Department	Statistics and Computer Information Systems
Course	STA 9700 Applied Regression Analysis	Course	N/C
Prerequisites	STA 9708 or equivalent	Pre- or corequisite	STA 9708
Hours	3	Hours	N/C
Credits	3	Credits	N/C
Description	This first course in linear models is designed to present the material related to classical regression as well as relevant recent techniques. The traditional material based on ordinary least squares is blended with the more recent methods of diagnosis and of combating collinearity. In the area of selecting the optimal subset model, classical and contemporary methodologies are presented. Influence diagnostics to detect data points that exert a disproportionate influence on the regression model are also presented. In addition, the course covers procedures that are used when the assumptions of standard methodology are violated, and introduces logistic regression for binary response variables.	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	N/A

	The principal topic is the Box-Jenkins method of using autoregressive and moving average models, including nonseasonal and seasonal models, transformations to achieve stationarity, model identification by analysis of the sample autocorrelation and partial autocorrelation functions, criteria for model selection, and the use of SAS. Includes an introduction to the use of control charts.		
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 2017	Effective	Spring 2017

Rationale: To help our full-time students have a full-time course load, in practice we have been giving permission for students to take STA 9701 with STA 9700 as a co-requisite and the students have succeeded in the course. We are now changing the pre-requisite to meet with the actual

practice which allows our students to have full-time status and keeps the integrity of the program. STA 9708 is now included as a pre-requisite, based on the changes proposed for STA 9700. STA 9000 is no longer being offered.

AV:10.30b. Change in Prerequisite to be offered in the Department of Statistics and Computer Information Systems

FROM		TO	
Department	Statistics and Computer Information Systems	Department	Statistics and Computer Information Systems
Course	STA 9705 Multivariate Statistical Methods	Course	N/C
Prerequisite	STA 9700 or STA 9000 or equivalent	Pre- or corequisite	Prerequisite: STA 9708; Pre- or co-requisite: STA 9700
Hours	3	Hours	N/C
Credits	3	Credits	N/C
Description	This course provides a comprehensive survey of widely used multivariate statistical methods intended for the user of advanced statistical methodology. The multivariate normal distribution and related distributions, including Hotelling T ² and Wishart distribution, are introduced and their use illustrated in statistical estimation and hypothesis testing in multivariate normal models. Additional topics introduced and applied include multivariate analysis of variance and covariance, canonical correlation, principal component analysis, factor analysis, discriminate analysis, and cluster analysis. Students prepare their own database, apply these methods, and prepare both an oral and a written report on their findings.	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

Description	This course provides a comprehensive presentation of the methods and recent developments in sampling theory and practice, with particular emphasis on sampling in auditing. The planning of sample surveys and estimation of population characteristics and their precision through unrestricted, stratified, cluster, and probability proportional to size sampling designs are considered. Topics include attribute and variable sampling and ratio, difference, Bayes, and linear regression estimation. Applications to auditing using specialized software are presented.	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 _____ Scientific World		_____ Individual and Society _____ Scientific World
Effective	Spring 2017	Effective	Spring 2017

Rationale: To help our full-time students have a full-time course load, in practice we have been giving permission for students to take STA 9705 with STA 9708 as a co-requisite and the students have succeeded in the course. We are now changing the pre-requisite to meet with the actual practice which allows our students to have full-time status and keeps the integrity of the program.

AV:10.32b. Change in Prerequisite to be offered in the Department of Statistics and Computer Information Systems

FROM		TO	
Department	Statistics and Computer Information Systems	Department	Statistics and Computer Information Systems
Course	STA 9750 (OPR 9750) Software Tools for Data Analysis	Course	N/C
Prerequisite	STA 9708 or equivalent	Pre- or corequisite	STA 9708
Hours	3	Hours	N/C
Credits	3	Credits	N/C
Description	This course provides an understanding of the principles and concepts of using computer tools for data analysis. Students will learn to use the SAS programming language to handle the collection, editing and storing of large datasets, as well as to simulate data, import and export data from and into spreadsheets or other statistical software packages. They will gain experience in analyzing both quantitative and qualitative data, as well as repeated measure data. Written projects and class presentation will prepare students for clear communication of their analysis in professional settings. This course is designed primarily for		N/C

	statistics and quantitative methods and modeling (QMM) majors, PhD candidates, and those interested in carrying out sophisticated statistical analyses of data using statistical software.		
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 2017	Effective	Spring 2017

Rationale: Many new full-time students have entered the program and we were not able to offer a full-time program unless we changed some pre-requisites for our courses. In practice we have been giving permission for students to take STA 9750 with STA 9708 as a co-requisite and the students have succeeded in the course. We are now changes the pre-requisite to meet with the actual practice which allows our students to have full-time status and keeps the integrity of the program.

Section AVI.10 Courses Withdrawn

AVI.10.1a.

LTS 3000 The Puerto Rican Child in an Urban Setting

Rationale: There is no one in the Black and Latino Studies department who teaches LTS 3000, and there is no demand by students.

AVI.10.2a.

PSY 3061 Psychology of Life Experiences

Rationale: PSY 3061 is too broad and overlaps with a number of other courses that are being taught by full time faculty with expertise in those more specific areas (e.g., PSY3060: Developmental Psychology: Adult Personality; PSY3063: Health Psychology; PSY3055: Abnormal Psychology, and PSY 3062: The Psychology of Stress Management).

AVI.10.3a.

PSY 3182 Interviewing Techniques

Rationale: The original objective of PSY 3182 was to represent both clinical and industrial psychology perspectives on interviewing. In the past this course has been taught by adjuncts from either the clinical or industrial perspective, but rarely from both. As a result, there has been little consistency in the content of the course across offerings. There is no full-time faculty who is willing or capable of teaching the course as it is described in the bulletin. Finally, it is a very specialized topic that no longer fits with the curriculum as a whole, except where some of the material is covered in PSY 4183: The Psychology of Career Development and Planning.

AVI.10.4a.

SOC/ANT 3112 Peoples and Cultures of Mediterranean Europe

Rationale: The professor who taught SOC/ANT 3112 is no longer at Baruch. The course has not been taught in over ten years.

AVI.10.5a.

SOC 3159 Social Change in the Black Community

Rationale: The topics of SOC 3159 are covered in other courses offered by the Department of Sociology/Anthropology (e.g., SOC 3125, Race and Ethnic Relations and SOC 3155, Urban Sociology).

AVI.10.6a.

SOC 3168 Social Change

Rationale: SOC 3168 is being withdrawn, because social change is a central topic to nearly all of the department's courses.

AVI.10.1b

LAW 3302 The Law of Real Estate Transactions

Rationale: This course was last offered in Spring 2009 and had low student enrollment. The department hasn't offered it since because of lack of student interest. The department offers a popular course in real estate law (LAW 3000) each semester that gives students a comprehensive introduction to real estate law topics. Additional real estate law courses seem better suited to graduate study in real estate or law. Because we have not offered the course in many years and do not intend to offer it in the future, we propose the deletion of the course LAW 3302. When it was offered, LAW 3302 was cross listed with RES 4000.

AVI.10.2b.

RES 3650 Building Cities: Markets and Government

Rationale: The Department last offered this course in Fall 2010 when it was cross-listed with PAF 3701. The cross-listing of this course is a legacy of when a real estate program was offered through Baruch College's School of Public Affairs (SPA) and the course has been taught by SPA-affiliated faculty members. PAF 3701 is no longer a part of a degree program in SPA and is only infrequently offered as an elective by SPA. The Department of Real Estate has no plans to offer this course in the future and therefore, we propose the deletion of the course RES 3650.

AVI.10.3b.

RES 4000 The Law of Real Estate Transactions

Rationale: This course was last offered in Spring 2009 and had low student enrollment. The department hasn't offered it since because of lack of student interest. The department offers a popular course in real estate law (RES 3000) each semester that gives students an comprehensive introduction to real estate law topics. Additional real estate law courses seem better suited to graduate study in real estate or law. Because we have not offered the course in many years and do not intend to offer it in the future, we propose the deletion of the course RES 4000.

AVI.10.4b.

RES 4650 Non-Profit Housing Development: National and Local

Rationale: The Department last offered this course in Spring 2011 when it was cross-listed with PAF 4250. This course is a legacy of when a real estate program was offered through SPA and has been taught by SPA-affiliated faculty members. PAF 4250 is no longer a part of a degree program in SPA and is only infrequently offered as an elective by SPA. The Department of Real Estate has no plans to offer this course in the future, we propose the deletion of the course RES 4650.

SECTION AVII: INTERNATIONAL PROGRAM AGREEMENTS

AVII.10.1b. International Agreement with Baruch College Joint MS in Finance (MSF) Program and Peking University HSBC Business School:

RESOLVED, That The City University of New York adopt a revised schedule of tuition and fee charges for students enrolling in Baruch – PHBS Joint MSF Program effective Fall 2016; and be it further

RESOLVED, That students enrolled in this international MS program pay prevailing graduate student rates for in-state tuition, technology fee and consolidated fee, as well as a separate

program fee of \$4,175.00 to cover additional non-tax-levy operating costs related to running an international MS program; and be it further

RESOLVED, That students enrolled in this international MS program receive waivers for Academic Excellence Fees and Graduate Student Activity Fees, which fund graduate student services and activities at the Baruch campus; and be it further

RESOLVED, That faculty teaching in Zicklin School of Business MS International Programs be appointed to Professional Programs Adjunct and hourly titles; and be it further

RESOLVED, That the City University of New York authorize the General Counsel to execute an agreement on behalf of Baruch College with the HSBC Business School at Peking University in Shenzhen, China to offer a joint Master of Science in Finance (MSF) degree program. Such contract shall be subject to approval as to substance by the University Office of Academic Affairs and approval as to form by the University Office of General Counsel.

EXPLANATION: Baruch College seeks to offer a joint MSF degree program with the HSBC Business School at Peking University (PHBS) in Shenzhen, China. Such program would be an international extension of the successful MBA and MSF program offered locally at Baruch and PHBS. Courses would be taught in English by full-time and adjunct faculty from Baruch College and PHBS on Baruch and PHBS campuses. The tuition and fee structure is consistent with those approved by the CUNY Board of Trustees Resolution on November 25, 2013 for the Baruch-COMAS joint international MBA program and they are based on the partner's local market conditions.

AVII.10.2b. International Agreement with Baruch College Joint MS in Entrepreneurship (MSE) Program and The College of Management Academic Studies:

RESOLVED, That The City University of New York adopt a revised schedule of tuition and fee charges for students enrolling in Baruch – COMAS Joint MSE Program effective Fall 2016; and be it further

RESOLVED, That students enrolled in this international MS program pay prevailing graduate student rates for in-state tuition, technology fee and consolidated fee, as well as a separate program fee of \$3,380.00 to cover additional non-tax-levy operating costs related to running an international MS program; and be it further

RESOLVED, That students enrolled in this international MS program receive waivers for Academic Excellence Fees and Graduate Student Activity Fees, which fund graduate student services and activities at the Baruch campus; and be it further

RESOLVED, That faculty teaching in Zicklin School of Business MS International Programs be appointed to Professional Programs Adjunct and hourly titles; and be it further

RESOLVED, That the City University of New York authorize the General Counsel to execute an agreement on behalf of Baruch College with the College of Management Academic Studies in Israel to offer a joint Master of Science in Entrepreneurship (MSE) degree program. Such contract shall be subject to approval as to substance by the University Office of Academic Affairs and approval as to form by the University Office of General Counsel.

EXPLANATION: Baruch College seeks to offer a joint MBA-MSE degree program with the College

of Management Academic Studies (COMAS) in Israel. Such program would be an international extension of the successful MBA and MSE programs offered locally at Baruch and COMAS. Courses would be taught in English by full-time and adjunct faculty from Baruch College and COMAS on Baruch and COMAS campuses. The tuition and fee structure is consistent with those approved by the CUNY Board of Trustees Resolution on November 25, 2013 for the Baruch-COMAS joint international MBA program and they are based on the partner's local market conditions.

AVII.10.3b. International Agreement with Baruch College Joint MS in Marketing Program (MSM) and Shanghai International Studies University Business School:

RESOLVED, That The City University of New York adopt a revised schedule of tuition and fee charges for students enrolling in Baruch - SISU Joint MSM Program effective Fall 2016; and be it further

RESOLVED, That students enrolled in this international MS program pay prevailing graduate student rates for in-state tuition, technology fee and consolidated fee, as well as a separate program fee of \$2,712.50 to cover additional non-tax-levy operating costs related to running an international MS program; and be it further

RESOLVED, That students enrolled in this international MS program receive waivers for Academic Excellence Fees and Graduate Student Activity Fees, which fund graduate student services and activities at the Baruch campus; and be it further

RESOLVED, That faculty teaching in Zicklin School of Business MS International Programs be appointed to Professional Programs Adjunct and hourly titles; and be it further

RESOLVED, That the City University of New York authorize the General Counsel to execute an agreement on behalf of Baruch College with the Business School at Shanghai International Studies University (SISU) in Shanghai, China to offer a joint Master of Science in Marketing (MSM) degree program. Such contract shall be subject to approval as to substance by the University Office of Academic Affairs and approval as to form by the University Office of General Counsel.

EXPLANATION: Baruch College seeks to offer a joint MSM degree program with the Business School at Shanghai International Studies University (SISU) in Shanghai, China. Such program would be an international extension of the successful MS in Marketing program offered locally at Baruch. Courses would be taught in English by full-time and adjunct faculty from Baruch College and SISU on SISU and Baruch campuses. The tuition and fee structure is consistent with those approved by the CUNY Board of Trustees Resolution on November 25, 2013 for the Baruch-COMAS joint international MBA program and they are based on the partner's local market conditions.

CHANCELLOR'S UNIVERISTY REPORT ERRATA APRIL 2016

PART A: ACADEMIC MATTERS

BARUCH COLLEGE

June 2015 SECTION AIV.10

Chancellors Item AIV: 10b Department of Law: The course prerequisites for Law 3500 was

incorrectly noted as “no ZICK or University ZKTP code required”. The correct prerequisite is “Law 1101, no ZICK or ZKTP code required” as approved at the Report Zicklin Faculty on March 19, 2015

BARUCH COLLEGE

June 2015 SECTION AIII: 10.2b.

Item AIII.10.2b Department of Marketing and International Business (New Concentration in Marketing Analytics): MHC code 60018 was omitted in error.

CHANCELLOR’S UNIVERSITY REPORT ERRATA JUNE 2016

PART A: ACADEMIC MATTERS

BARUCH COLLEGE

April 2015
Chancellor’s
University
Report

SECTION AIII: Changes in Degree Programs

AIII:10.1b: The following revisions are proposed for the Master of Business Administration (MBA) in the Zicklin School of Business. (The proposed changes eliminate majors with the exception of Accountancy, Business Administration, and Health Care Administration.)

Clarification: The surviving Program Plans will be Accountancy (HEGIS: 0502.00; Program Code: 01912), Business Administration and Policy (HEGIS: 0506.00; Program Code: 01923); Health Care Administration (HEGIS: 1202.00; Program Code: 01952). The Sub-Plan for each of these Program Plans will be Traditional MBA.

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.