

The following recommendations of the committee on Undergraduate Curriculum were approved at the Zicklin School of Business Faculty Meeting on April 18, 2019 effective Spring 2020 semester pending approval of the Board of Trustees.

**A: ACADEMIC MATTERS**

**Section All: Changes in Degree Programs**

**All: 1.1 The following revisions are proposed for BBA in Computer Information Systems (Computer Information Systems Track) in the Zicklin School of Business**

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

Program Code: 21849

MHC Program Code: 60006

HEGIS Code: 0702.00

Effective: Spring 2020

<b>From:</b>		<b>To:</b>			
<b>BBA in Computer Information Systems (Data Analytics Track)</b>		<b>BBA in Computer Information Systems (Data Analytics Track)</b>			
Course	Description	Crd	Course	Description	Crd
Required Courses		15	Required Courses		15
CIS 2300	Programming and Computational Thinking	3	CIS 2300	Programming and Computational Thinking	3
CIS 3120	Object Oriented Programming I	3	CIS 3120	Programming for Analytics	3
CIS 3400	Database Management I	3	CIS 3400	Database Management I	3
CIS 3920 / STA 3920	Data Mining for Business Analytics	3	CIS 3920 / STA 3920	Data Mining for Business Analytics	3
CIS 4400	Data Warehousing for Analytics	3	CIS 4400	Data Warehousing for Analytics	3

<b>Elective Courses</b>		<b>9</b>	<b>Elective Courses</b>		<b>9</b>
CIS 3100	Object-Oriented Programming I	3	CIS 3100	Object-Oriented Programming I	3
CIS 3150	Introduction to Semantic Technologies	3	CIS 3150	Introduction to Semantic Technologies	3
CIS 3710	Foundations of Business Analytics	3	CIS 3710	Foundations of Business Analytics	3
CIS 4093	Special Topics in CIS (with permission)	3	CIS 4093	Special Topics in CIS (with permission)	3
CIS 4170 / STA 4170	Data Visualization	3	CIS 4170 / STA 4170	Data Visualization	3
STA 3154	Business Statistics II	3	STA 3154	Business Statistics II	3
STA <del>3155</del>	Regression and Forecasting Models for Business Applications	3	STA <u>4155</u>	Regression and Forecasting Models for Business Applications	3
STA 4920	Advanced Data Mining	3	STA 4920	Advanced Data Mining	3
OPR 3450	Quantitative Decision Making for Business I	3	OPR 3450	Quantitative Decision Making for Business I	3
OPR 3451	Quantitative Decision Making for Business II	3	OPR 3451	Quantitative Decision Making for Business II	3
MKT 4123	Marketing Web Analytics and Intelligence	3	MKT 4123	Marketing Web Analytics and Intelligence	3
MKT 4561	Marketing Analytics	3	MKT 4561	Marketing Analytics	3

Rationale: STA 3155 is now significantly revised and re-numbered as STA 4155.

**All: 1.2 The following revisions are proposed for the Minor in Data Analytics for business majors**

<b>FROM</b>			<b>TO</b>		
<b>Minor in Data Analytics for business majors</b>			<b>Minor in Data Analytics for business majors</b>		
Course	Description	Crd	Course	Description	Crd
Required Courses (6 Credits)			Required Courses (6 Credits)		
CIS 2300	Programming and Computational Thinking	3	CIS 2300	Programming and Computational Thinking	3
CIS 3920 / STA 3920	Data Mining for Business Analytics	3	CIS 3920 / STA 3920	Data Mining for Business Analytics	3
Elective Courses (3 Credits)			Elective Courses (3 Credits)		
CIS 3120	Programming for Analytics	3	CIS 3120	Programming for Analytics	3
CIS 3400	Database Management I	3	CIS 3400	Database Management I	3
CIS 4170 / STA 4170	Data Visualization	3	CIS 4170 / STA 4170	Data Visualization	3
CIS 4400	Data Warehousing for Analytics	3	CIS 4400	Data Warehousing for Analytics	3
STA 3154	Business Statistics II	3	STA 3154	Business Statistics II	3
<del>STA 3155</del>	Regression and Forecasting Models for Business Applications	3	STA <u>4155</u>	Regression and Forecasting Models for Business Applications	3
MKT 4123	Marketing Web Analytics and Intelligence	3	MKT 4123	Marketing Web Analytics and Intelligence	3
MKT 4561	Marketing Analytics	3	MKT 4561	Marketing Analytics	3
MGT 3500*	Management Science	3	MGT 3500*	Management Science	3
OPR 3450*	Quantitative Decision Making for Business I	3	OPR 3450*	Quantitative Decision Making for Business I	3
* Students receiving credit for MGT 3500 will not receive credit for OPR 3450.					

Rationale: STA 3155 is now significantly revised and re-numbered as STA 4155.

**All: 1.3 The following revisions are proposed for the Minor in Quantitative Methods and Modeling for business majors**

<b>From:</b>		<b>To:</b>			
<b>Minor in Quantitative Methods and Modeling for business majors</b>		<b>Minor in Quantitative Methods and Modeling for business majors</b>			
Course	Description	Crd	Course	Description	Crd
Required Courses			<u>Choose any three of the following (All Prerequisites must be satisfied): 9 credits</u>		
OPR 3450	Quantitative Decision Making for Business I	3	<u>STA 3000</u>	<u>Statistical Computing</u>	<u>3</u>
OR			STA 3154	Business Statistics II	3
OPR 3300	Quantitative Methods for Accounting	3	<u>CIS/STA 3920</u>	<u>Data Mining for Business Analytics</u>	<u>3</u>
<del>STA 3155</del>	Regression and Forecasting Models for Business Applications	3	STA 4000	Introduction to SAS Programming	3
CIS 3400	Database Management Systems I	3	<u>STA 4155</u>	Regression and Forecasting Models for Business Applications	3
CIS 4100	Object Oriented Programming II	3	<u>STA 4920</u>	<u>Advanced Data Mining</u>	<u>3</u>
STA 3154	Business Statistics II	3	STA 5000	Independent Study in Operations Research	3
STA 4000	Introduction to SAS Programming	3	CIS 3400	Database Management Systems I	3
STA 5000	Independent Study in Operations Research	3	CIS 4100	Object Oriented Programming II	3
OPR 3453	Bayesian Statistical Inference and Decision Making	3	OPR 3300 or OPR 3450	Quantitative Methods for Accounting Quantitative Decision Making for Business I	3 3
OPR 4470	Special Topics in Operations Research	3	OPR 3451	Quantitative Decision Making for Business II	3
OPR 3452	System Simulation	3	OPR 3452	System Simulation	3
OPR 3451	Quantitative Decision Making for Business II	3	OPR 3453	Bayesian Statistical Inference and Decision Making	3
			OPR 4470	Special Topics in Operations Research	3

Rationale: The department approved STA 3000 in Fall 2018 and updated STA 4155 in Spring 2019. We are updating our QMM minor with these courses along with STA 3920 and STA 4920.

**All: 1.4 The following revisions are proposed for the Minor in Statistics for Business majors**

<b>From: Minor in Statistics for business majors</b>			<b>To: Minor in Statistics for business majors</b>		
Course	Description	Crd	Course	Description	Crd
<del>Required Courses</del>			<u>Choose any three of the following (All Prerequisites must be satisfied): 9 credits</u>		
STA 3154	Business Statistics II	3	<u>STA 3000</u>	<u>Statistical Computing</u>	<u>3</u>
<del>Two courses selected from the following</del>			STA 3154	Business Statistics II	3
OPR 3450	Quantitative Decision Making for Business I	3	STA 3156	Sampling Theory and Practice	3
STA 3155	Regression and Forecasting Models for Business Applications	3	<u>CIS/STA 3920</u>	<u>Data Mining for Business Analytics</u>	<u>3</u>
STA 3156	Sampling Theory and Practice	3	STA 4000	Introduction to SAS Programming	3
STA 4000	Introduction to SAS Programming	3	STA <u>4155</u>	Regression and Forecasting Models for Business Applications	3
STA 4370	Special Topics in Applied Statistics	3	STA 4370	Special Topics in Applied Statistics	3
			<u>STA 4920</u>	<u>Advanced Data Mining</u>	<u>3</u>
			OPR 3450	Quantitative Decision Making for Business I	3

Rationale: The department approved STA 3000 in Fall 2018 and updated STA 4155 in Spring 2019. We are updating our Statistics minor with these courses along with addition of STA 3920 and STA 4920.

**All: 1.5 The following revisions are proposed for business minors for non-business majors in Statistics and Quantitative Modeling (3 courses)**

<b>From:</b>			<b>To:</b>		
<b>Minor in Statistics and Quantitative Modeling for non-business majors</b>			<b>Minor in Statistics and Quantitative Modeling for non-business majors</b>		
Course	Description	Crd	Course	Description	Crd
Choose any three of the following (All Prerequisites must be satisfied):		9	Choose any three of the following (All Prerequisites must be satisfied):		9
STA 3154	Business Statistics II	3	<u>STA 3000</u>	<u>Statistical Computing</u>	<u>3</u>
STA <del>3155</del>	Regression and Forecasting Models for Business Applications	3	STA 3154	Business Statistics II	3
OPR 3300	Quantitative Methods for Accounting	3	<u>CIS/STA 3920</u>	<u>Data Mining for Business Analytics</u>	<u>3</u>
OR			<u>STA 4000</u>	<u>Introduction to SAS Programming</u>	<u>3</u>
OPR 3450	Quantitative Decision Making for Business I	3	<u>STA 4155</u>	Regression and Forecasting Models for Business Applications	3
<del>CIS 3100</del>	<del>Object Oriented Programming I</del>	<del>3</del>	<u>STA 4920</u>	<u>Advanced Data Mining</u>	<u>3</u>
			OPR 3300 or OPR 3450	Quantitative Methods for Accounting  Quantitative Decision Making for Business I	3  3

Rationale: STA 3155 has been revamped and is re-numbered to STA 4155 and has a pre-req of STA 3000. This proposal reflects this changes and electives of STA 3920/4000/4920 are added. CIS 3100 is removed since STA 3000 now provides the statistical programming background that STAT majors need.



Rationale: Entrepreneurship refers to the ability to see and the willingness to pursue opportunity where others see chaos, contradiction, and confusion. In today's uncertain world, success is defined not just by what we know, but also by how well we can respond to new challenges as they arise by creating and implementing novel solutions to them. Whether in the context of a new venture, a large established company, a non-profit organization, or a government agency, whether in the field of technology, finance, health, education, or the arts, entrepreneurial thinking can be applied to conceive of and deliver new value in new ways to users, beneficiaries, customers, and society-at-large. Such an approach to thinking about opportunity requires a broad skill set, including creativity, empathy, insight, resourcefulness, and design, as well as the courage to act upon one's ideas. Thus, consistent with Baruch College's goal to "review and reimagine its curriculum to better prepare its students to be local, national, and global leaders capable of solving difficult and multi-faceted problems ... to ensure that graduates of any of Baruch's academic programs are well prepared for success, leadership, and rewarding careers," as laid out in Baruch College's new 2018-2023 Strategic Plan, the entrepreneurship faculty is embarking on a major revision of the **Minor in Entrepreneurship for Business Majors**. This new minor will shift the program's current focus from the formation and management of small/family businesses to the development of an "entrepreneurial mindset" that can be applied to all individual and organizational settings. We believe such a focus not only is more faithful to the fundamental essence of what entrepreneurship really is, but given the varied interests and aspirations of our students, could be of great value to all Baruch College students as they seek to navigate and respond creatively to the challenges they will face in their personal and professional lives. The **Minor in Entrepreneurship for Business Majors** consists of the following three required courses:

1. Developing an Entrepreneurial Mindset (MGT 3950, 3 cr., ZTC). In this new course, students will develop a cognitive, emotional, and behavioral understanding of entrepreneurship.
2. Creating Entrepreneurial Opportunities (MGT 3951, 3 cr., ZTC). In this new course, students will explore the basis for recognizing, discovering, and creating entrepreneurial opportunities.
3. Designing for Innovation (MGT 4952, 3 cr., ZTC). In this new course, students will learn how to transform an abstract idea into a physical concept that has value to an intended audience.

**All: 2.2 The following revisions are proposed for the Minor in Entrepreneurship for non-business majors**

<b>From:</b>		<b>Entrepreneurship Minor for non-business majors</b>		<b>To:</b>		<b>Entrepreneurship Minor for non-business majors</b>	
Course	Description	Crd	Course	Description	Crd		
Required Courses		3	Required Courses		<u>9</u>		
<del>MGT 3960(3860)</del>	<del>Entrepreneurship Management</del>	<del>3</del>	<u>MGT 3950</u>	<u>Developing an Entrepreneurial Mindset</u>	<u>3</u>		
			<u>MGT 3951</u>	<u>Creating Entrepreneurial Opportunities</u>	<u>3</u>		
<del>Elective Courses</del>		<del>Crd</del>	<u>MGT 4952</u>	<u>Designing for Innovation</u>	<u>3</u>		
<del>Students must take two additional courses from the following list:</del>		<del>6</del>					
<del>MGT 4961(4862)</del>	<del>Entrepreneurial Experiences</del>	<del>3</del>					
<del>MGT 4962(4867)</del>	<del>Family Business Management</del>	<del>3</del>					
<del>MGT 4968</del>	<del>Critical Conversations for Entrepreneurs: Selling and Negotiating</del>	<del>3</del>					
<del>MGT 4969</del>	<del>Social Entrepreneurship</del>	<del>3</del>					

Rationale: Entrepreneurship refers to the ability to see and the willingness to pursue opportunity where others see chaos, contradiction, and confusion. In today's uncertain world, success is defined not just by what we know, but also by how well we can respond to new challenges as they arise by creating and implementing novel solutions to them. Whether in the context of a new venture, a large established company, a non-profit organization, or a government agency, whether in the field of technology, finance, health, education, or the arts, entrepreneurial thinking can be applied to conceive of and deliver new value in new ways to users, beneficiaries, customers, and society-at-large. Such an approach to thinking about opportunity requires a broad skill set, including creativity, empathy, insight, resourcefulness, and design, as well as the courage to act upon one's ideas. Thus, consistent with Baruch College's goal to "review and reimagine its curriculum to better prepare its students to be local, national, and global leaders capable of solving difficult and multi-faceted problems ... to ensure that graduates of any of Baruch's academic programs are well prepared for success, leadership, and rewarding careers," as laid out in Baruch College's new 2018-2023 Strategic Plan, the entrepreneurship faculty is embarking on a major revision of the **Minor in Entrepreneurship for Non-Business Majors**. This new minor will shift the program's current focus from the formation and management of small/family businesses to the development of an "entrepreneurial mindset" that can be applied to all individual and organizational settings. We believe such a focus not only is more faithful to the fundamental essence of what entrepreneurship really is, but given the varied interests and aspirations of our students, could be of great value to all Baruch College students as they seek to navigate and respond creatively to the challenges they will face in their personal and professional lives. The **Minor in Entrepreneurship for Non-Business Majors** consists of the following three required courses:

1. Developing an Entrepreneurial Mindset (MGT 3950, 3 cr., ZTC). In this new course, students will develop a cognitive, emotional, and behavioral understanding of entrepreneurship.
2. Creating Entrepreneurial Opportunities (MGT 3951, 3 cr., ZTC). In this new course, students will explore the basis for recognizing, discovering, and creating entrepreneurial opportunities.
3. Designing for Innovation (MGT 4952, 3 cr., ZTC). In this new course, students will learn how to transform an abstract idea into a physical concept that has value to an intended audience.

## Section AIV: New Courses

### AIV: 1.1

<b>CUNYfirst Course ID</b>															
<b>Department(s)</b>	Narendra Paul Loomba Department Management														
<b>Career</b>	<input checked="" type="checkbox"/> Undergraduate <input type="checkbox"/> Graduate														
<b>Academic Level</b>	<input checked="" type="checkbox"/> Regular <input type="checkbox"/> Compensatory <input type="checkbox"/> Developmental <input type="checkbox"/> Remedial														
<b>Subject Area</b>	Entrepreneurship														
<b>Course Prefix</b>	MGT														
<b>Course Number</b>	3950														
<b>Course Title</b>	Developing an Entrepreneurial Mindset														
<b>Catalogue Description</b>	This Entrepreneurial Mindset course is for every student looking to develop a creative, ingenious attitude to succeed in any environment and is not only for students looking to start or run their own business. In this course students will develop the Cognitive, Emotional, and Behavioral understanding of the entrepreneurial mindset. The entrepreneurial mindset refers to the ability to develop, recognize and pursue creative and innovative ideas in a well thought out manner, and to solve problems with an open and flexible attitude. Students will learn experientially the role and importance of empathy, human centered introspection and self-awareness along with the ability to act rapidly, creatively, and with multiple strategies in dynamic environments under both certain and uncertain conditions.														
<b>Pre/ Co Requisites</b>	None; No ZICK; No ZKTP.														
<b>Credits</b>	3														
<b>Contact Hours</b>	3														
<b>Liberal Arts</b>	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No														
Course Attribute (e.g. Writing Intensive, Honors, etc)															
<b>Course Applicability</b>	<table border="1"> <tr> <td><input checked="" type="checkbox"/> Major</td> <td><input type="checkbox"/> Gen Ed - Flexible</td> <td><input type="checkbox"/> Gen Ed - College Option</td> </tr> <tr> <td><input type="checkbox"/> Gen Ed Required</td> <td><input type="checkbox"/> World Cultures</td> <td rowspan="5">College Option Detail _____</td> </tr> <tr> <td><input type="checkbox"/> English Composition</td> <td><input type="checkbox"/> US Experience in its Diversity</td> </tr> <tr> <td><input type="checkbox"/> Mathematics</td> <td><input type="checkbox"/> Creative Expression</td> </tr> <tr> <td><input type="checkbox"/> Science</td> <td><input type="checkbox"/> Individual and Society</td> </tr> <tr> <td></td> <td><input type="checkbox"/> Scientific World</td> </tr> </table>	<input checked="" type="checkbox"/> Major	<input type="checkbox"/> Gen Ed - Flexible	<input type="checkbox"/> Gen Ed - College Option	<input type="checkbox"/> Gen Ed Required	<input type="checkbox"/> World Cultures	College Option Detail _____	<input type="checkbox"/> English Composition	<input type="checkbox"/> US Experience in its Diversity	<input type="checkbox"/> Mathematics	<input type="checkbox"/> Creative Expression	<input type="checkbox"/> Science	<input type="checkbox"/> Individual and Society		<input type="checkbox"/> Scientific World
<input checked="" type="checkbox"/> Major	<input type="checkbox"/> Gen Ed - Flexible	<input type="checkbox"/> Gen Ed - College Option													
<input type="checkbox"/> Gen Ed Required	<input type="checkbox"/> World Cultures	College Option Detail _____													
<input type="checkbox"/> English Composition	<input type="checkbox"/> US Experience in its Diversity														
<input type="checkbox"/> Mathematics	<input type="checkbox"/> Creative Expression														
<input type="checkbox"/> Science	<input type="checkbox"/> Individual and Society														
	<input type="checkbox"/> Scientific World														
<b>Effective Term</b>	Fall 2020														

Rationale:

In this course, students will learn how to develop an entrepreneurial mindset by understanding and practicing its cognitive, emotional, and behavioral elements. Students will learn experientially how to develop an ingenious attitude to solve problems in a flexible and well thought out manner and to develop, recognize, and implement innovative ideas that also express their creativity – an ability relevant to succeed in contexts related to entrepreneurship and beyond.

We expect to offer MGT 3950 every semester as single sections each with a maximum enrollment of 40 students and we will offer additional sections, as needed.

**AIV. 1.2**

<b>CUNYfirst Course ID</b>	
<b>Department(s)</b>	Narendra P. Loomba Department Management
<b>Career</b>	<input checked="" type="checkbox"/> Undergraduate <input type="checkbox"/> Graduate
<b>Academic Level</b>	<input checked="" type="checkbox"/> Regular <input type="checkbox"/> Compensatory <input type="checkbox"/> Developmental <input type="checkbox"/> Remedial
<b>Subject Area</b>	Entrepreneurship
<b>Course Prefix</b>	MGT
<b>Course Number</b>	3951
<b>Course Title</b>	Creating Entrepreneurial Opportunities
<b>Catalogue Description</b>	This course explores how opportunities for creating new value in new ways are identified. The different pathways to opportunity (i.e., recognition, discovery, and creation) are examined as a function of the interaction between the individual and the environment. Students will develop an inventory of potential opportunities and then identify the one most worth pursuing based on a combination of characteristics of the individual and the opportunity. With the chosen opportunity in mind, students will develop a user-driven value proposition that articulates how they intend to create value, which they will present at the end of the course.
<b>Pre/ Co Requisites</b>	MGT 3950 (pre- or co-requisite); No ZICK; No ZKTP.
<b>Credits</b>	3
<b>Contact Hours</b>	3
<b>Liberal Arts</b>	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
<b>Course Attribute (e.g. Writing Intensive, Honors, etc)</b>	

<b>Course Applicability</b>	<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 <hr/>
<b>Effective Term</b>	Fall 2020		

**Rationale:** In this course, students will learn how to recognize, discover, and create opportunities based on the interaction between the individual and the environment. Students will then learn how to differentiate among those opportunities based on a combination of characteristics of the individual and the opportunity and then articulate how they might create value, for themselves and others, by exploiting that opportunity.

We expect to offer MGT 3951 every semester as single sections each with a maximum enrollment of 40 students and we will offer additional sections, as needed.

### AIV 1.3

<b>CUNYfirst Course ID</b>	
<b>Department(s)</b>	Narendra P. Loomba Department Management
<b>Career</b>	<input checked="" type="checkbox"/> Undergraduate <input type="checkbox"/> Graduate
<b>Academic Level</b>	<input checked="" type="checkbox"/> Regular <input type="checkbox"/> Compensatory <input type="checkbox"/> Developmental <input type="checkbox"/> Remedial
<b>Subject Area</b>	Entrepreneurship
<b>Course Prefix</b>	MGT
<b>Course Number</b>	MGT 3964
<b>Course Title</b>	Entrepreneurial Teams, Networks, and Alliances
<b>Catalogue Description</b>	This course is designed to improve student understanding of the behavior of individuals in the context of teams, networks, and alliances. It incorporates tools for diagnosing and enhancing individual and team effectiveness. It will increase your understanding of how successful business executives lead teams. You will be exposed to leadership situations that include learning to deal with conflict, employee and customer satisfaction issues, synergy potential and change. This course examines the people, structure, and systems characteristics that influence the effectiveness of teams. It will help to answer such questions as: (1) How are outstanding teams developed? (2) How does someone become a good teammate? (3) How does one effectively lead teams. (4) How do you

	deal with team conflict? (5) How is team performance enhanced? This course will help you understand the general principles and processes of effective team leadership and how to make team performance more entrepreneurial. You will appreciate the importance of team and leadership skills to your career success.		
<b>Pre/ Co Requisites</b>	None; No ZICK; No ZKTP; Not open to students who completed MGT 4963 (formerly MGT 4861).		
<b>Credits</b>	3		
<b>Contact Hours</b>	3		
<b>Liberal Arts</b>	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No		
<b>Course Attribute (e.g. Writing Intensive, Honors, etc)</b>			
<b>Course Applicability</b>	<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 _____
<b>Effective Term</b>	Fall 2020		

**Rationale:** The Entrepreneurship faculty group is embarking on a major revision of our BBA Major in Entrepreneurship that will be available to all Baruch College students across campus. A course on teamwork which also covers networking and alliances is a perfect fit for the journey of an entrepreneur, and it aligns well with the leadership and management of all organizations. Also it fits the most recent iteration of Baruch's Strategic Plan in Goal III where it states that: "The Focus of Baruch's Renewed Curriculum" is to integrate the development of certain core competencies including "Teamwork, social intelligence, and interpersonal relationship skills."

Whether it's a team in an entrepreneurial organization or a more traditional enterprise that seeks its teams to become more entrepreneurial, a fundamental understanding of how teams work and how they can be optimized for improved performance is key. Baruch College students can benefit from developing an entrepreneurial perspective related to teamwork as they will be placed in teams in their careers and will be asked to contribute to and sometimes lead their team's performance. The people structure and systems of teams will be covered, particularly related to seeing and acting on opportunity.

We expect to offer MGT 3964 every year as single sections each with a maximum enrollment of 40 students and we will offer additional sections, as needed.

**AIV. 1.4**

<b>CUNYfirst Course ID</b>				
<b>Department(s)</b>	Narendra Paul Loomba Department Management			
<b>Career</b>	<input checked="" type="checkbox"/> Undergraduate <input type="checkbox"/> Graduate			
<b>Academic Level</b>	<input checked="" type="checkbox"/> Regular <input type="checkbox"/> Compensatory <input type="checkbox"/> Developmental <input type="checkbox"/> Remedial			
<b>Subject Area</b>	Entrepreneurship			
<b>Course Prefix</b>	MGT			
<b>Course Number</b>	3971			
<b>Course Title</b>	Multicultural Entrepreneurial Experiences			
<b>Catalogue Description</b>	This course will explore the reasons individuals become entrepreneurs; how their gender and/or gender identification and expression, ethnicity, family culture, place of birth, and geographic location influence their entrepreneurial journey; the aspects that hinder and/or thrive an entrepreneurial mindset; and the overall reasons for pursuing an entrepreneurial life. Students will develop a sensitivity to the diverse entrepreneurial population worldwide, and learn the necessary skills to succeed in multicultural environments.			
<b>Pre/ Co Requisites</b>	None; No ZICK; No ZKTP; Not open to students who completed MGT 4961 (formerly MGT 4862).			
<b>Credits</b>	3			
<b>Contact Hours</b>	3			
<b>Liberal Arts</b>	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No			
<b>Course Attribute (e.g. Writing Intensive, Honors, etc)</b>				
<b>Course Applicability</b>	<table border="0" style="width: 100%;"> <tr> <td style="width: 33%; vertical-align: top;"> <input checked="" type="checkbox"/> Major  <input type="checkbox"/> Gen Ed Required  <input type="checkbox"/> English Composition  <input type="checkbox"/> Mathematics  <input type="checkbox"/> Science             </td> <td style="width: 33%; vertical-align: top;"> <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             </td> <td style="width: 33%; vertical-align: top;"> <input type="checkbox"/> Gen Ed - College Option                  College Option Detail  <hr/> </td> </tr> </table>	<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 <hr/>
<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 <hr/>		
<b>Effective Term</b>	Fall 2020			

**Rationale:** In order to assist students in grasping the full spectrum of entrepreneurship, this course will address unique entrepreneurial journeys. The Multicultural Entrepreneurial Experiences will provide students with the awareness and knowledge needed to succeed in any environment and taking in consideration all backgrounds. The course will focus on analyzing the challenges and rewards faced by every entrepreneur, including immigrants, minorities, and various gender identities. It will help students develop the empathy, resilience, strength, and knowledge needed to be successful entrepreneurs.

We expect to offer MGT 3971 every year as single sections each with a maximum enrollment of 40 students and we will offer additional sections, as needed.

### AIV.1.5

<b>CUNYfirst Course ID</b>				
<b>Department(s)</b>	Narendra P. Loomba Department Management			
<b>Career</b>	<input checked="" type="checkbox"/> Undergraduate <input type="checkbox"/> Graduate			
<b>Academic Level</b>	<input checked="" type="checkbox"/> Regular <input type="checkbox"/> Compensatory <input type="checkbox"/> Developmental <input type="checkbox"/> Remedial			
<b>Subject Area</b>	Entrepreneurship			
<b>Course Prefix</b>	MGT			
<b>Course Number</b>	4952			
<b>Course Title</b>	Designing for Innovation			
<b>Catalogue Description</b>	In this design-focused course, creative theories will be translated into practical applications as students find and design solutions to real world problems. In doing so, this course will expose students to a variety of prototyping technologies; however, no prior technical knowledge is required. By emphasizing human-centric design practices and a “maker mindset,” students will learn how to validate an idea by creating, testing, refining, and presenting a physical prototype that has value to their target audience. The course utilizes an “active learning,” interdisciplinary approach in which students will engage in a combination of instructor-led and self-guided work both inside and outside of the classroom.			
<b>Pre/ Co Requisites</b>	MGT 3950 and MGT 3951; No ZICK; No ZKTP.			
<b>Credits</b>	3			
<b>Contact Hours</b>	3			
<b>Liberal Arts</b>	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No			
<b>Course Attribute (e.g. Writing Intensive, Honors, etc)</b>				
<b>Course Applicability</b>	<table border="0" style="width: 100%;"> <tr> <td style="width: 33%; vertical-align: top;"> <input checked="" type="checkbox"/> Major   <input type="checkbox"/> Gen Ed Required  <input type="checkbox"/> English Composition  <input type="checkbox"/> Mathematics  <input type="checkbox"/> Science         </td> <td style="width: 33%; vertical-align: top;"> <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         </td> <td style="width: 33%; vertical-align: top;"> <input type="checkbox"/> Gen Ed - College Option            College Option Detail            _____         </td> </tr> </table>	<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 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 _____		
<b>Effective Term</b>	Fall 2020			

**Rationale:** In this course, students will learn how to validate an identified real world problem by creating, testing, refining, and presenting a prototype of their intended solution. By emphasizing human-centric design practices and a “maker mindset,” students will focus on creating physical manifestations of their abstract ideas and determining if their problem-solution dynamic has value to their target audience. The course utilizes an “active learning,” interdisciplinary approach in which students will engage in a combination of instructor-led and self-guided work both inside and outside of the classroom.

We expect to offer MGT 4952 every semester as single sections each with a maximum enrollment of 40 students and we will offer additional sections, as needed.

**AIV. 1.6**

<b>CUNYfirst Course ID</b>				
<b>Department(s)</b>	Narendra Paul Loomba Department Management			
<b>Career</b>	<input checked="" type="checkbox"/> Undergraduate <input type="checkbox"/> Graduate			
<b>Academic Level</b>	<input checked="" type="checkbox"/> Regular <input type="checkbox"/> Compensatory <input type="checkbox"/> Developmental <input type="checkbox"/> Remedial			
<b>Subject Area</b>	Entrepreneurship			
<b>Course Prefix</b>	MGT			
<b>Course Number</b>	4954			
<b>Course Title</b>	New Venture Funding			
<b>Catalogue Description</b>	This course will explore the various ways a business can raise funds for an entrepreneurial venture. The funding sources discussed will be diverse ranging from angel investors to venture capitalists to non-profits to debt financing. The course will identify how these funding sources differ, what the risks and rewards are, and how the nature of the venture affects the funding source. Though quantitative concepts such as forecasting and valuations will be discussed, the class will mainly emphasize the qualitative issues to consider when raising funds.			
<b>Pre/ Co Requisites</b>	Pre-requisites: FIN 3000; No ZICK; No ZKTP.			
<b>Credits</b>	3			
<b>Contact Hours</b>	3			
<b>Liberal Arts</b>	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No			
<b>Course Attribute (e.g. Writing Intensive, Honors, etc)</b>				
<b>Course Applicability</b>	<table border="0" style="width: 100%;"> <tr> <td style="width: 33%; vertical-align: top;"> <input checked="" type="checkbox"/> Major   <input type="checkbox"/> Gen Ed Required  <input type="checkbox"/> English Composition  <input type="checkbox"/> Mathematics  <input type="checkbox"/> Science             </td> <td style="width: 33%; vertical-align: top;"> <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             </td> <td style="width: 33%; vertical-align: top;"> <input type="checkbox"/> Gen Ed - College Option                  College Option Detail                  _____                  _____             </td> </tr> </table>	<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 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 _____ _____		
<b>Effective Term</b>	Fall 2020			

**Rationale:** Launching a new venture often necessitates navigating through myriad funding sources. As such, entrepreneurship students must be aware of the different types of funding alternatives and how these alternatives differ with respect to their risks, rewards, and effects on the venture. This is not an Entrepreneurial Finance or Venture Capital course per se. Rather, this course will link financial and business concepts so as to help student make valuable connections between the topics learned from their accounting, finance, and entrepreneurship courses. Topics such as financial statements and valuations will be discussed primarily for

the purposes of understanding the mindset of funders and their motivation for making an investment. Understanding this mindset will enable students to approach fundraising strategically. The content of the course will, therefore, be focused around the financial tools/methods to analyze a business's performance and how to create forecasts dependent on the type of funding sought, the various types of debt, equity, and crowdfunding investors available to entrepreneurs, and the mindset, preparation, and proper governance needed to raise funding.

We expect to offer MGT 4954 every year as single sections each with a maximum enrollment of 40 students and we will offer additional sections, as needed.

### AIV. 1.7

<b>CUNYfirst Course ID</b>	
<b>Department(s)</b>	Narendra Paul Loomba Department Management
<b>Career</b>	<input checked="" type="checkbox"/> Undergraduate <input type="checkbox"/> Graduate
<b>Academic Level</b>	<input checked="" type="checkbox"/> Regular <input type="checkbox"/> Compensatory <input type="checkbox"/> Developmental <input type="checkbox"/> Remedial
<b>Subject Area</b>	Entrepreneurship
<b>Course Prefix</b>	MGT
<b>Course Number</b>	4960
<b>Course Title</b>	New Venture Management
<b>Catalogue Description</b>	This course is designed to provide students with an understanding of the ways in which individuals manage new ventures. Each student will build on their learning from MGT 3950 and apply the theoretical and practical knowledge of new venture management to a venture idea of their choosing. Concepts covered in this class include, but are not limited to, setting up the venture, communicating the opportunity, establishing and managing a company culture, managing people, financing and resources, hiring, training, and leading in a changing environment.
<b>Pre or Co Requisites</b>	Pre-requisites MGT 3950; No ZICK; No ZKTP; Not open to students who completed MGT 3960 Entrepreneurship Management prior to Fall 2020.
<b>Credits</b>	3
<b>Contact Hours</b>	3
<b>Liberal Arts</b>	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
<b>Course Attribute (e.g. Writing Intensive, Honors, etc)</b>	

<b>Course Applicability</b>	<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 <hr/>
<b>Effective Term</b>	Fall 2020		

**Rationale:** This course will be an elective for the entrepreneurship major in order to provide students an understanding of the ways in which entrepreneurship (i.e., the ability to see and the willingness to pursue opportunity where others see chaos, contradiction, and confusion) can be applied to the managing of an entrepreneurial venture. To achieve this end, an entrepreneurial venture is defined as more than a small business as we defined it decades ago, more than a family business, more than a franchise but rather to encompass those ventures and non-corporate environments offered in today's world. Students will have wide latitude to define and describe the entrepreneurial ventures they seek to "manage" in this class. In so doing, this course will emphasize the skills, tools, and knowledge necessary to actively manage a new venture. Cases, application exercises, discussion and role plays will be used to actively apply the knowledge to a specific venture of the student's choosing. These assignments will also serve to improve each student's visual, written, and oral communication skills as these are crucial in managing a new venture.

We expect to offer MGT 4960 every year as single sections each with a maximum enrollment of 40 students and we will offer additional sections, as needed.

#### AIV. 1.8

<b>CUNYfirst Course ID</b>	
<b>Department(s)</b>	Narendra P. Loomba Department Management
<b>Career</b>	<input checked="" type="checkbox"/> Undergraduate <input type="checkbox"/> Graduate
<b>Academic Level</b>	<input checked="" type="checkbox"/> Regular <input type="checkbox"/> Compensatory <input type="checkbox"/> Developmental <input type="checkbox"/> Remedial
<b>Subject Area</b>	Entrepreneurship
<b>Course Prefix</b>	MGT
<b>Course Number</b>	5985
<b>Course Title</b>	Entrepreneurship in the Wild
<b>Catalogue Description</b>	This capstone course takes an experiential approach to entrepreneurship by challenging students to

	engage in research-based problem-solving in order to create a solution to a real-world problem. Students will chronicle their experience from idea development to execution and then present the results of their entrepreneurial journey at the end of the course.		
<b>Pre/ Co Requisites</b>	Registration for MGT 5985 is open only to students with senior status and who have completed all course Pre-requisites: MGT 3950, MGT 3951, and MGT 4952		
<b>Credits</b>	3		
<b>Contact Hours</b>	3		
<b>Liberal Arts</b>	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No		
<b>Course Attribute (e.g. Writing Intensive, Honors, etc)</b>	Communication-Intensive		
<b>Course Applicability</b>	<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 <hr/>
<b>Effective Term</b>	Fall 2020		

**Rationale:** The revised entrepreneurship major will include a new set of four required core courses designed to challenge students to [1] develop a cognitive, emotional, and behavioral understanding of entrepreneurship, [2] explore the various pathways to entrepreneurial opportunities, [3] transform an abstract idea into a physical concept that has value to an intended audience, and [4] execute on their own entrepreneurial idea. In this capstone course, students will engage in research-based problem-solving in order to create a solution to a real-world problem. In so doing, this experiential course will serve as the capstone for entrepreneurship majors, providing them with an awareness of and appreciation for the effort and risk associated with entrepreneurship as well as with a tangible output by which they can communicate what they have learned about entrepreneurship to prospective employers and/or leverage as a post-graduation career choice.

We expect to offer MGT 5985 every semester as single sections each with a maximum enrollment of 28 students (because this is a “communication intensive course”) and we will offer additional sections, as needed.

## Section AV: Changes in Existing Courses

AV:1 Changes in course number, course description, and prerequisites offered in the Paul H. Chook Department of Information Systems & Statistics

<b>CUNYFirst Course ID</b>	0904655		
<b>FROM</b>		<b>TO</b>	
<b>Departments</b>	Paul H. Chook Department of Information Systems & Statistics		Paul H. Chook Department of Information Systems & Statistics
<b>Course</b>	STA <del>3155</del> Regression and Forecasting Models for Business Applications	<b>Course</b>	STA <u>4155</u> Regression and Forecasting Models for Business Applications
<b>Pre-requisite</b>	STA 2000	<b>Pre-requisite</b>	(STA 3000 or CIS 2300) and (ZICK/ZKTP)
<b>Hours</b>	3	<b>Hours</b>	3
<b>Credits</b>	3	<b>Credits</b>	3
<b>Description</b>	<del>Multiple regression and forecasting as applied to business, using the statistical packages "SAS" and "R". Among the topics covered are multiple regression models: including curvilinear regression, dummy variables, and logistic regression, and time series models: including the classical multiplicative model, moving averages, exponential smoothing, and the autoregressive model.</del>	<b>Description</b>	This is an applied statistics course on regression and time series models. This course is data driven and makes extensive use of statistical packages such as SAS or R. The topics covered include simple linear and multiple linear and curvilinear regression, binary and polytomous logistic regression, and time series models. The latter include moving average, autoregressive, and ARMA models. All of these topics are illustrated with business applications and other data.
<b>Requirement Designation</b>	Business	<b>Requirement Designation</b>	Business
<b>Liberal Arts</b>	[ ] Yes [ x ] No	<b>Liberal Arts</b>	[ ] Yes [ x ] No
<b>Course Attribute (e.g. Writing Intensive, Honors, etc)</b>		<b>Course Attribute (e.g. Writing Intensive, Honors, etc)</b>	

<b>Course Applicability</b>	<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 _____	<b>Course Applicability</b>	<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 _____
<b>Effective Term</b>			

**Rationale:** The logistic regression and the time series components have been expanded to cover more advanced topics including polytomous logistic regression and the corresponding residual analysis and ARMA models. The new course is data driven and will make use intensive use of a statistical package such as R or SAS. For this reason, the new pre-requisites are STA 3000 or CIS 2300.

**AV:2 Changes to course title to be offered in the Department of Law**

<b>CUNYFirst Course ID</b>	092413		
<b>FROM</b>		<b>TO</b>	
<b>Departments</b>	Law	<b>Departments</b>	Law
<b>Course</b>	LAW 3107 <del>The Law of Business Regulation</del>	<b>Course</b>	LAW 3107 <u>Antitrust and Competition Law</u>
<b>Pre or co requisite</b>	Law 1101 and Eco 1001	<b>Pre or co requisite</b>	Law 1101 and Eco 1001
<b>Hours</b>	3	<b>Hours</b>	3
<b>Credits</b>	3	<b>Credits</b>	3
<b>Description</b>	The legal aspects of regulating the American enterprise system are studied. Problems arising from monopolistic practices, contracts in restraint of trade, mergers, and intracorporate conspiracy are analyzed. The function of the courts, government, and private parties are considered, together with the civil and criminal liability of the enterprise and its management. Topics to be included are antitrust economics, the role of the Federal Trade Commission, antitrust exemptions, and deregulation.	<b>Description</b>	The legal aspects of regulating the American enterprise system are studied. Problems arising from monopolistic practices, contracts in restraint of trade, mergers, and intracorporate conspiracy are analyzed. The function of the courts, government, and private parties are considered, together with the civil and criminal liability of the enterprise and its management. Topics to be included are antitrust economics, the role of the Federal Trade Commission, antitrust exemptions, and deregulation.
<b>Requirement Designation</b>	Business	<b>Requirement Designation</b>	Business
<b>Liberal Arts</b>	[ ] Yes [ X ] No	<b>Liberal Arts</b>	[ ] Yes [ X ] No
<b>Course Attribute (e.g. Writing Intensive, Honors, etc)</b>		<b>Course Attribute (e.g. Writing Intensive, Honors, etc)</b>	

<b>Course Applicability</b>	<div style="border: 1px solid black; padding: 5px; margin-bottom: 10px;">       ___ Major        ___ Gen Ed Required          ___ English Composition          ___ Mathematics          ___ Science     </div> <div style="border: 1px solid black; padding: 5px; margin-bottom: 10px;">       ___ Gen Ed - Flexible          ___ World Cultures          ___ US Experience in its Diversity          ___ Creative Expression          ___ Individual and Society          ___ Scientific World     </div> <div style="border: 1px solid black; padding: 5px;">       ___ Gen Ed - College Option        College Option Detail        _____     </div>	<b>Course Applicability</b>	<div style="border: 1px solid black; padding: 5px; margin-bottom: 10px;">       ___ Major        ___ Gen Ed Required          ___ English Composition          ___ Mathematics          ___ Science     </div> <div style="border: 1px solid black; padding: 5px; margin-bottom: 10px;">       ___ Gen Ed - Flexible          ___ World Cultures          ___ US Experience in its Diversity          ___ Creative Expression          ___ Individual and Society          ___ Scientific World     </div> <div style="border: 1px solid black; padding: 5px;">       ___ Gen Ed - College Option        College Option Detail        _____     </div>
<b>Effective Term</b>	Spring 2020		

**Rationale:** This is a simple name change for a preexisting course. The previous title did not adequately represent course content or coincide with the course description. The previous course name is also out of date with the titles that are used for similar courses at other business and law school courses on this topic around the country. The new title “Antitrust and Competition Law” better reflects the subject matter taught, in a manner that will be helpful to students, faculty, and employers.

**AV:3.1 Changes to course title, course description, and pre or co-requisite to be offered in the Narendra Paul Loomba Department of Management.**

<b>CUNYFirst Course ID</b>	092640		
<b>FROM</b>		<b>TO</b>	
<b>Departments</b>	Narendra Paul Loomba Department of Management	<b>Departments</b>	Narendra Paul Loomba Department of Management
<b>Course</b>	MGT 3960 <del>Entrepreneurship Management</del>	<b>Course</b>	MGT 3960 <u>An Entrepreneurial Pre-Launch Journey</u>
<b>Pre or corequisite</b>	None	<b>Pre or co-requisite</b>	<u>None; No ZICK; No ZKTP; Not open to students who completed MGT 3960 prior to Fall 2020.</u>
<b>Hours</b>	3	<b>Hours</b>	3
<b>Credits</b>	3	<b>Credits</b>	3
<b>Description</b>	<del>This course is intended to provide the student with a mix of theoretical and practical knowledge about small business. Ideas, concepts, and philosophies representing a logical unfolding of the salient topics of the subject area are presented in lecture form. Related case work is employed to allow an opportunity to apply the principles learned in typical situations, a "what to do" and "how to do it" approach to small business management.</del>	<b>Description</b>	<u>The purpose of this course is to take students through the process of initiating a business venture from the conceptualization phase to launch. The course will provide an overview of issues such as ideation, business modeling, customer discovery, and more. Each student will be required to produce a detailed idea for a business and learn how to build a venture in the marketplace for that idea. Students will present work throughout the semester to the class for feedback and improvement.</u>
<b>Requirement Designation</b>		<b>Requirement Designation</b>	
<b>Liberal Arts</b>	[ ] Yes [ X ] No	<b>Liberal Arts</b>	[ ] Yes [ X ] No
<b>Course Attribute (e.g. Writing Intensive, Honors, etc.)</b>		<b>Course Attribute (e.g. Writing Intensive, Honors, etc.)</b>	

<b>Course Applicability</b>	<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 _____	<b>Course Applicability</b>	<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 _____
<b>Effective Term</b>	Fall 2020		

**Rationale:** This course will remain as an elective for the entrepreneurship major in order to provide students an understanding of how to get from idea to launch. Students will learn the techniques and tools for creation and valuation (non-financial) prior to launch. Students will perform the same tasks as would an Entrepreneur prior to launch. This goes beyond the ability to see an opportunity where others see chaos, contradiction, and confusion by teaching how to build a revenue producing venture from an idea that seemingly addresses a problem in the marketplace whether it be a traditionally owned business, non-traditionally owned business or some other form of application of entrepreneurial skills and mindset.

In this class, students will have wide latitude to define and describe the entrepreneurial ideas they seek to turn into ventures. In so doing, this course expands the previous course description by emphasizing the skills, tools and knowledge necessary to actively create a new venture. Cases, application exercises, discussion and role plays will be used to actively apply the knowledge to a specific idea of the students choosing. These assignments will also serve to improve each student's visual, written, and oral communication skills as these are crucial in managing a new venture.

We expect to offer MGT 3960 every year as single sections each with a maximum enrollment of 40 students and we will offer additional sections, as needed.

**AV: 3.2 Changes to the course number, course title, course description, and pre or co-requisite, to be offered in the Narendra Paul Loomba Department of Management.**

<b>CUNYFirst Course ID</b>	092695		
<b>FROM</b>		<b>TO</b>	
<b>Departments</b>	<b>Narendra Paul Loomba Department of Management</b>	<b>Departments</b>	<b>Narendra Paul Loomba Department of Management</b>
<b>Course</b>	<del>MGT 4962 Family Business Management</del>	<b>Course</b>	MGT <u>3962 Family Enterprise Dynamics</u>
<b>Pre or corequisite</b>	<del>MGT 3960 Entrepreneurship Management</del>	<b>Pre or corequisite</b>	<u>None; No ZICK; No ZKTP; Not open to students who completed MGT 4962.</u>
<b>Hours</b>	3	<b>Hours</b>	3
<b>Credits</b>	3	<b>Credits</b>	3
<b>Description</b>	<del>The course offers students the opportunity to explore introductory family business topics/issues such as business formation, growth and expansion, strategic management, professionalization, succession, locational choices, and family dynamics, conflicts, and relationships relative to the business. An overview of families who own businesses and the profiles of their businesses will be presented along with the examination of the course topics relative to the various stages of business activity including feasibility, start-up, on-going maintenance, expansion or redirection, and exit or transfer. The content of the course will include lectures, case studies, and group project work and presentations.</del>	<b>Description</b>	<u>The majority of businesses throughout the world are family owned. This course offers students an opportunity to explore and understand all aspects of a family firm, including family and business dynamics, emotions, conflict management, and communication strategies. Best practices will be discussed, as well as ways to establish governance structures for business continuity and growth. Students will understand the family, ownership, and business systems; have an opportunity to assess a family firm; and provide recommendations for the family and the firm. Students who are involved in their own family firm, or work for one, or wish to become a consultant or investor, and/or would like to have their own business someday, will benefit from this course.</u>
<b>Requirement Designation</b>		<b>Requirement Designation</b>	
<b>Liberal Arts</b>	[ ] Yes [ X ] No	<b>Liberal Arts</b>	[ ] Yes [ X ] No

<b>Requirement Designation</b>		<b>Requirement Designation</b>	
<b>Liberal Arts</b>	[ ] Yes [ <input checked="" type="checkbox"/> ] No	<b>Liberal Arts</b>	[ ] Yes [ <input checked="" type="checkbox"/> ] No
<b>Course Attribute (e.g. Writing Intensive, Honors, etc.)</b>		<b>Course Attribute (e.g. Writing Intensive, Honors, etc.)</b>	
<b>Course Applicability</b>	<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 _____	<b>Course Applicability</b>	<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 _____
<b>Effective Term</b>	Fall 2020		

**Rationale:** This course will change from a required course to an elective course for the entrepreneurship major, as part of the new entrepreneurship curriculum, in order to give students more flexibility. Some of the new courses in the major include Developing an Entrepreneurial Mindset, Creating Entrepreneurial Opportunities, Designing for Innovation, and Entrepreneurship in the Wild. MGT 3962 will address in-depth content about family firms and expand beyond the required courses. This course is relevant, as the majority of businesses throughout the world are family owned and create over 75% of new jobs locally and globally. In this course, students will learn critical aspects of family owned business that will benefit them if they are working for their own or another family owned business, or providing consulting or professional services to a family owned business.

We expect to offer MGT 3962 every year as single sections each with a maximum enrollment of 40 students and we will offer additional sections, as needed.

**AV:3.3 Changes to the course number, course title, course description, and pre or co-requisite to be offered in the Narendra Paul Loomba Department of Management.**

<b>CUNYFirst Course ID</b>	092698		
<b>FROM</b>		<b>TO</b>	
<b>Departments</b>	<b>Narendra Paul Loomba Department of Management</b>	<b>Departments</b>	<b>Narendra Paul Loomba Department of Management</b>
<b>Course</b>	<del>MGT 4968 Critical Conversations for Entrepreneurs: Selling and Negotiating</del>	<b>Course</b>	MGT <u>3968 The Art of Persuasion</u>
<b>Pre or corequisite</b>	<del>MGT 3120</del>	<b>Pre or co-requisite</b>	<u>None; No ZICK; No ZKTP; Not open to students who completed MGT 4968.</u>
<b>Hours</b>	3	<b>Hours</b>	3
<b>Credits</b>	3	<b>Credits</b>	3
<b>Description</b>	<del>Our ability to be successful entrepreneurs is grounded firmly in our communication skills. Successful entrepreneurs must be able to sell their ideas, products, and services, and they must be able to negotiate with clients, customers, co-workers, and funding sources. The purpose of this course is to develop one's skill set in entrepreneurial communication through an understanding of skills and strategies in selling and negotiation. The course begins by outlining the basic elements within an entrepreneur's communication skill set. We then delve into the psychology of selling in order to answer why people say yes and to learn how communication skills are the building blocks for successful business relationships. The course then focuses on developing specific skills, beginning with persuasion and influence, and then moving on to writing a successful pitch, mastering the elevator</del>	<b>Description</b>	<u>This course is an experiential deep dive into the lifeblood of any business activity -- communication. The importance of communication is magnified in an entrepreneurial setting. Entrepreneurs need a higher command of communication in general and of selling and negotiation in particular. Entrepreneurs need not only to sell products and services but must be able to illustrate the value of their dreams, their ventures, their company culture, and more. Great ideas are of little value if you can't persuade someone else of their worth and get their support. This course offers the students opportunities not only to learn, but to apply the necessary mindset, tools and strategies for communicating in selling and negotiation. This is done through role-plays, presentations, in-class working sessions, and a marketplace negotiation.</u>

	<del>pitch, developing a business presentation, and negotiating a successful deal.</del>		
<b>Requirement Designation</b>		<b>Requirement Designation</b>	
<b>Liberal Arts</b>	[ ] Yes [ X ] No	<b>Liberal Arts</b>	[ ] Yes [ X ] No
<b>Course Attribute (e.g. Writing Intensive, Honors, etc.)</b>		<b>Course Attribute (e.g. Writing Intensive, Honors, etc.)</b>	
<b>Course Applicability</b>	<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 _____	<b>Course Applicability</b>	<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 _____
<b>Effective Term</b>	Fall 2020		

**Rationale:** This course will be an elective for the entrepreneurship major in order to provide students an understanding of the ways in which entrepreneurship (i.e., the ability to see and the willingness to pursue opportunity where others see chaos, contradiction, and confusion) can be applied to selling and negotiation within an entrepreneurial venture. To achieve this end, an entrepreneurial venture is defined as more than a small business as we defined it decades ago, more than a family business, more than a franchise, but rather to encompass those ventures and non-corporate environments offered in today's world.

Students will have wide latitude to define and describe their entrepreneurial ventures. In so doing, this course expands the previous course description by emphasizing the skills, tools and knowledge necessary to actively sell and negotiate for a new venture. Students will learn techniques for selling products and services along with selling others on their ideas and dreams in an effort to make that dream become a reality. Cases, application exercises, discussion, and role plays will be used to actively apply the knowledge to a specific venture of the students choosing. These assignments will also serve to improve students' visual, written, and oral communication skills as these are crucial in managing a new venture.

We expect to offer MGT 3968 every year as single sections each with a maximum enrollment of 40 students and we will offer additional sections, as needed.

**AV:3.4 Changes to the course description, course title, and prerequisite to be offered in the Narendra Paul Loomba Department of Management.**

<b>CUNYFirst Course ID</b>	092697		
<b>FROM</b>		<b>TO</b>	
<b>Departments</b>	<b>Narendra Paul Loomba Department of Management</b>	<b>Departments</b>	<b>Narendra Paul Loomba Department of Management</b>
<b>Course</b>	MGT 4967 <del>Technology, Innovation, and Design in Entrepreneurship</del>	<b>Course</b>	MGT 4967 <u>Technology and Innovation in Entrepreneurship</u>
<b>Pre or co-requisite</b>	<del>Prerequisite: MGT 3120</del>	<b>Pre or co-requisite</b>	<u>MGT 3951; No ZICK; No ZKTP</u>
<b>Hours</b>	3	<b>Hours</b>	3
<b>Credits</b>	3	<b>Credits</b>	3
<b>Description</b>	<del>This course is designed to help students develop a foundation for starting and managing a technology business and taking a strategic approach to the development of technology and innovation. The course will provide a mix of theoretical and practical knowledge about the role of technology in entrepreneurship and the process of innovation and design. At the end of this course, students should have gained</del>	<b>Description</b>	<u>This course provides students with a foundation to understand the role, contribution, and potential implications of technology and innovation in any organizational context. The course is relevant for students starting and managing a technology business as well as for students with an interest in taking a strategic approach to the development of technology and innovation in general. The course will provide a mix of theoretical and</u>

	<p>strong general understanding of the types of technology ventures and their start up process, and be able to identify high potential, technology intensive commercial opportunities and execute of these business opportunities. Other topics will include business planning, sources of capital and exit strategy, market tactics, product lifecycles, legal matters, and success factors for technology ventures. The course will also empower students to think about innovation and technology in a strategic manner to support key components of a business at a managerial level. Conventional entrepreneurial and managerial approaches may not be as well suited for the high growth technology industry where a different managerial skill set is necessary. This course aims to develop these skills.</p>		<p><u>practical knowledge about the role of technology in entrepreneurship or any form of venture more generally. With a focus on current technologies, the course emphasizes experiential learning, develops students' understanding of emerging issues, challenges, and opportunities of technology, and makes use of this knowledge strategically for innovation in an organizational context. At the end of this course, students will have gained a strong general understanding of current technologies allowing them to manage innovation and technology in a strategic manner to support key components of a business or any organization at a managerial level.</u></p>
<b>Requirement Designation</b>		<b>Requirement Designation</b>	
<b>Liberal Arts</b>	[ ] Yes [ X ] No	<b>Liberal Arts</b>	[ ] Yes [ X ] No
<b>Course Attribute (e.g. Writing Intensive, Honors, etc.)</b>		<b>Course Attribute (e.g. Writing Intensive, Honors, etc.)</b>	

<b>Course Applicability</b>	<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 <hr/>	<b>Course Applicability</b>	<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 <hr/>
<b>Effective Term</b>	Fall 2020		

**Rationale:** This course will be an elective for the entrepreneurship major in order to provide students an understanding of the ways in which technology, technology-based innovation, and entrepreneurship (i.e., the ability to see and the willingness to pursue opportunity where others see chaos, contradiction, and confusion) are intermingled with and affect an organizational context including an entrepreneurial venture. The course will deliver technology management concepts as well as current technology trends. Students will be exposed to technology trends in particular through three sessions that will delve in depth into a particular technology trend that is gaining mainstream popularity. Students will practice identifying business opportunities by combining this technology trend with a consumer profile. The aim of this course is to provide students with a strong general understanding of current technologies allowing them to manage innovation and technology in a strategic manner to support key components of a business or any organization at a managerial level.

We expect to offer MGT 4967 every year as single sections each with a maximum enrollment of 40 students and we will offer additional sections, as needed.

**AV:3.5 Changes to the pre-and co-requisites to be offered in the Narendra Paul Loomba Department of Management.**

<b>CUNYFirst Course ID</b>	092699		
<b>FROM</b>		<b>TO</b>	
<b>Departments</b>	<b>Narendra Paul Loomba Department of Management</b>	<b>Departments</b>	<b>Narendra Paul Loomba Department of Management</b>
<b>Course</b>	MGT 4969 Social Entrepreneurship	<b>Course</b>	MGT 4969 Social Entrepreneurship
<b>Pre or Co-requisite</b>	<del>Students who wish to use this course as the capstone for the liberal arts minor in Social Innovation must have satisfied the 3000-level course requirements for this minor in order to enroll in this course.</del>	<b>Pre-requisites</b>	<u>MGT 3950; No ZICK; No ZKTP.</u>
<b>Hours</b>	3	<b>Hours</b>	3
<b>Credits</b>	3	<b>Credits</b>	3
<b>Description</b>	This course is designed to provide students with an understanding of the ways in which individuals pursue opportunities to catalyze social change and/or address pressing, unmet social and/or environmental needs. To achieve this end, students will develop their own "Theories of Change," that will articulate how they intend to transform patterns of thought, behavior, social relationships, institutions, and/or social structures to generate beneficial outcomes for communities, organizations, and/or the environment.	<b>Description</b>	This course is designed to provide students with an understanding of the ways in which individuals pursue opportunities to catalyze social change and/or address pressing, unmet social and/or environmental needs. To achieve this end, students will develop their own "Theories of Change," that will articulate how they intend to transform patterns of thought, behavior, social relationships, institutions, and/or social structures to generate beneficial outcomes for communities, organizations, and/or the environment.
<b>Requirement Designation</b>		<b>Requirement Designation</b>	
<b>Liberal Arts</b>	[ ] Yes [ X ] No	<b>Liberal Arts</b>	[ ] Yes [ X ] No
<b>Course Attribute (e.g. Writing Intensive, Honors, etc.)</b>		<b>Course Attribute (e.g. Writing Intensive, Honors, etc.)</b>	Communication-Intensive

<b>Course Applicability</b>	<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 _____	<b>Course Applicability</b>	<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 _____
<b>Effective Term</b>	Fall 2020		

**Rationale:** This course will remain as an elective for the entrepreneurship major in order to provide students an understanding of the ways in which entrepreneurship (i.e., the ability to see and the willingness to pursue opportunity where others see chaos, contradiction, and confusion) can be employed for the benefit of the individual and society-at-large. To achieve this end, social entrepreneurship is defined as the transformation of patterns of thought, behavior, social relationships, institutions, and/or social structures to generate beneficial outcomes for communities, organizations, and/or the environment, culminating in what is known in the field as a “Theory of Change.”

We expect to be offer MGT 4969 every semester as single sections each with a maximum enrollment of 28 students because this is a CIC and we will offer additional sections, as needed.

## **Section AVI. Courses Withdrawn by the Narendra Paul Loomba Department of Management**

### **AVI. 1.1**

MGT 4961(formerly MGT 4862) Entrepreneurial Experiences (3 credits)

Rationale: As of Fall 2020 this course will not be offered anymore because (a) some of the material has been since incorporated in other existing courses, and (b) topic is not consistent with current scope of entrepreneurship for our students in our new BBA Entrepreneurship Major and Minors.

### **AVI. 1.2**

MGT 4963(formerly MGT 4861) Entrepreneurial Start-Ups (3 credits)

Rationale: As of Fall 2020 this course will not be offered anymore because (a) some of the material has been since incorporated in other existing courses, and (b) topic is not consistent with current scope of entrepreneurship for our students in our new BBA Entrepreneurship Major and Minors.

### **AVI. 1.3**

MGT 4965 Leadership Development and Entrepreneurial Applications (3 credits)

Rationale: As of Fall 2020 this course will not be offered anymore because (a) some of the material has been since incorporated in other existing courses, and (b) topic is not consistent with current scope of entrepreneurship for our students in our new BBA Entrepreneurship Major and Minors.

### **AVI. 1.4**

MGT 4966 Social Business: Social Networking for Entrepreneurs (3 credits)

Rationale: As of Fall 2020 this course will not be offered anymore because (a) some of the material has been since incorporated in other existing courses, and (b) topic is not consistent with current scope of entrepreneurship for our students in our new BBA Entrepreneurship Major and Minors.

**AVI. 1.5**

MGT 4970 Creating Entrepreneurial Communities (3 credits)

Rationale: As of Fall 2020 this course will not be offered anymore because (a) some of the material has been since incorporated in other existing courses, and (b) topic is not consistent with current scope of entrepreneurship for our students in our new BBA Entrepreneurship Major and Minors.

**AVI. 1.6**

MGT 4971 Women and Entrepreneurship (3 credits)

Rationale: As of Fall 2020 this course will not be offered anymore because (a) some of the material has been since incorporated in other existing courses, and (b) topic is not consistent with current scope of entrepreneurship for our students in our new BBA Entrepreneurship Major and Minors.

**AVI. 1.7**

MGT 4978(formerly MGT 4863) Intrapreneurship: Managing Ventures Within the Corporation (3 credits)

Rationale: This course has never been offered. As of Fall 2020, this course will not exist anymore because (a) some of the related material has been since incorporated in other existing courses, and (b) topic is not consistent with current scope of entrepreneurship for our students in our new BBA Entrepreneurship Major and Minors.

**CHANCELLOR'S UNIVERSITY REPORT ADDENDUM APRIL 2019, effective Fall 2019**

<p>October 2018 Chancellor's University Report</p>	<p>SECTION AIII. CHANGES IN DEGREE PROGRAM Item AIII.1.2 The following revisions are proposed for the BBA in Computer Information Systems (Data Analytics Track):</p> <p>From: Elective Courses - Choose <del>four (4)</del> courses of 3 credits each from the following, at least one of which should be a CIS course and one should be a STA course or an OPR course.</p> <p>To: Elective Courses - Choose <u>three (3)</u> courses of 3 credits each from the following, at least one of which should be a CIS course and one should be a STA course or an OPR course.</p> <p><u>Rationale:</u> Change to requirements for choice of electives were omitted due to the use of a past version of the degree program.</p>
<p>October 2018 Chancellor's University Report</p>	<p>SECTION AIII. CHANGES IN DEGREE PROGRAM Item AIII.1.3 The following revisions are proposed for the changes in the BBA in Computer Information Systems (Information Risk Management and Cybersecurity Track):</p> <p>Remove the following statement at end of electives list: * Only one LAW course can be included as an elective.</p> <p><u>Rationale:</u> The statement was not on the original proposal from the department.</p>
<p>February 2019 Chancellor's University Report</p>	<p>SECTION AIII. CHANGES IN DEGREE PROGRAM Item AIII.1.2 The following revisions are proposed for the BBA in Computer Information Systems (Computer Information Systems Track):</p> <ol style="list-style-type: none"> <li>1. Add a row in both the "From" and "To" columns after the "Elective Courses" header row to include the following statement for electives requirement: 9 credits and at least 3 credits should be from a course in the 4000-level</li> <li>2. Add the following statement after the list of electives: ** Students receiving credit for MGT 3500 (Introduction to Management Science) will not receive credit for OPR 3450.</li> </ol> <p><u>Rationale:</u> The statements were omitted due to the use of a past version of the degree program.</p>
<p>February 2019</p>	<p>SECTION AIII. CHANGES IN DEGREE PROGRAM</p>

Chancellor's University Report	<p>Item AIII.1.3 The following revisions are proposed for the BBA in Computer Information Systems (Data Analytics Track):</p> <ol style="list-style-type: none"> <li>1. Add a row in the "From" and "To" columns after the "Elective Courses" header row to include the following statement for choice of electives:  Choose three (3) courses of 3 credits each from the following, at least one of which should be a CIS course and one should be a STA course or an OPR course.  <u>Rationale:</u> The electives selection requirements were omitted because the previous proposal in October 2018 didn't have the statement due to the use of a past version of the degree program.</li> <li>2. Add following statement after the list of electives:  ** Students receiving credit for MGT 3500 (Introduction to Management Science) will not receive credit for OPR 3450.  <u>Rationale:</u> The statement was omitted due to the use of a past version of the degree program.</li> </ol>
March 2019 Chancellor's University Report	<p>ADDENDUM</p> <p>The following revisions are proposed for the pre/co-requisites of CIS 4170 – Data Visualization:</p> <p>Pre or Co-requisites: CIS 3120 (No ZICK or ZKTP code required).</p> <p><u>Rationale:</u> There was an oversight, the word "co-requisites" should be included.</p>

**Withdrawn Course to be Reactivated by the Bert W. Wasserman Department of Economics & Finance**

FIN 4810 - Risk Management in Financial Institutions II (3 credits)  
Course ID: 091552

Rationale: Given that the origins of the global financial crisis of 2007-2009, we are resurrecting this course which deals with credit risk measurement and management in financial institutions.

**All: 1.1 The following revisions are proposed for the MS in Information Systems in the Zicklin School of Business**

**Program:** MS in Information Systems

**HEGIS Code:** 0701.00

**Program Code:** 79233

**Effective:** Spring 2020

<b>From: MS in Information Systems</b>			<b>To: MS in Information Systems</b>		
<b>Courses in Specialization (31.5 Credits)</b>			<b>Courses in Specialization (31.5 Credits)</b>		
<b>Course</b>	<b>Description</b>	<b>Crs</b>	<b>Course</b>	<b>Description</b>	<b>Crs</b>
<b>Required (13.5 credits)</b>			<b>Required (13.5 credits)</b>		
BUS 9551	Business Communication I	1.5	BUS 9551	Business Communication I	1.5
CIS 9000 <sup>±</sup>	Information Technology Strategy	3	CIS 9000	Information Technology Strategy	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
<b>Electives (12-18 credits)</b>			<b>Electives (12-18 credits)</b>		
Choose 12-18 credits from the list below for the MS-IS degree. If you plan to specialize in one of the concentrations, please ensure that you take the appropriate electives specific to those tracks.			Choose 12-18 credits from the list below for the MS-IS degree. If you plan to specialize in one of the concentrations, please ensure that you take the appropriate electives specific to those tracks.		
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 9230	Globalization and Technology	3	CIS 9230	Globalization and Technology	3
CIS 9240	Sustainability and IT	3	CIS 9240	Sustainability and IT	3
CIS 9310	Object-Oriented Programming I	3	CIS 9310	Object-Oriented Programming I	3
CIS 9350	Networks and Telecommunications	3	CIS 9350	Networks and Telecommunications	3

CIS 9355	Cybersecurity	3	CIS 9355	Cybersecurity	3
CIS 9375	Social Technology and Business	3	CIS 9375	Social Technology and Business	3
CIS 9410	Object-Oriented Programming II	3	CIS 9410	Object-Oriented Programming II	3
CIS 9440	Data Warehousing and Analytics	3	CIS 9440	Data Warehousing and Analytics	3
CIS 9444	e-Business Principles and Technologies	3	CIS 9444	e-Business Principles and Technologies	3
CIS 9445	Digital Media Management	3	CIS 9445	Digital Media Management	3
CIS 9467	Business Modeling with Spreadsheets	3	CIS 9467	Business Modeling with Spreadsheets	3
CIS 9480	IT Project Management	3	CIS 9480	IT Project Management	3
CIS 9555	Principles of FinTech	3	CIS 9555	Principles of FinTech	3
CIS 9556	<del>Risk Management Systems</del>	3	CIS 9556	<u>Risk Management and Information Security</u>	3
CIS 9557	Business Analytics	3	CIS 9557	Business Analytics	3
CIS 9558	Information Technology Audit	3	CIS 9558	Information Technology Audit	3
CIS 9650	Programming for Analytics	3	CIS 9650	Programming for Analytics	3
CIS 9655	Data Visualization	3	CIS 9655	Data Visualization	3
<del>STA/CIS 9660</del>	Data Mining for Business Analytics	3	<u>CIS 9660</u>	Data Mining for Business Analytics	3
			<u>CIS/STA 9665</u>	<u>Applied Natural Language Processing</u>	<u>3</u>
CIS 9700	Integrating Information Technology and Business Processes	3	CIS 9700	Integrating Information Technology and Business Processes	3
			<u>CIS/STA 9760</u>	<u>Big Data Technologies</u>	3
CIS 9791	Special Topics in Information Technologies	1.5	CIS 9791	Special Topics in Information Technologies	1.5
CIS 9793	Special Topics in Information Technologies	3	CIS 9793	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	Special Topics in Information Systems Strategy	3	CIS 9797	Special Topics in Information Systems Strategy	3

CIS 9551	Blockchain Technologies and Applications	3	CIS 9xxx	Blockchain Technologies and Applications	3
<b>Business Electives: Choose 0-6 credits from the list below:</b>			<b>Business Electives (0-6 credits):</b>		
(Choose 0-6 credits from the list below)					
OPR 9721	Introduction to Quantitative Modeling	3	OPR 9721	Introduction to Quantitative Modeling	3
STA 9708	Applied Statistical Analysis for Business Decisions	3	STA 9708	Applied Statistical Analysis for Business Decisions	3
ACC 9110	Financial Accounting	3	ACC 9110	Financial Accounting	3
ACC 9810	Contemporary Topics in Accounting	3			
			<u>ACC 9806</u>	<u>Financial Statement Analysis and Reporting</u>	<u>3</u>
			<u>TAX 9861</u>	<u>Federal Income Taxation: Theory and Practice</u>	<u>3</u>
ACC 9993	Special Topics in Accounting	3	ACC 9993	Special Topics in Accounting	3
FIN 9770	Corporate Finance	3	FIN 9770	Corporate Finance	3
MGT 9700*	Managing Business Operations	3	MGT 9700	Managing Business Operations	3
* CIS 9001 and CIS 9002 may be used in lieu of CIS 9000 to satisfy the degree requirements. MGT 9702 and 9704 may be used in lieu of MGT 9700 to satisfy the degree requirements. CIS 9001, CIS 9002, MGT 9702 and MGT 9704 are no longer offered at Baruch College.					
<b>Concentration in Data Analytics:</b>			<b>Concentration in Data Analytics:</b>		
Students will take all required courses (13.5 credits) and will take at least 9 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.			Students will take all required courses and will take at least 9 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.		
<del>CIS/STA 9660</del>	<del>Data Mining for Business Analytics</del>	<del>3</del>	<u>CIS 9660</u>	Data Mining for Business Analytics	3
<del>CIS 9310</del> (OR) CIS 9650	<del>Object-Oriented Programming I</del>  Programming for Analytics	<del>3</del>  3	CIS 9650	Programming for Analytics	3

CIS 9440	Data Warehousing and Analytics	3	CIS 9440	Data Warehousing and Analytics	3
CIS 9655	Data Visualization	3	CIS 9655	Data Visualization	3
			<u>CIS/STA 9665</u>	<u>Applied Natural Language Processing</u>	<u>3</u>
			<u>CIS/STA 9760</u>	<u>Big Data Technologies</u>	<u>3</u>
<b>Concentration in <del>Cyber Security</del> and Information Assurance:</b>			<b>Concentration in <u>Cybersecurity</u> and Information Assurance:</b>		
<del>Students will take all required courses (13.5 credits) and will take the three courses listed below. To complete the remaining 9 elective credits, students will select from the information systems and business electives listed above.</del>			Students will take all required courses and will take the two required courses for the concentration (6 credits) and one of the electives (3 credits) from the list below. To complete the remaining elective credits, students will select from the information systems and business electives listed above.		
			<b><u>Required Courses for the Concentration</u></b>		
CIS 9350	Networks and Telecommunications	3	CIS 9350	Networks and Telecommunications	3
CIS 9355	Cybersecurity	3	CIS 9355	Cybersecurity	3
			<b><u>Concentration Electives (take at least one course)</u></b>		
CIS 9558	IT Audit	3	CIS 9558 (or)	IT Audit	3
			<u>CIS 9556</u>	<u>Risk Management and Information Security</u>	3

**Rationale:**

Changes to the program to reflect the changes made in the course creation and change proposals. CIS/STA 9665 and CIS/STA 9760 are added to the Data Analytics concentration giving the students additional flexibility in terms of choosing courses. CIS 9556 is added as an elective to the Cybersecurity concentration to provide students additional choice.

Approved by the Paul H. Chook Department of Information Systems and Statistics, Feb 5, 2019

**Last Modified:** March 8, 2019

**All: 1.2 The following revisions are proposed for the MS in Statistics in the Zicklin School of Business**

**Program:** MS in Statistics

**HEGIS Code:** 0503.00

**Program Code:** 79229

**Effective:** Spring 2020

<b>From: MS in Statistics</b>			<b>To: MS in Statistics</b>		
<b>Course</b>	<b>Description</b>	<b>Crs</b>	<b>Course</b>	<b>Description</b>	<b>Crs</b>
<b>Preliminary Courses (9 Credits)</b>			<b>Preliminary Courses (9 Credits)</b>		
Students with appropriate academic background will be able to reduce the number of credits in preliminary requirements. Grades in undergraduate mathematics courses are not calculated in the grade point average.			Students with appropriate academic background will be able to reduce the number of credits in preliminary requirements. Grades in undergraduate mathematics courses are not calculated in the grade point average.		
MTH 2610	Calculus I	4	MTH 2610	Calculus I	4
MTH 3010	Elementary Calculus II	4	MTH 3010	Elementary Calculus II	4
STA 9708	Managerial Statistics	3	STA 9708	Managerial Statistics	3
Note: MTH 2610 and MTH 3010 are undergraduate courses. Entering students are strongly advised to complete a minimum of six credits of calculus before starting the MS programs in Statistics, in order to waive these math requirements.			Note: MTH 2610 and MTH 3010 are undergraduate courses. Entering students are strongly advised to complete a minimum of six credits of calculus before starting the MS programs in Statistics, in order to waive these math requirements.		
<b>Courses in Specialization (31.5 Credits)</b>			<b>Courses in Specialization (31.5 Credits)</b>		
<b>Required (13.5 credits)</b>			<b>Required (13.5 credits)</b>		
BUS 9551	Business Communication I	1.5	BUS 9551	Business Communication I	1.5
STA 9700	Applied Regression Analysis	3	STA 9700	Applied Regression Analysis	3
STA 9715	Applied Probability	3	STA 9715	Applied Probability	3
STA 9719	Foundations of Statistical Inference	3	STA 9719	Foundations of Statistical Inference	3
STA/OPR 9750	Software Tools for Data Analysis	3	STA/OPR 9750	Software Tools for Data Analysis	3
<b>Electives (12 credits)</b>			<b>Electives (12-18 credits)</b>		

			<u>Choose 12-18 credits from the list below for the MS-Stats degree. If you plan to specialize in the Data Science concentration, please ensure that you take the appropriate electives specific to that track.</u>		
STA 9690*	Advanced Data Mining for Business Analytics	3			
MTH/STA 9796	Statistical Natural Language Processing	1.5			
			<u>CIS/STA 9665</u>	<u>Applied Natural Language Processing</u>	<u>3</u>
STA 9701	Time Series: Forecasting and Statistical Modeling	3	STA 9701	Time Series: Forecasting and Statistical Modeling	3
STA 9705	Multivariate Statistical Methods	3	STA 9705	Multivariate Statistical Methods	3
STA 9706	Analysis of Categorical and Ordinal Data	3	STA 9706	Analysis of Categorical and Ordinal Data	3
STA 9710	Statistical Methods in Sampling and Auditing	3	STA 9710	Statistical Methods in Sampling and Auditing	3
STA 9712	Advanced Linear Models	3	STA 9712	Advanced Linear Models	3
STA 9713	Financial Statistics	3	STA 9713	Financial Statistics	3
STA 9714	Experimental Design for Business	3	STA 9714	Experimental Design for Business	3
MTH/STA 9760	<del>Big Data Technologies</del>	3	<u>CIS/STA 9760</u>	<u>Big Data Technologies</u>	3
STA/OPR 9783	Stochastic Processes for Business Applications	3	STA/OPR 9783	Stochastic Processes for Business Applications	3
STA 9791	Special Topics in Statistics	1	STA 9791	Special Topics in Statistics	1
STA 9792	Special Topics in Statistics	1.5	STA 9792	Special Topics in Statistics	1.5
STA 9793	Special Topics in Statistics	2	STA 9793	Special Topics in Statistics	2
STA 9794	Special Topics in Statistics	3	STA 9794	Special Topics in Statistics	3
STA 9797	Advanced Data Analysis	1.5	STA 9797	Advanced Data Analysis	<u>3</u>
STA/OPR 9850	Advanced Statistical Computing	3	STA/OPR 9850	Advanced Statistical Computing	3
STA 9890*	Statistical Learning for Data Mining	3	STA 9890	Statistical Learning for Data Mining	3
STA 9891*	Machine Learning for Data Mining	3	STA 9891	Machine Learning for Data Mining	3

<del>* Students receive credit for both STA 9890 and STA 9891 unless they have already taken STA 9690.</del>					
<b>Concentration in Data Science:</b>			<b>Concentration in Data Science:</b>		
<del>Additional required courses for Data Science Track</del>			<u>In addition to the 13.5 credits of required MS courses, students must take the following three required data science courses.</u>		
STA 9705	Multivariate Statistical Methods	3	STA 9705	Multivariate Statistical Methods	3
STA 9890*	Statistical Learning for Data Mining	3	STA 9890	Statistical Learning for Data Mining	3
STA 9891*	Machine Learning for Data Mining	3	STA 9891	Machine Learning for Data Mining	3
Data Science Electives: Choose one course from the following			Data Science Electives: Choose one course from the following		
MTH/STA 9760 (OR)	Big Data Technologies	3	<u>CIS/STA 9760</u>	<u>Big Data Technologies</u>	<u>3</u>
STA 9797	Advanced Data Analysis	1.5	<u>STA 9797</u>	<u>Advanced Data Analysis</u>	<u>3</u>
MTH/STA 9796	Statistical Natural Language Processing	1.5	<u>CIS/STA 9665</u>	<u>Applied Natural Language Processing</u>	<u>3</u>
<del>* Students receive credit for both STA 9890 and STA 9891 unless they have already taken STA 9690.</del>					
<b>Business Electives (6 credits):</b>			<b>Business Electives (6 credits):</b>		
<del>Choose two 9000-level courses from the graduate offerings of the Zicklin School of Business, with the exception of STA 9708; courses applied towards a prior master's degree; or courses that do not allow credit to be given for both that course and another statistics course. Students may take additional statistics courses as their business electives.</del>			<u>Choose 6 credits of 9000-level courses from the graduate offerings of the Zicklin School of Business, with the exception of i) STA 9708; ii) courses applied towards a prior master's degree; or iii) courses that do not allow credit to be given for both that course and another statistics course. Students may take additional statistics courses as their business electives.</u>		

**Rationale:**

A more rigorous course in Data Analysis is preferable to the original two 1.5 credit courses as an elective for the Data Science Track. A new course 3.0 credit course in Text Mining & Natural Language Processing is preferable to the original 1.5 credit course, but is not to be included in the Data Science Track. The MTH designation has been removed from all courses, as the Math Department is not offering these courses.

Approved by the Paul H. Chook Department of Information Systems and Statistics, Feb 5, 2019

**Last Modified:** Feb 5, 2019

**All: 2. The following revisions are proposed for the MS in Business Analytics in the Zicklin School of Business**

**Program:** MS in Business Analytics

**HEGIS Code:** 5099.00

**Program Code:** 39963

**Effective:** Fall 2019

From: MS in Business Analytics			To: MS in Business Analytics		
Courses in Specialization (33 Credits)			Courses in Specialization (33-34 Credits)		
Required (21 credits)			Required (21 credits)		
Course	Description	Crs	Course	Description	Crs
BUS <del>9xxx</del>	Communications and Ethics for Business Analytics	3	BUS <u>9420</u> <sup>§</sup>	Communications and Ethics for Business Analytics	3
STA 9661	<del>Multivariate Statistics for Business Analytics</del>	3	STA 9661	<u>Applied Statistics for Business Analytics</u>	3
CIS 9340	Principles of Database Management Systems	3	CIS 9340	Principles of Database Management Systems	3
CIS 9650	Programming for Business Analytics	3	CIS 9650	Programming for Business Analytics	3
<del>STA/CIS 9660</del>	Data Mining for Business Analytics	3	<u>CIS 9660</u>	<u>Data Mining for Business Analytics</u>	3
MGT 9500 (OR) OPR 9721	Management Science (OR) Intro to Quantitative Modeling	3	MGT 9500 (OR) OPR 9721	Management Science (OR) Intro to Quantitative Modeling	3
BUS 9xx2*	Business Analytics Project Lifecycle Management	3	BUS 9430*	Business Analytics Project Lifecycle Management	3
* Required capstone course			* Required capstone course		
			§ <u>Students who intend to pursue a career in Accounting can substitute BUS 9557 for BUS 9420 with the permission of an academic advisor.</u>		
Concentration in Data Analytics			Concentration in Data Analytics		

			<u>Take the two required courses (6 credits) below and 6 credits from the list of electives to get the Data Analytics concentration.</u>		
CIS/STA 9760	Big Data Technologies	3	CIS/STA 9760	Big Data Technologies	3
CIS 9655	Data Visualization	3	CIS 9655	Data Visualization	3
<b>Concentration in Marketing Analytics</b>			<b>Concentration in Marketing Analytics</b>		
			<u>Take the two required courses (6 credits) below and 6 credits from the list of electives to get the Marketing Analytics concentration.</u>		
MKT 9737	Marketing Analytics	3	MKT 9737	Marketing Analytics	3
MKT 9738	Web Analytics and Intelligence	3	MKT 9738	Web Analytics and Intelligence	3
<b>Free Electives (6 Credits)</b>			<b>Free Electives (6-7 Credits)</b>		
CIS 9440	Data Warehousing and Analytics	3	CIS 9440	Data Warehousing and Analytics	3
CIS 9655	Data Visualization	3	CIS 9655	Data Visualization	3
CIS 9410	<del>Object-Oriented Programming II</del>	3	<u>CIS 9310</u>	<u>Object-Oriented Programming I</u>	3
CIS/STA 9760	Big Data Technologies	3	CIS/STA 9760	Big Data Technologies	3
<del>STA 9796</del>	<del>Statistical Natural Language Processing</del>	1.5	<u>CIS/STA 9665</u>	<u>Applied Natural Language Processing</u>	<u>3</u>
STA 9797**	Advanced Data Analysis	1.5	STA 9797**	Advanced Data Analysis	<u>3</u>
STA 9890**	Statistical Learning for Data Mining	3	STA 9890**	Statistical Learning for Data Mining	3
STA 9891**	Machine Learning for Data Mining	3	STA 9891**	Machine Learning for Data Mining	3
STA 9701**	Time Series: Forecasting and Statistical Modeling	3	STA 9701**	Time Series: Forecasting and Statistical Modeling	3
OPR 9730**	Simulation Modeling and Analysis	3	OPR 9730**	Simulation Modeling and Analysis	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 9737	Marketing Analytics	3	MKT 9737	Marketing Analytics	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
			<u>MKT 9741</u>	<u>Marketing Analytics with Big Data</u>	<u>3</u>
STA 9713**	Financial Statistics	3	STA 9713**	Financial Statistics	3
<del>FIN 9723**</del>	<del>Econometric Theory and Applications</del>	<del>3</del>	<u>ECO 9723**</u>	<u>Econometrics - Theory and Applications I</u>	<u>3</u>
FIN 9770**	<del>Financial Decision Making</del>	3	<u>FIN 9770**</u>	<u>Corporate Finance</u>	<u>3</u>
			<u>ACC 9806**</u>	<u>Financial Statement Analysis and Reporting</u>	<u>3</u>
			<u>ACC 9886**</u>	<u>Data Analytics in Accounting</u>	<u>4</u>
			<u>TAX 9861**</u>	<u>Federal Income Taxation: Theory and Practice</u>	<u>3</u>
			<u>** Electives have additional pre-requisites but may be of interest to students with the necessary background. Students may substitute elective courses with ACC/TAX/LAW designation with other advanced accounting or tax courses based on their background.</u>		

**Rationale:**

Some of the updates to the program correct minor typos as well as reflect ongoing changes to the courses offered by different departments.

- Fin 9770: Title has changed recently.
- ECO 9723 was incorrectly listed as FIN 9723 in the original proposal
- STA 9797 has been converted from 1.5 to 3 credit course.
- STA 9796 has been converted from 1.5 to 3 credit course with a new course number CIS/STA 9665.
- CIS 9310 is substituted for CIS 9410 as it is a better alternative to students and is a required pre-req for CIS 9410.
- MKT 9741 is added to the curriculum as it is a relevant course recently developed by the Marketing department.

ACC 9806, ACC 9886 (Data Analytics in Accounting) and TAX 9861 have been added to attract students who wish to pursue a career in Accounting and would like to combine a bachelor's degree in Accounting with a master's degree in data analytics. They are also afforded a chance to substitute BUS 9420 with BUS 9557 which is a communications intensive course with a similar intent (used for the MS program in Accounting) but focuses more on the accounting domain.

**Note:**

All changes can take effect starting Fall 2019. This is a new program with no students at present and will launch in Fall 2019. **Last Change: March 8, 2019. Approved by the Zicklin GCC: Spring, 2019 (March 8, 2019)**

**Section AIV: New Courses**

**AIV.1**

<b>CUNYfirst Course ID</b>				
<b>Department(s)</b>	Paul H. Chook Department of Information Systems and Statistics			
<b>Career</b>	<input type="checkbox"/> Undergraduate <input checked="" type="checkbox"/> Graduate			
<b>Academic Level</b>	<input checked="" type="checkbox"/> Regular <input type="checkbox"/> Compensatory <input type="checkbox"/> Developmental <input type="checkbox"/> Remedial			
<b>Subject Area</b>	IS/Statistics			
<b>Course Prefix</b>	CIS/STA			
<b>Course Number</b>	9665			
<b>Course Title</b>	Applied Natural Language Processing			
<b>Catalogue Description</b>	This course provides a survey of the concepts, challenges, and methodologies employed in Natural Language Processing (NLP). The growth of unstructured data has been primarily driven by the textual data. Hence, understanding how to extract actionable insights ethically from text is critical for organizations. The course covers basic natural language processing techniques, document representation, text categorization and clustering, document summarization, sentiment analysis, and social media analysis, and other topics.			
<b>Pre-Requisites</b>	Pre-reqs: CIS 9650 AND (CIS/STA 9660 OR STA 9890 OR STA 9891)			
<b>Credits</b>	3			
<b>Contact Hours</b>	3			
<b>Liberal Arts</b>	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No			
<b>Course Attribute (e.g. Writing Intensive, Honors, etc.)</b>				
<b>Course Applicability</b>	<table border="0" style="width: 100%;"> <tr> <td style="width: 33%; vertical-align: top;"> <input type="checkbox"/> Major   <input type="checkbox"/> Gen Ed Required  <input type="checkbox"/> English Composition  <input type="checkbox"/> Mathematics  <input type="checkbox"/> Science             </td> <td style="width: 33%; vertical-align: top;"> <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             </td> <td style="width: 33%; vertical-align: top;"> <input type="checkbox"/> Gen Ed - College Option                  College Option Detail                  _____             </td> </tr> </table>	<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"/> 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 _____		
<b>Effective Term</b>	<b>Spring 2020</b>			

**Rationale:** The growth of unstructured data has been primarily driven by the textual data. Hence, understanding how to extract actionable insights from text is critical for organizations. This course provides a survey of the concepts, challenges, and methodologies employed in Text Mining and Natural Language Processing (NLP).

Note: Course can be used as electives for continuing students in the MS in Stats, MS in Information Systems and MS in Business Analytics programs.

Approved by Paul H. Chook Department of Information Systems and Statistics, Feb 5, 2019 **Last Modified:** Mar 8, 2019

**Section AV: Changes in Existing Courses**

**AV: 1.1 Change(s) prerequisite, title to be offered in the Paul H. Chook Department of Information Systems and Statistics.**

<b>CUNYFirst Course ID</b>			
<b>FROM</b>		<b>TO</b>	
<b>Departments</b>	Paul H. Chook Department of Information Systems and Statistics	<b>Departments</b>	Paul H. Chook Department of Information Systems and Statistics
<b>Course</b>	CIS 9556: <del>Risk Management Systems</del>	<b>Course</b>	CIS 9556: <u>Risk Management and Information Security</u>
<b>Pre or corequisite</b>	Prereq: STA 9708; FIN 9770 OR CIS 9555; OR INSTRUCTOR PERMISSION	<b>Pre or corequisite</b>	Prereq: <u>None</u>
<b>Hours</b>	3	<b>Hours</b>	3
<b>Credits</b>	3	<b>Credits</b>	3
<b>Description</b>	<del>The students will gain an understanding of how institutional financial risks can be quantified and managed using information technology. This course discusses issues in aggregating and rationalizing real-time data from multiple trading sources in designing and implementing firm-wide risk systems. The course discusses the business and IT issues, regulatory requirements, and techniques to measure and report risk across a major financial organization and examines several cases of major risk failures. It further addresses market, credit, operational, model, and liquidity risks and the Basel II recommendations regarding risk management in financial institutions. As a part of the course, the students will experience vendor systems and risk applications at the Subotnick Financial Services Center. Students will learn to compute Value at Risk (VaR), perform a</del>	<b>Description</b>	<u>The role of operational risks such as those arising from reliance on complex systems, critical infrastructure and technology developments poses perhaps the greatest risk to firms in the post-globalization world. Executives strive to balance effective protection of data and IT assets with the desired risk appetite. This course examines the possible impacts and threats of cybersecurity and evaluates risk management frameworks that are applied to information security risks within an organization.</u>

	<del>Monte Carlo simulation using spreadsheet software, and have an understanding of best practices as well as the underlying assumptions and limitations of widely use.</del>		
<b>Requirement Designation</b>		<b>Requirement Designation</b>	
<b>Liberal Arts</b>	[ ] Yes [ x ] No	<b>Liberal Arts</b>	[ ] Yes [ x ] No
<b>Course Attribute (e.g. Writing Intensive, Honors, etc.)</b>		<b>Course Attribute (e.g. Writing Intensive, Honors, etc.)</b>	
<b>Course Applicability</b>	<div style="border: 1px solid black; padding: 5px;">         _Major  <input type="checkbox"/> Gen Ed Required  <input type="checkbox"/> English Composition  <input type="checkbox"/> Mathematics  <input type="checkbox"/> Science       </div> <div style="border: 1px solid black; padding: 5px; margin-top: 10px;"> <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       </div> <div style="border: 1px solid black; padding: 5px; margin-top: 10px;"> <input type="checkbox"/> Gen Ed - College Option          College Option Detail          _____       </div>	<b>Course Applicability</b>	<div style="border: 1px solid black; padding: 5px;">         _Major  <input type="checkbox"/> Gen Ed Required  <input type="checkbox"/> English Composition  <input type="checkbox"/> Mathematics  <input type="checkbox"/> Science       </div> <div style="border: 1px solid black; padding: 5px; margin-top: 10px;"> <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       </div> <div style="border: 1px solid black; padding: 5px; margin-top: 10px;"> <input type="checkbox"/> Gen Ed - College Option          College Option Detail          _____       </div>
<b>Effective Term</b>	<b>Spring 2020</b>		

**Rationale:** The course has been redesigned to focus on cybersecurity and organizational risk management. We are removing all prereqs due to the redesign of the course which is now designed to appeal to a wider range of students who are pursuing an MBA degree. Approved by the Paul H. Chook Department of Information Systems and Statistics, Feb 5, 2019

**Last Modified:** Feb 5, 2019

**AV: 1.2 Change(s) prerequisite, title to be offered in the Paul H. Chook Department of Information Systems and Statistics.**

<b>CUNYFirst Course ID</b>			
<b>FROM</b>		<b>TO</b>	
<b>Departments</b>	Paul H. Chook Department of Information Systems and Statistics	<b>Departments</b>	Paul H. Chook Department of Information Systems and Statistics
<b>Course</b>	STA/CIS 9660: Data Mining for Business Analytics	<b>Course</b>	CIS 9660: Data Mining for Business Analytics
<b>Pre or corequisite</b>	STA 9708	<b>Prerequisite</b>	<u>Pre-req:</u> STA 9708
<b>Hours</b>	3	<b>Hours</b>	3
<b>Credits</b>	3	<b>Credits</b>	3
<b>Description</b>	<p>Data Mining is the process by which useful information is extracted from large amounts of data. This course is designed to provide students with the necessary tools and techniques to perform data mining and business analytics. The topics will include essentials of data management, data preparation and examination, data clustering or segmentation techniques, and model development <del>using binary trees, regression methods, neural networks and other ad-hoc methods.</del> In addition to model development, students will learn about model assessment and validation, <del>as well as predictive analytics using those models.</del> Emphasis will be placed on careful presentation of quantitative aspects of data mining and business analytics, as well as on applications to <del>large big</del> data. <del>Students will be expected to implement these techniques on big data case studies throughout the semester.</del></p>	<b>Description</b>	<p>Data Mining is the process by which useful information is extracted from large amounts of data. This course is designed to provide students with the necessary tools and techniques to perform data mining and business analytics. The topics will include essentials of data management, data preparation, and model development. In addition, students will learn about model assessment and validation. Emphasis will be placed on careful presentation of quantitative aspects of data mining and business analytics, as well as on applications to big data.</p>

<b>Requirement Designation</b>		<b>Requirement Designation</b>	
<b>Liberal Arts</b>	[ ] Yes [ x ] No	<b>Liberal Arts</b>	[ ] Yes [ x ] No
<b>Course Attribute (e.g. Writing Intensive, Honors, etc.)</b>		<b>Course Attribute (e.g. Writing Intensive, Honors, etc.)</b>	
<b>Course Applicability</b>	<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 _____	<b>Course Applicability</b>	<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 _____
<b>Effective Term</b>	<b>Spring 2020</b>		

**Rationale:** This course was originally designed to serve the needs of graduate students primarily in IS and Stats programs. The statistics department has since developed its own set of courses on data mining (STA 9890 and STA 9891) targeted at students in the MS-Stats program. Removing the cross-listing lessens confusion for students in MS-Stats program. The course description is updated to emphasize the applied nature of the course.

Approved by the Paul H. Chook Department of Information Systems and Statistics, Feb 5, 2019

**Last Modified:** Mar 8, 2019

**AV: 1.3 Change(s) prerequisite, title to be offered in the Paul H. Chook Department of Information Systems and Statistics.**

<b>CUNYFirst Course ID</b>		<b>TO</b>	
<b>FROM</b>		<b>TO</b>	
<b>Departments</b>	Paul H. Chook Department of Information Systems and Statistics	<b>Departments</b>	Paul H. Chook Department of Information Systems and Statistics
<b>Course</b>	MTH/STA 9760: Big Data Technologies	<b>Course</b>	<u>CIS/STA 9760: Big Data Technologies</u>
<b>Pre or corequisite</b>	STA 9708; STA 9750 or CIS 9310 or CIS 9650	<b>Prerequisite</b>	<u>Pre-reqs: STA 9708 AND CIS 9650</u>
<b>Hours</b>	3	<b>Hours</b>	3
<b>Credits</b>	3	<b>Credits</b>	3
<b>Description</b>	The explosion of data collection and aggregation technologies has given rise to data-intensive problems. This course will give students an overview of the big data technologies that will help efficiently store, extract, and process very large datasets. Students will learn key data analysis and management techniques, including critical concepts such as Distributed File Systems (storage concepts) and MapReduce/Spark (processing concepts) that power modern big data technologies. In addition, the course will also show how big data technologies can also be used in <del>statistical/machine learning methods</del> to effectively analyze large volumes of data.	<b>Description</b>	The explosion of data collection and aggregation technologies has given rise to data-intensive problems. This course will give students an overview of the big data technologies that will help efficiently store, extract, and process very large datasets. Students will learn key data analysis and management techniques, including critical concepts such as Distributed File Systems (storage concepts) and MapReduce/Spark (processing concepts) that power modern big data technologies. In addition, the course will also show how big data technologies can also be used to effectively analyze large volumes of data.
<b>Requirement Designation</b>		<b>Requirement Designation</b>	
<b>Liberal Arts</b>	[ ] Yes [x] No	<b>Liberal Arts</b>	[ ] Yes [x] No
<b>Course Attribute (e.g. Writing Intensive, Honors, etc.)</b>		<b>Course Attribute (e.g. Writing Intensive, Honors, etc.)</b>	

<b>Course Applicability</b>	<div data-bbox="577 228 997 431"> <p>_Major</p> <p><input type="checkbox"/> Gen Ed Required</p> <p><input type="checkbox"/> English Composition</p> <p><input type="checkbox"/> Mathematics</p> <p><input type="checkbox"/> Science</p> </div> <div data-bbox="577 496 1005 724"> <p><input type="checkbox"/> Gen Ed - Flexible</p> <p><input type="checkbox"/> World Cultures</p> <p><input type="checkbox"/> US Experience in its Diversity</p> <p><input type="checkbox"/> Creative Expression</p> <p><input type="checkbox"/> Individual and Society</p> <p><input type="checkbox"/> Scientific World</p> </div> <div data-bbox="577 760 938 927"> <p><input type="checkbox"/> Gen Ed - College Option</p> <p>College Option Detail</p> <p>_____</p> </div>	<b>Course Applicability</b>	<div data-bbox="1470 196 1862 399"> <p>_Major</p> <p><input type="checkbox"/> Gen Ed Required</p> <p><input type="checkbox"/> English Composition</p> <p><input type="checkbox"/> Mathematics</p> <p><input type="checkbox"/> Science</p> </div> <div data-bbox="1470 464 1873 699"> <p><input type="checkbox"/> Gen Ed - Flexible</p> <p><input type="checkbox"/> World Cultures</p> <p><input type="checkbox"/> US Experience in its Diversity</p> <p><input type="checkbox"/> Creative Expression</p> <p><input type="checkbox"/> Individual and Society</p> <p><input type="checkbox"/> Scientific World</p> </div> <div data-bbox="1470 727 1833 894"> <p><input type="checkbox"/> Gen Ed - College Option</p> <p>College Option Detail</p> <p>_____</p> </div>
<b>Effective Term</b>	<b>Spring 2020</b>		

**Rationale:** The course is now being offered in collaboration with the faculty from the IS side of the department instead of the Math department. CIS 9310 and STA 9750 are removed from the pre-reqs as they do not cover the appropriate programming concepts needed for this course.

Note:

Course can be used as electives for continuing students in the MS in Stats, MS in Information Systems and MS in Business Analytics programs.

Approved by the Paul H. Chook Department of Information Systems and Statistics, Feb 5, 2019.

**Last Modified:** Mar 8, 2019

**AV: 1.4 Change(s) prerequisite, title to be offered in the Paul H. Chook Department of Information Systems and Statistics.**

<b>CUNYFirst Course ID</b>		<b>TO</b>	
<b>FROM</b>		<b>TO</b>	
<b>Departments</b>	Paul H. Chook Department of Information Systems and Statistics	<b>Departments</b>	Paul H. Chook Department of Information Systems and Statistics
<b>Course</b>	<del>STA 9661: Multivariate Statistics for Business Analytics</del>	<b>Course</b>	<u>STA 9661: Applied Statistics for Business Analytics</u>
<b>Pre or corequisite</b>	STA 9708 Note: Not open to students in the MS in Statistics Program.	<b>Prerequisite</b>	<u>Pre-req: STA 2000 or equivalent</u> Note: <u>Students cannot receive credit for both STA 9708 and STA 9661; Not open to students in the MS in Statistics Program nor the MBA program.</u>
<b>Hours</b>	3	<b>Hours</b>	3
<b>Credits</b>	3	<b>Credits</b>	3
<b>Description</b>	<del>This course is designed to provide students with knowledge and understanding of Multivariate Data Analysis (MDA) as it is used in business and in data mining for managerial decisions. Every effort will be made to provide a complete but not heavily mathematical introduction to a substantial variety of multivariate technique, including dimension reduction techniques, dependence models for both continuous and categorical responses, multivariate dependence models, and classification techniques. The main focus will be on practical issues such as preparing data for analysis, understanding the inputs and outputs of alternative multivariate techniques applied to a given problem, selecting appropriate analysis and interpreting</del>	<b>Description</b>	<u>This course is designed to provide students with an applied understanding of statistics that is necessary for pursuing a career in business analytics. This course will review the basics of business statistics (descriptive statistics, regression, and inferential statistics) using hands-on training with a suitable software tool such as R. The course will then provide a complete but not heavily-mathematical introduction to a substantial variety of multivariate techniques. The focus will be on practical issues such as preparing the data for analysis, understanding the inputs and outputs of alternative multivariate techniques applied to a given problem, selecting appropriate analysis and interpreting and presenting the results.</u>

	and presenting the results. The topics covered by the course include: principal components analysis and factor models; multiple regression and its multivariate extension: canonical correlations; multivariate analysis of variance; logistic regression and Multiple discriminant analysis, and cluster analysis.		
<b>Requirement Designation</b>		<b>Requirement Designation</b>	
<b>Liberal Arts</b>	[ ] Yes [ x ] No	<b>Liberal Arts</b>	[ ] Yes [ x ] No
<b>Course Attribute (e.g. Writing Intensive, Honors, etc.)</b>		<b>Course Attribute (e.g. Writing Intensive, Honors, etc.)</b>	
<b>Course Applicability</b>	<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 _____	<b>Course Applicability</b>	<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 _____
<b>Effective Term</b>	<b>Spring 2020</b>		

**Rationale:** This course was originally designed to serve the needs of graduate students in the MBA program who were interested in Business Analytics and who wanted to take a second, more applied course in statistics that covered multivariate techniques. The course is now repurposed so that it may also serve the MS-BA program. The course description is also updated to reflect this change. The pre-requisite is changed to STA 2000 as the course requires that the students have taken at least one statistics course in their UG program to be eligible to take this course.

Approved by the Paul H. Chook Department of Information Systems and Statistics, Mar 12, 2019

**Last Modified:** Mar 12, 2019

**AV: 1.5 Change(s) prerequisite, title to be offered in the Paul H. Chook Department of Information Systems and Statistics.**

<b>CUNYFirst Course ID</b>			
<b>FROM</b>		<b>TO</b>	
<b>Departments</b>	Paul H. Chook Department of Information Systems and Statistics	<b>Departments</b>	Paul H. Chook Department of Information Systems and Statistics
<b>Course</b>	STA 9750: Software Tools for Data Analysis	<b>Course</b>	STA 9750: Software Tools for Data Analysis
<b>Pre or corequisite</b>	Co-requisite: STA 9708	<b>Pre or corequisite</b>	Co-requisite: STA 9708
<b>Hours</b>	3	<b>Hours</b>	3
<b>Credits</b>	3	<b>Credits</b>	3
<b>Description</b>	<del>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</del>	<b>Description</b>	<u>This course provides an understanding of the principles and concepts of using computer tools for data analysis and visualization. Students will learn to use a scientific programming language (such as R) to import and export data from and into spreadsheets or other statistical software packages. They will gain experience in analyzing both quantitative and qualitative data, and statistical modelling techniques will be introduced.</u>

	<del>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.</del>		<u>Written reports will prepare students for clear communication of their analysis in professional settings. This course is designed primarily for Masters' students in statistics and quantitative methods and modeling (QMM), and those interested in carrying out sophisticated statistical analyses of data using statistical software.</u>
<b>Requirement Designation</b>		<b>Requirement Designation</b>	
<b>Liberal Arts</b>	[ ] Yes [ x ] No	<b>Liberal Arts</b>	[ ] Yes [ x ] No
<b>Course Attribute (e.g. Writing Intensive, Honors, etc.)</b>		<b>Course Attribute (e.g. Writing Intensive, Honors, etc.)</b>	
<b>Course Applicability</b>	<div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;">_Major</div> <div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;"> <input type="checkbox"/> Gen Ed Required  <input type="checkbox"/> English Composition  <input type="checkbox"/> Mathematics  <input type="checkbox"/> Science </div> <div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;"> <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 </div> <div style="border: 1px solid black; padding: 5px;"> <input type="checkbox"/> Gen Ed - College Option            College Option Detail            _____ </div>	<b>Course Applicability</b>	<div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;">_Major</div> <div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;"> <input type="checkbox"/> Gen Ed Required  <input type="checkbox"/> English Composition  <input type="checkbox"/> Mathematics  <input type="checkbox"/> Science </div> <div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;"> <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 </div> <div style="border: 1px solid black; padding: 5px;"> <input type="checkbox"/> Gen Ed - College Option            College Option Detail            _____ </div>

<b>Effective Term</b>	<b>Spring 2020</b>
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**Rationale:** The programming toolbox required by Statisticians and Data Scientists has changed significantly in the last decade. Currently, R has become the statistical programming language of choice of both academic and professional statisticians. This course description is updated to offer the course using current tools such as R.

Approved by the Paul H. Chook Department of Information Systems and Statistics, Feb 5, 2019

**Last Modified:** Feb 5, 2019

**AV: 1.6 Change(s) prerequisite, title to be offered in the Paul H. Chook Department of Information Systems and Statistics.**

<b>CUNYFirst Course ID</b>			
<b>FROM</b>		<b>TO</b>	
<b>Departments</b>	Paul H. Chook Department of Information Systems and Statistics	<b>Departments</b>	Paul H. Chook Department of Information Systems and Statistics
<b>Course</b>	STA 9797: Advanced Data Analysis	<b>Course</b>	STA 9797: Advanced Data Analysis
<b>Pre or corequisite</b>	STA 9700	<b>Prerequisite</b>	<u>Pre-req:</u> STA 9700
<b>Hours</b>	<del>4.5</del>	<b>Hours</b>	<u>3</u>
<b>Credits</b>	<del>4.5</del>	<b>Credits</b>	<u>3</u>
<b>Description</b>	The aim of this course is to provide the students with an in-depth understanding of mathematical models and their use in solving real world problems. The emphasis will be on hands-on experience, involving case studies with real data and using statistical packages such as R or SAS. This course covers linear regression, logistic regression, univariate and multivariate analysis of variance, nonlinear regression, survival analysis, time series analysis, bootstrap and nonparametric statistics. Students are expected to propose a data set of their choice for use in their final project.	<b>Description</b>	The aim of this course is to provide the students with an in-depth understanding of mathematical models and their use in solving real world problems. The emphasis will be on hands-on experience, involving case studies with real data and using statistical packages such as R or SAS. This course covers linear regression, logistic regression, univariate and multivariate analysis of variance, nonlinear regression, survival analysis, time series analysis, bootstrap and nonparametric statistics. Students are expected to

			propose a data set of their choice for use in their final project.
<b>Requirement Designation</b>		<b>Requirement Designation</b>	
<b>Liberal Arts</b>	[ ] Yes [ x ] No	<b>Liberal Arts</b>	[ ] Yes [ x ] No
<b>Course Attribute (e.g. Writing Intensive, Honors, etc.)</b>		<b>Course Attribute (e.g. Writing Intensive, Honors, etc.)</b>	
<b>Course Applicability</b>	<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 _____	<b>Course Applicability</b>	<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 _____
<b>Effective Term</b>	<b>Spring 2020</b>		

**Rationale:** The course is expanded to be offered as a 3 credit course given the range of topics that needs to be covered and that teaching the course in seven weeks showed that the material needed more time.

Approved by the Paul H. Chook Department of Information Systems and Statistics, Feb 5, 2019

**Last Modified:** Feb 5, 2019

**AV: 2. Change in course prerequisite and description in the Narendra Paul Loomba Department of Management**

<b>CUNYFirst Course ID</b>		<b>TO</b>	
<b>FROM</b>		<b>TO</b>	
<b>Departments</b>	Narendra Paul Loomba Department of Management	<b>Departments</b>	Narendra Paul Loomba Department of Management
<b>Course</b>	BUS 9700: Sustainable Business: Perspectives, Theories and Practices	<b>Course</b>	BUS 9700: Sustainable Business: Perspectives, Theories, and Practices
<b>Prerequisite</b>	ECON 9708	<b>Prerequisite</b>	<u>None</u>
<b>Hours</b>	3	<b>Hours</b>	N/C
<b>Credits</b>	3	<b>Credits</b>	N/C
<b>Description</b>	This course has been designed to provide students with an introduction to the theory and practice of sustainable business. <del>It is the principal required course in the Sustainable Business major at the MBA level.</del> The course seeks to enable students to develop a deep understanding of the concept of sustainability; its importance, its application to business; and its economic, social and environment implications. The role of government and NGOs in sustainable development <del>will be</del> explored vis-a-vis their relationship to business. Ethics and its role in sustainability will be featured throughout the course.	<b>Description</b>	This course has been designed to provide students with an introduction to the theory and practice of sustainable business. The course seeks to enable students to develop a deep understanding of the concept of sustainability; its importance, its application to business; and its economic, social and environment implications. The role of government and NGOs in sustainable development <u>is</u> explored vis-a-vis their relationship to business. <u>The course includes case study analysis as well as experiential activities to better understand the challenges and opportunities of business sustainability.</u> Ethics and its role in sustainability will be featured throughout the course.
<b>Requirement Designation</b>		<b>Requirement Designation</b>	
<b>Liberal Arts</b>	[ ] Yes [X ] No	<b>Liberal Arts</b>	[ ] Yes [ X ] No
<b>Course Attribute (e.g. Writing Intensive, Honors, etc.)</b>		<b>Course Attribute (e.g. Writing Intensive, Honors, etc.)</b>	

<b>Course Applicability</b>	<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 _____	<b>Course Applicability</b>	<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 _____
<b>Effective Term</b>	<b>Fall 2018</b>		

**Rationale for pre-req change:** ECON 9708 was required when majors such as the Sustainability Major existed. Currently we are encouraging students to build a sustainability career path, and offer them flexibility to take courses like BUS 9700 at any time during graduate studies at Baruch College.

**Rationale for course description change:** The old description introduced the course as part of the Sustainability Major which does not exist anymore. The course description has also been updated to mention the use of pedagogical tools such as case studies and experiential activities.

## **CHANCELLOR'S UNIVERSITY REPORT ERRATA**

Part A: Academic Matters

Baruch College

June 2018 CUR, Section AV: Changes in Existing Courses; Chancellor's Report Item AV. 1: BUS 9601 Change in Prerequisites

From: 26 credits

To:

All foundational skills (18 credits) plus 12 additional Zicklin graduate credits.

ECO 9730 and IBS 9600 and LAW 9201 and MGT 9200 and MGT 9301 and MGT 9600 and STA 9708 and (BUS 9558 or (BUS 9551 and (BUS 9552 or BUS 9553))) and 12 additional Zicklin graduate credits.

**PART A: ACADEMIC MATTERS**

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 21, 2019 and March 26, 2019 effective the Spring 2020 semester, pending approval of the Board of Trustees.

**Section AIV. New Courses**

**AIV.1.1**

Department(s)	Black and Latino Studies
Career	<input checked="" type="checkbox"/> Undergraduate <input type="checkbox"/> Graduate
Academic Level	<input checked="" type="checkbox"/> Regular <input type="checkbox"/> Compensatory <input type="checkbox"/> Developmental <input type="checkbox"/> Remedial
Subject Area	Latino Studies
Course Prefix	LTS
Course Number	3100
Course Title	Latino Communities in the U.S.
Catalogue Description	This course examines the Latino presence in the US, from its origins in the sixteenth century to the present day. Through readings, lectures, film, research and discussions, we will study the development of Latino communities throughout the US, their cultural expressions and traditions, and their contribution to American society. Other topics include language, individual and collective identity, media representation, migration patterns, and their increasing political and economic impact.
Prerequisites	ENG 2150 and one course in: Black Studies, Latino Studies, History, Political Science, Anthropology, or Sociology
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"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> <input type="checkbox"/> Individual and Society <input type="checkbox"/> <input type="checkbox"/> Scientific World

Effective Term	Spring 2020
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Rationale: This course presents a focus on Latino/as in U.S. society and has broad interest for Baruch students. The course will be appropriate for students who intend to minor in Black and Latino Studies and for those who would plan an ad hoc major including courses in Latino Studies. The broad list of prerequisites ensure that students enter with backgrounds from different disciplines that will broaden perspectives in discussions of the readings.

LTS 3100 will be offered once per year with a projected enrollment of 35 students. It may serve as an elective within the Black and Latino Studies minor, as an elective within the Latino Studies minor, or as a general elective for the BA, BBA, and BS degrees for new and continuing students.

#### AIV.1.2

Department(s)	Black and Latino Studies
Career	<input checked="" type="checkbox"/> Undergraduate <input type="checkbox"/> Graduate
Academic Level	<input checked="" type="checkbox"/> Regular <input type="checkbox"/> Compensatory <input type="checkbox"/> Developmental <input type="checkbox"/> Remedial
Subject Areas	Latino Studies
Course Prefix	LTS
Course Number	3110
Course Title	Debates in Latin American Social Theory
Catalogue Description	This course examines the intellectual debates in Latin American history and culture. The class will focus on the role of race, gender, and ethnicity as variables that affect socio-economic mobility in Latin America and affect concepts of national identity. We will explore the impact of European and African immigration on indigenous heritage peoples in Latin America and how the various ethnic groups have produced hybrid cultures in the arts, cuisine, and in other cultural idioms that have shaped poly-cultural Latin American and US Latino communities. The broad scope of this course is an ideal starting point for minors in Latino Studies and for students who plan to include Latin American Studies in their majors.
Prerequisites	ENG 2150 and one of the following: BLS 1019; LTS 1003; LTS 1004; 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 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"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective Term	Spring 2020

Rationale: The Department of Black and Latino Studies is in the process of drafting a proposal for a new major, and this course would serve as a core requirement.

LTS 3110 will be offered every semester with a projected enrollment of 35 students. It may serve as an elective within the Black and Latino Studies minor, as an elective within the Latino Studies minor, or as a general elective for the BA, BBA, and BS degrees for new and continuing students.

**AIV.1.3**

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	3430
Course Title	World War II: A Global History
Catalogue Description	This course examines the military, political, and social history of World War II, a global conflict that cost more than 55 million lives and fundamentally transformed world affairs. Topics include: the war's origins in Europe and Asia; military strategies; major battles in key war theatres; industrial mobilization; and genocide.
Prerequisites	One 1000-level HIS course or instructor's permission
Pre/Co-requisite	ENG 2150
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"/> 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 _
Effective Term	Spring 2020		

Rationale: Consistent with the growing emphasis on global themes in courses offered by the history department and by other Weissman School of Arts and Sciences departments, this course examines World War II in global perspective. The study of World War II lends itself to global history because it involved conflicts, alliance systems, strategic calculations, and military operations of interhemispheric reach. Moreover, conflicts in different parts of the world affected one another; for example, Britain's 1942 defeat by Japan in Southeast Asia resulted in the loss of colonial resources that had to be compensated for by increased U.S. Lend-Lease deliveries shipped across the North Atlantic. Examining such developments enables students to appreciate the structures and dynamics of global interconnectivity.

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) and upper-level seminars (e.g., JWS 3538 The Holocaust in History and Memory).

Reflecting recent historiographical trends in military studies, the course examines events on the battlefield in the broad context of strategic, political, and social developments. For example, an analysis of the German invasion of the Soviet Union in 1941 warrants a look at Nazi ideology, the Holocaust, and the role of the German armed forces in genocide. This broad-based approach encourages students to appreciate the complexity of singular historical events.

HIS 3430 will be offered once per year with a projected enrollment of 40 students. This course may serve as a "Global, Comparative, or Transnational History" area elective within the History major (NYSED program codes 01972 and 60012); as an elective within the History minor; or as a general elective for the BA, BBA, and BS degrees for new and continuing students.

**AIV.1.4**

Department(s)	Natural Sciences and 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	Biology, Environmental Studies, and Psychology
Course Prefix	BIO/ENV/PSY
Course Number	3032
Course Title	Animal Behavior
Catalogue Description	Behavior is a key interface between an animal's genome and the environment. In this course, students will learn about the historical foundations of the field, current theories about, and evidence for a broad range of behavioral topics. In the laboratory component, students will get hands-on experience conducting animal behavior research through experiments and observations at all levels of analysis. Students may receive credit for only one of the following courses: BIO 3032; ENV 3032; or PSY 3032. These courses may substitute for each other with the F-replacement option.
Prerequisites	BIO/ENV 3032: one course in biology or environmental studies with laboratory or department permission PSY 3032: one course in biology or environmental studies with laboratory and PSY 1001; or department permission
Credits	4
Contact Hours	2 lecture, 4 lab
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 2020

Rationale: This course will be available as an elective in the Biological Sciences Major and as a component of the Natural Sciences Minor and the Interdisciplinary Minor in Environmental Sustainability. It will broaden the scope of subjects available for study in these programs, and it may encourage students to design independent study projects on behavior. The course is complementary to PSY 3082, Mind, Brain, and Behavior; it will give majors and minors in Psychology, who have a strong interest in biology, another option for designing their program.

The Department of Natural Sciences is considered the home department for this course. BIO/ENV/PSY 3032 will be offered once per year with a projected enrollment of 22 students. It may be used as an elective within the Biological Sciences Major (NYSED program codes 35195 and 39849); as an elective within the Psychology major (NYSED program codes 01963 and 60023); as an elective within the minors in Environmental Sustainability, Natural Sciences, and Psychology; or as a general elective for the BA, BBA, and BS degrees.

**AIV.1.5**

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	Physics
Course Prefix	PHY
Course Number	4400
Course Title	Special Topics in Theoretical Physics
Catalogue Description	The Special Topics in Theoretical Physics course is designed to be a Capstone course for students completing any of the various tracks of the Physics Minor at Baruch. Students will apply the physics and quantitative methods learned in basic courses to get initiated into the methods of research in theoretical physics. Each student is expected to present his/her progress each week in a 2.5 hour session with the other students under the supervision of the instructor. Possible areas of concentration include Nuclear and Particle Physics, Modern Physics, or Astrophysics.
Prerequisites	PHY 3010 and PHY 3020; or PHY 2003, PHY 3001, and PHY 3200
Credits	4
Contact Hours	2 lecture, 4 lab
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"/> Mathematics <input type="checkbox"/> Science	<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 checked="" type="checkbox"/> Scientific World	College Option Detail _
Effective Term	Spring 2020		

Rationale: By running the capstone as a single course (versus multiple independent studies in different topics), students will benefit from having the capstone run as a regularly scheduled course and by enhancing their research and communication skills and learning from the work of their peers. This course will serve as excellent preparation for graduate work in physics or any other quantitative science.

PHY 4400 will be offered once per year with a projected enrollment of 15 students. It may be used as an elective or as a capstone for the minors in Natural Sciences and Physics, or as a general elective for the BA, BBA, and BS degrees.

## Section AV. Changes in Existing Courses

### AV.1.1 Change in Course Title, Status, Prerequisites, and Description to be offered by the English Department

CUNYfirst Course ID	148477		
FROM		TO	
Departments	English	Departments	n/c
Course	ENG 4130 <del>Early Renaissance Literature: Non-dramatic</del>	Course	ENG 4130 Renaissance Literature: Non-dramatic
Status	<del>Inactive</del>	Status	<u>Active</u>
Prerequisite	<del>None</del>	Prerequisite	<u>ENG/CMP/LTT 2800 or 2850, or departmental permission</u>
Hours	3	Hours	n/c
Credits	3	Credits	n/c
Description	<del>Studies in Tudor, Elizabethan, and Jacobean literature, based on topics such as Shakespeare's Intellectual Milieu, The Rise of Humanism, or The Other Elizabethans.</del>	Description	<u>This course studies the development of poetry and prose in 16th and 17th-century England in relation to major and influential works and figures from continental Europe. Topics include the rise of Humanism;</u>

			<u>translation and imitation; the popularity of amorous and rogue fiction; political thinkers and philosophers; religious tensions between Catholics and Protestants; cross-cultural contacts and exchange with the Americas, Africa, and Asia, etc.</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	Summer 2019

Rationale: This course is slated for a fuller update; for now the English department is updating the description and learning goals, as well as asking that its prerequisites be aligned with their other 4000-level courses. This long-unused course is being reactivated so that students have another capstone-level option within the Renaissance and Early Modern periods.

ENG 4130 will be offered every year with a projected enrollment of 25 students. It may serve as an elective within the English major (NYSED program codes 01956 and 60009); as a capstone or as an elective within the English minor; or as a general elective for the BA, BBA, and BS degrees for new and continuing students.

**AV.1.2 Change in Course Prerequisites and Description to be offered by the English Department**

CUNYfirst Course ID	091405		
FROM		TO	
Departments	English	Departments	n/c
Course	ENG 4540 Studies in American Poetry	Course	n/c
Prerequisite	<del>ENG 2150</del> or ENG/LTT 2800 or 2850	Prerequisite	ENG/ <u>CMP</u> /LTT 2800 or 2850, <u>or departmental permission</u>
Hours	3	Hours	n/c
Credits	3	Credits	n/c
Description	<del>A study of American poetic practice from the Imagists (Pound, H.D.) through Stevens, Frost, Hughes, Jeffers, Williams, and the Beat Generation (Ferlinghetti, Ginsberg) to the confessional school of Lowell and Sylvia Plath.</del>	Description	<u>This course focuses on American poetry, with particular emphasis on one or more of the modern and contemporary periods, and considers how American poets have responded to evolving poetic traditions and a dynamic cultural landscape. Likely topics include imagist poetry, the Harlem Renaissance, the Black Arts Movement, Beat Poets, the confessional school, new formalism, and the Nuyorican Poets, among others.</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	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	Summer 2019

Rationale: ENG 4540 was back-listed in the undergraduate bulletin for several years, and is being introduced back into the English department's regular course offerings. The previous description is not inclusive of the many cultural and political movements in American poetry and does not capture the latter half of the 20th century. The English department is also aligning its prerequisites with their other 4000-level courses.

ENG 4540 will be offered every year with a projected enrollment of 25 students. It may serve as an elective within the English major (NYSED program codes 01956 and 60009); as a capstone or as an elective within the English minor; or as a general elective for the BA, BBA, and BS degrees for new and continuing students.

**AV.1.3 Change in Course Prerequisites to be offered by the Fine and Performing Arts Department**

CUNYfirst Course ID	090209		
FROM		TO	
Departments	Fine and Performing Arts	Departments	n/c
Course	ART 3050 Intermediate Graphic Communication: Publication Design	Course	n/c
Prerequisite	ART 2050 and IDC 1000 or CIS 1357 or permission of the instructor	Prerequisite	ART 2050 or permission of the instructor
Hours	3	Hours	n/c
Credits	3	Credits	n/c
Description	This intermediate studio graphic design course emphasizes editorial design. Students build on knowledge gained in ART 2050. The class will research and report on the history of publications and publication designers. Current industry trends will be considered and discussed during project work. Projects will include	Description	n/c

	brochures, newsletters, catalogues, and magazines.		
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 2020

Rationale: The current prerequisites of IDC 1000 or CIS 1357 are a holdover from a long ago era when familiarity with basic computer functioning could not be reasonably assumed. (CIS 1357 isn't even offered anymore at Baruch, and has been replaced by CIS 2200.) The FPA department stopped enforcing the IDC 1000/CIS1357 prerequisite decades ago, and has been giving every student who inquires an override. This change has no curricular impact. The ART 2050 prerequisite ensures students are familiar with computer-based design. Finally, the change aligns this class with the department's other 3000-level offerings, which require only ART 2050 as a prerequisite.

**AV.1.4 Change in Course Title and Description to be offered by the Journalism and the Writing Professions Department**

CUNYfirst Course ID	092345		
FROM		TO	
Departments	Journalism and the Writing Professions	Departments	n/c
Course	JRN 3100 <del>Copy</del> Editing	Course	JRN 3100 Editing
Prerequisite	JRN 3050 or departmental permission.	Prerequisite	n/c
Hours	3	Hours	n/c
Credits	3	Credits	n/c
Description	<del>This course provides hands-on practice in preparing articles for publication in newspapers, magazines, and electronic media. Students learn to write headlines and captions, check facts and grammar, assess fairness and accuracy, and guard against potential libel. Students learn further methods of improving articles (considerations of reporting and writing, voice and style, structure and organization). Regular conferences are included.</del>	Description	<u>Copy editors traditionally edit stories, write photo captions and headlines, and must have keen eyes and ears for language and style while being aware of legal, ethical, and news quality issues. Online convergence adds the need for proficiency working across platforms and mediums to ensure online content displays consistency and quality in everything from printed words, to audio, to video, to graphics.</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	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 2020

Rationale: Virtually all journalistic editing now takes place in the digital world. The Journalism department adjusted JRN 3100 accordingly, and they are updating the course title and description to more accurately reflect how the course is taught.

**AV.1.5 Change in Course Description to be offered by the Journalism and the Writing Professions Department**

CUNYfirst Course ID	092349 (JRN 3220) and 136370 (JRN 3220H)		
FROM		TO	
Departments	Journalism and the Writing Professions	Departments	n/c
Course	JRN 3220 Media Ethics	Course	n/c
Prerequisite	ENG 2150 or department permission. A base curriculum course in philosophy is recommended	Prerequisite	n/c
Hours	3	Hours	n/c
Credits	3	Credits	n/c
Description	<del>In this course, students examine a range of legal and ethical issues that arise in the media and learn to apply moral reasoning to complex questions. Examining case studies from the professional world and surveying ethical theory, students consider such questions as the media's responsibilities to the public, the pressures exerted by government and business, and the daily dilemmas media professionals encounter, such as source confidentiality and going undercover for a story.</del>	Description	<u>What are the legal and ethical rights and responsibilities of journalists, the news media, and anyone who publishes on social media? From privacy, to censorship, to defamation, to fake news and fabrication, to conflicts of interest, students will research, critically analyze and discuss legal and ethical issues of concern to journalists, the news media, news audience and social media publishers. Among the topics covered: censorship, confidential sources, conflicts of interest, copyright infringement, defamation, fabrication, First Amendment protections,</u>

	<del>Students also learn the basics of libel and other significant media law. Students participate in vigorous debates and write several papers in which they argue for a particular ethical decision.</del>		<u>news gathering liability, plagiarism, privacy, sensationalism, undercover reporting and the watchdog role of the press. Coursework includes online research, close reading of court cases and news articles, and multiple writing assignments. Students will be evaluated on the basis of exams, written assignments and, in some cases, presentations to the class.</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 2020

Rationale: The bulletin description is being updated to reflect developments in media law and ethics. In addition, the updated version more completely and accurately reflects the topics covered, coursework, and evaluation.

**AV.1.6 Change in Course Prerequisites to be offered by the Mathematics Department**

CUNYfirst Course ID	093184	TO	
FROM		TO	
Departments	Mathematics	Departments	n/c
Course	MTH 4010 Mathematical Analysis I	Course	n/c
Prerequisite	Any one of the following three 3000-level calculus courses: MTH 3020, MTH 3030, MTH 3050, AND any of the following <del>eight</del> 4000-level courses: MTH 4000, MTH 4009, MTH 4200, MTH 4210, MTH 4215, MTH 4220, MTH 4240, MTH 4315	Prerequisite	Any one of the following three 3000-level calculus courses: MTH 3020, MTH 3030, MTH 3050, AND any of the following <u>nine</u> 4000-level courses: MTH 4000, MTH 4009, <u>MTH 4030</u> , MTH 4200, MTH 4210, MTH 4215, MTH 4220, MTH 4240, MTH 4315
Hours	3	Hours	n/c
Credits	3	Credits	n/c
Description	This course presents a rigorous treatment of the limit, continuity, differentiability, and integrability of a function of one variable. Other topics include real numbers and the axioms of completeness and continuity; convergence of a sequence of real numbers; elements of point set topology; and extensions and generalization of the law of the mean.	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	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"/> 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 2020

Rationale: This action corrects an inadvertent omission in the 4000-level courses that may serve as a prerequisite for MTH 4010. MTH 4030 is being added to this list as it provides students with the background in proof-writing that is necessary for students taking MTH 4010.

#### AV.1.7 Change in Course Description to be offered by the Mathematics Department

CUNYfirst Course ID	093190		
FROM		TO	
Departments	Mathematics	Departments	n/c
Course	MTH 4130 Mathematics of Data Analysis	Course	n/c
Prerequisite	MTH 4120; or MTH 3120 and MTH 4119	Prerequisite	n/c
Hours	4	Hours	n/c
Credits	4	Credits	n/c
Description	<p>This course is an introduction to statistics with a focus on data analysis. Topics covered during the first half of the course include confidence intervals, hypothesis testing, and linear regression. The second half of the course concerns time-series with topics including exponential smoothing models, autoregressive and moving average models. Topics and methods in cluster analysis such as K-means cluster analysis and hierarchical</p>	Description	<p>This course is an introduction to statistics with a focus on data analysis. Topics covered during the first half of the course include confidence intervals, hypothesis testing, and linear regression. The second half of the course concerns time-series with topics including exponential smoothing models, autoregressive and moving average models. Topics and methods in cluster analysis such as K-means cluster analysis and hierarchical cluster analysis will be covered near the end</p>

	<p>cluster analysis will be covered near the end of the semester. Students are introduced to practical data analysis skills using statistical software such as SAS or MATLAB, or using the R programming language.</p> <p>Not open to students who have completed STA 3155.</p>		<p>of the semester. Students are introduced to practical data analysis skills using statistical software such as SAS or MATLAB, or using the R programming language.</p> <p>Not open to students who have completed <u>or are taking</u> STA 3155 <u>or</u> STA 4155.</p>
Requirement Designation		Requirement Designation	
Liberal Arts	[ x ] Yes [ ] No	Liberal Arts	[ x ] Yes [ ] No
Course Attribute (e.g. Writing Intensive, WAC, etc.)		Course Attribute (e.g. Writing Intensive, WAC, etc.)	
General Education Component	<p><input checked="" type="checkbox"/> Not Applicable</p> <p><input type="checkbox"/> Required</p> <p><input type="checkbox"/> English Composition</p> <p><input type="checkbox"/> Mathematics</p> <p><input type="checkbox"/> Science</p> <p><input type="checkbox"/> Flexible</p> <p><input type="checkbox"/> World Cultures</p> <p><input type="checkbox"/> US Experience in its Diversity</p> <p><input type="checkbox"/> Creative Expression</p> <p><input type="checkbox"/> Individual and Society</p> <p><input type="checkbox"/> Scientific World</p>	General Education Component	<p><input checked="" type="checkbox"/> Not Applicable</p> <p><input type="checkbox"/> Required</p> <p><input type="checkbox"/> English Composition</p> <p><input type="checkbox"/> Mathematics</p> <p><input type="checkbox"/> Science</p> <p><input type="checkbox"/> Flexible</p> <p><input type="checkbox"/> World Cultures</p> <p><input type="checkbox"/> US Experience in its Diversity</p> <p><input type="checkbox"/> Creative Expression</p> <p><input type="checkbox"/> Individual and Society</p> <p><input type="checkbox"/> Scientific World</p>
Effective		Effective	Spring 2020

Rationale: This change is being made to reflect changes in courses in the Department of Information Systems and Statistics; students are proscribed from taking both MTH 4130 and either STA 3155 or STA 4155, as the classes cover similar content.

**AV.1.8 Change in Course Prerequisites and Description to be offered by the Mathematics Department**

CUNYfirst Course ID	093204		
FROM		TO	
Departments	Mathematics	Departments	n/c
Course	MTH 4320 Fundamental Algorithms	Course	n/c
Prerequisite	MTH 3300 (STA 3300), or CIS (STA) 2359 and CIS (STA) 3362	Prerequisite	<u>MTH 3006 or MTH 3010 or MTH 3030, AND MTH 3300 or CIS 3100 or CIS 3120 or CIS 4100</u>
Hours	4	Hours	n/c
Credits	3	Credits	n/c
Description	<del>This course covers basic combinatorial procedures used in various applications of computer science. Some of these are searching (sequential, binary), sorting (bubble, quick, Shell, bucket, heap), and merging of files. These are followed by computer representations and traversing of graphs, spanning trees, minimal path, and Hamiltonian circuits. For each topic, an algorithm will be designed, programmed, and run on the computer. The results will be analyzed in terms of efficiency.</del>	Description	<u>In this course, one learns how to design efficient algorithms and becomes familiar with common real-world algorithms. Examples include algorithms for data compression, error correcting codes, common graph algorithms such as shortest paths and network flow, and more. The course also includes algorithm techniques such as divide-and-conquer, greedy algorithms, and dynamic programming.</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	<u>  </u> <input checked="" type="checkbox"/> Not Applicable <u>  </u> Required <u>  </u> English Composition <u>  </u> Mathematics <u>  </u> Science	General Education Component	<u>  </u> <input checked="" type="checkbox"/> Not Applicable <u>  </u> Required <u>  </u> English Composition <u>  </u> Mathematics <u>  </u> Science

	<input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World		<input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective		Effective	Spring 2020

Rationale: The course description is being updated to more accurately reflect the course content. The prerequisites are being updated to reflect the higher level of mathematical knowledge needed for the updated curriculum. The updated CIS prerequisites are commensurate with changes in the CIS curriculum of the Department of Information Systems and Statistics.

**AV.1.9 Change in Course Prerequisites and Description to be offered by the Mathematics Department**

CUNYfirst Course ID	093208		
FROM		TO	
Departments	Mathematics	Departments	n/c
Course	MTH 4410 Theory of Interest	Course	n/c
Prerequisite	MTH 3006 or MTH 3010	Prerequisite	<u>MTH 2630 or MTH 3006 or MTH 3010</u>
Hours	4	Hours	n/c
Credits	4	Credits	n/c
Description	Topics to be discussed include measurements of various interest rates, equations of value, <del>simple annuities,</del> <del>general annuities,</del> yield rates, amortization schedules, sinking funds, bonds, <del>depreciation,</del> and <del>capitalized cost.</del>	Description	<u>This course provides a mathematical understanding of fundamental concepts of financial mathematics and their applications in calculating values for various streams of cash flows.</u> Topics to be discussed include measurements of various interest rates, equations of value, yield rates, <u>non-contingent annuities,</u> amortization schedules, sinking funds, bonds, <u>interest rate swaps, and immunization.</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 2020

Rationale: The course description is being updated to more accurately reflect the course content. These updates reflect changes in the focus of the course commensurate with changes within the actuarial profession. The prerequisites for this course have been updated to accommodate students who follow different calculus tracks that do not include MTH 3006 or MTH 3010.

**AV.1.10 Change in Course Prerequisites and Description to be offered by the Natural Sciences Department; New Cross-Listing in Biology**

CUNYfirst Course ID	115252		
FROM		TO	
Departments	Natural Sciences	Departments	n/c
Course	PHY 3500 Biological Applications of Physics	Course	PHY/ <u>BIO 3500</u> Biological Applications of Physics
Prerequisite	PHY 2003 and PHY 3001 or PHY 3010 and PHY 3020	Prerequisite	PHY 2003 and PHY 3001; or PHY 3010 and PHY 3020; <u>and BIO 2010 or Departmental Permission</u>
Hours	3 lecture, 3 lab	Hours	n/c

Credits	4	Credits	n/c
Description	This course focuses on the application to biology and medicine of basic physics, including mechanics, waves, fluids, thermodynamics, electricity, magnetism, optics, and modern physics. Emphasis is placed on the increasing connections between the physical and biological sciences, the effectiveness of physical concepts in explaining biomedical phenomena, and the function of medical devices and instruments.	Description	This course focuses on the application to biology and medicine of basic physics, including mechanics, waves, fluids, thermodynamics, electricity, magnetism, optics, and modern physics. Emphasis is placed on the increasing connections between the physical and biological sciences, the effectiveness of physical concepts in explaining biomedical phenomena, and the function of medical devices and instruments. <u>Students will credit for BIO 3500 or PHY 3500. These courses may substitute for each other with the F-replacement option.</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 2020

Rationale: This course is requested by majors in Biological Sciences, but they are discouraged from taking it as it is not listed as an elective choice. The addition of Principles of Biology I (BIO 2010) to the prerequisites is wholly appropriate because this introductory course covers the anatomy and physiology that is governed and limited by the physical laws. Biological Applications of Physics provides students with knowledge that is barely covered in other upper division science courses; therefore it should be cross-listed with Biology as BIO/PHY. The addition of “or Departmental Permission” will allow the department discretion to admit those physics students who would like to learn about biology. Faculty in the Natural Sciences department expect this change in the major electives to boost enrollment in this course and add intellectual opportunities for our majors.

BIO/PHY 3500 will be offered once per year with a projected enrollment of 15-20 students. It may be used an elective within the Biological Sciences Major (NYSED program codes 35195 and 39849); as an elective within the minors in Natural Sciences and Physics; or as a general elective for the BA, BBA, and BS degrees for new and continuing students.

**AV.1.11 Change in Course Number, Title, Prerequisites, and Description to be offered by the Political Science Department; Removal of Cross-Listing with the Marx School of Public and International Affairs**

CUNYfirst Course ID	093788		
FROM		TO	
Departments	Political Science, <del>Marx School of Public and International Affairs</del>	Departments	Political Science
Course	<del>POL/PUB 3233 Political and Administrative Research</del>	Course	POL <u>3000 Research Skills in Political Science</u>
Prerequisite	<del>POL 1101 and one additional course in political science or departmental permission</del>	Prerequisite	One course in political science or departmental permission
Hours	3	Hours	n/c
Credits	3	Credits	n/c
Description	<del>An introduction to the foundations of political and administrative research, with special emphasis placed on the philosophy of social science, research design, measurement, data collection procedures, and data analysis and interpretation. Students may participate in field research activities.</del>	Description	<u>This course provides an introduction to the toolkit of political science research. Topics include the logic of social inquiry, research design, causal explanation, information collection, field research, data analysis, effective presentation, and structured writing. The course is recommended as a foundation for further study in the political science</u>

			<u>curriculum and as a prime source of transferable skills.</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 2020

Rationale: The current Political Science curriculum does not offer a structured introduction to political science as a research discipline. Research training, if any, is dispersed throughout the program, which makes it hard for interested students to acquire these skills as well as for any instructor to establish common ground even for political science majors. POL 3233 addresses this issue, but it has not been offered in a long time. The department, responding to recent assessment results and the arrival of a new cohort of interested faculty, intends to revive this course with an updated format.

The emphasis of the new format is on skills: research design, data literacy, analytical writing, statistical methods, effective presentation, etc. On this basis there will be ample opportunity for student-led, hands-on research, either quantitative or qualitative in nature. Our overall aim is to train skills that are transferable. They will be useful in academic contexts-such as in other Baruch classes or for students aspiring to go to graduate school-as well as for students seeking employment in research-oriented fields outside of academia.

The course will be strongly recommended to political science majors. It will also be open to political science minors and as a general elective.

The department will use various communication channels to maximize enrollment among its majors. The first step are the revised title and description, as well as the change of the course number from POL 3233 to POL 3000 as a signal that this course may serve as a basis for other electives.

Capping the number of students at 20 is essential due to the focus of the course on hands-on work, student-led research and semester-long projects. This is similar to the cap in other research-intensive courses such as our capstone (POL 4900) or equivalent research methods classes in other departments (such as PSY 3001).

The change of the requirement harmonizes this course with other electives in the department.

Cross-listing as PUB 3233 is obsolete as courses of the PUB prefix are not offered in Marxe's curriculum any longer. This is also the reason why the term "administrative" is not used in the new course title. (The political science department conferred with Dean Birdsell, who expressed his approval that the cross-listing can be removed.)

POL 3000 will be offered every semester with a projected enrollment of 20 students. It may be used as a "Political Theory and Methodology" elective within the Political Science major (NYSED program codes 01973 and 60022); as an elective within the Political Science minor, or as a general elective for the BA, BBA, and BS degrees for new and continuing students.

**AV.1.12 Change in Course Description to be offered by the Psychology Department; New Cross-Listing with the Natural Sciences Department**

CUNYfirst Course ID	093903		
FROM		TO	
Departments	Psychology	Departments	Psychology <u>and Natural Sciences</u>
Course	PSY 3082 Mind, Brain, and Behavior	Course	PSY/ <u>BIO 3082</u> Mind, Brain, and Behavior
Prerequisite	PSY 1001	Prerequisite	n/c
Hours	3	Hours	n/c
Credits	3	Credits	n/c
Description	This course provides an introduction to the integration of cognitive, affective, and social psychology with neuroscience. Starting with the basic anatomy and	Description	This course provides an introduction to the integration of cognitive, affective, and social psychology with neuroscience. Starting with the basic anatomy and functions of the

	functions of the central nervous system, we will build an understanding of the mind-brain connection from basic perception, to learning, to higher-order consciousness.		central nervous system, we will build an understanding of the mind-brain connection from basic perception, to learning, to higher-order consciousness. <u>Students will receive credit for BIO 3082 or PSY 3082. These courses may substitute for each other with the F-replacement option.</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 2020

Rationale: Cross-listing this course in BIO and including it as an elective choice in the Biological Sciences major will broaden the areas in which students might focus as they prepare for careers in health care or graduate programs. It would also be available in the Natural Sciences minor.

Psychology is considered the home department for this course. PSY/BIO 3082 will continue to be offered once per year with a projected enrollment of 40 students. It may be used a foundation course or as an elective within Psychology major (NYSED program codes 01963 and 60023); as an elective within the Biological Sciences major (NYSED program codes 35195 and 39849); as a

foundation course or as an elective within the Psychology minor; as an elective within the Natural Sciences minor; or as a general elective for the BA, BBA, and BS degrees for new and continuing students.

## **Section AVI. Courses Withdrawn**

### **AVI.1.1**

#### CHM 1005 Select Topics in Chemistry

Rationale: The Pathways pair of chemistry courses, CHM 1003L and CHM 1004, were modeled on CHM 2003 General Chemistry I. The Natural Sciences department added a 1-credit course, CHM 1005 Select Topics in Chemistry, to bring students up to speed, so they could go right into CHM 3001, General Chemistry II. This is a failure. The students in the Pathways pair hold back instruction, and there is no way that the additional one credit course can bring those few individuals up to speed for CHM 3001. The few who have tried, dropped out. The Pathways courses, CHM 1003L and CHM 1004 both include in the course descriptions notations that students interested in the Biological Sciences major should take CHM 2003.

The following recommendations of the committee on Undergraduate Curriculum were approved at the Zicklin School of Business Faculty Meeting on April 18, 2019 effective Spring 2020 semester pending approval of the Board of Trustees.

**PART A: ACADEMIC MATTERS**

**Section AIII: Changes in Degree Programs**

**AIII: 1 The following revisions are proposed for the BBA in Statistics and Quantitative Modeling in the Zicklin School of Business**

Program: BBA in Statistics and Quantitative Modeling  
 Program Code: 01916  
 MHC Program Code: 60029  
 HEGIS Code: 0503  
 Effective: Spring 2020

<b>From:</b>	<b>BBA in Statistics and Quantitative Modeling</b>		<b>To:</b>	<b>BBA in Statistics and Quantitative Modeling</b>	
Course	Description	Crd	Course	Description	Crd
Required Courses		12	Required Courses		12
STA 3000	Statistical Computing	3	STA 3000	Statistical Computing	3
OPR 3450	Quantitative Decision Making for Business I	3	OPR 3450	Quantitative Decision Making for Business I	3
STA 3154	Business Statistics II	3	STA 3154	Business Statistics II	3
STA <del>3455</del>	Regression and Forecasting Models for Business Applications	3	STA <u>4155</u>	Regression and Forecasting Models for Business Applications	3
Elective Courses		12	Elective Courses <u>(No more than six credits outside of the CIS, OPR, STA and MTH)</u>		12
CIS 3400	Database Management Systems I	3	<u>CIS 2300</u>	<u>Programing and Computational Thinking</u>	<u>3</u>
CIS 4100	Object-Oriented Programming II	3	<u>CIS 3100</u>	<u>Object Oriented Programing</u>	<u>3</u>
OPR 3451	Quantitative Decision Making for Business II	3	<u>CIS 3120</u>	<u>Programing for Analytics</u>	<u>3</u>
<del>OPR 3452</del>	<del>Systems Simulation</del>	<del>3</del>	CIS 3400	Database Management Systems I	3
OPR 3453	Bayesian Statistical Inference and Decision Making	3	CIS 4100	Object-Oriented Programming II	3
OPR 4470	Special Topics in Operations Research	3	<u>CIS 4400</u>	<u>Data Warehousing for Analytics</u>	<u>3</u>

OPR 5000	Independent Study and Research in Operations Research	3	OPR 3451	Quantitative Decision Making for Business II	3
STA 3156	<del>Sampling Theory and Practice</del>	<del>3</del>	OPR 3453	Bayesian Statistical Inference and Decision Making	3
STA 3253	<del>Categorical Data Analysis</del>	<del>3</del>	OPR 4470	Special Topics in Operations Research	3
STA 3255	Statistical Quality Control Methods	3	OPR 5000	Independent Study and Research in Operations Research	3
STA 3560	Nonparametric Statistics	3	<u>STA/CIS 3920</u>	<u>Data Mining for Business Analytics</u>	<u>3</u>
STA 4000	Introduction to SAS Programming	3	STA/CIS 4000	Introduction to SAS Programming	3
STA 4157	Design and Analysis of Experimental Data	3	STA 4157	Design and Analysis of Experimental Data	3
STA 4158	Analysis of Time Series	3	STA 4158	Analysis of Time Series	3
STA 4370	Special Topics in Applied Statistics	3	<u>STA/CIS 4170</u>	<u>Data Visualization</u>	<u>3</u>
STA 5000	Independent Study in Statistics	3	STA 4370	Special Topics in Applied Statistics	3
ECO 4300	<del>Mathematical Economics</del>	<del>3</del>	<u>STA 4920</u>	<u>Advanced Data Mining</u>	<u>3</u>
MKT 3600	Marketing Research	3	STA 5000	Independent Study in Statistics	3
MGT 3710	<del>Operations Planning Systems</del>	<del>3</del>	MKT 3600	Marketing Research	3
MTH 3020	Intermediate Calculus	3	<u>MKT 4123</u>	<u>Marketing Web Analytics and Intelligence</u>	<u>3</u>
MTH 4120	<del>Introduction to Probability</del>	<del>4</del>	<u>MKT 4561</u>	<u>Marketing Analytics</u>	<u>3</u>
MTH 4125	<del>Introduction to Stochastic Processes</del>	<del>4</del>	MTH 3020	Intermediate Calculus	4
MTH 4130	<del>Mathematics of Statistics</del>	<del>4</del>	<u>** Any MTH 4000 and above is also accepted as an elective</u>		
MTH 4140	Graph Theory	4	Note: OPR 3300 Quantitative Methods for Accounting may be substituted for OPR 3450 with the approval of the area advisor.		
MTH 4320	Fundamental Algorithms	4			
MTH 4451	Risk Theory	4			
MTH 4500	Introductory Financial Mathematics	4			
Note: OPR 3300 Quantitative Methods for Accounting may be substituted for OPR 3450 with the approval of the area advisor.					

Rationale:

- The following courses are removed because they have not been offered recently.
  - OPR 3452
  - STA 3156
  - STA 3253
  - STA 3255
  - STA 3560
  - ECO 4300
- MGT 3710 is being removed because it is not directly related to statistics and quantitative modeling.
- The following courses are being added because they are focused on programing, algorithms, statistical analysis, and quantitative modeling:
  - CIS 2300
  - CIS 3100
  - CIS 3120
  - CIS 4400
  - OPR 5000
  - STA/CIS 3920
  - STA/CIS 4170
  - STA 4920
  - STA 5000
  - MKT 4123
  - MKT 4561
- Note that MTH 4000 and above are removed because we added a note that any MTH 4000 and above is accepted as electives.

**All: 2      The following revisions are proposed for the BBA in Entrepreneurship in the Zicklin School of Business**

Program: BBA in Entrepreneurship  
 Program Code: 21877  
 MHC Program Code: 60010  
 HEGIS Code: 0506.00  
 Effective: Fall 2020

From:			To:		
BBA in Entrepreneurship			BBA in Entrepreneurship		
Course	Description	Crd	Course	Description	Crd
<b>Required Courses</b>		<b>12</b>	<b>Required Courses</b>		<b>12</b>
MGT 3960(3860)	Entrepreneurship Management	3	<u>MGT 3950</u>	<u>Developing an Entrepreneurial Mindset</u>	<u>3</u>
MGT 4961(4862)	Entrepreneurial Experiences	3	<u>MGT 3951</u>	<u>Creating Entrepreneurial Opportunities</u>	<u>3</u>
MGT 4962(4867)	Family Business Management	3	<u>MGT 4952</u>	<u>Designing for Innovation</u>	<u>3</u>
MGT 4963(4864)	Entrepreneurial Startups (CIC)	3	<u>MGT 5985</u>	<u>Entrepreneurship in the Wild (CIC)</u>	<u>3</u>
<b>Elective Courses</b>		<b>12</b>	<b>Elective Courses</b>		<b>9</b>
<p>Students must take four additional courses from the following list:                      (In the event that a course is unavailable, contact a faculty advisor to secure approval for a substitution.)</p>			<p>Students must take three elective courses, at least two of which <u>must</u> come from the following list. For the third elective, students <u>may</u> choose from this same list, or students <u>may</u> choose any 3000-level or 4000-level course from the Marxe, Weissman, or Zicklin Schools by submitting the justification for an identified course to the Entrepreneurship Area Coordinator, who will notify the Registrar, if the course is approved.</p>		
<del>CIS 3444</del>	<del>E-Business Technologies</del>	3	<u>MGT 3960</u>	<u>An Entrepreneurial Pre-Launch Journey</u>	<u>3</u>
<del>FIN 3610</del>	<del>Corporate Finance</del>	3	<u>MGT 3962</u>	<u>Family Enterprise Dynamics</u>	<u>3</u>
<del>LAW 3102</del>	<del>Law of Business Organizations</del>	3	<u>MGT 3964</u>	<u>Entrepreneurial Teams, Networks, and Alliances</u>	<u>3</u>

LAW 3106	Law and Entrepreneurship	3	<u>MGT 3968</u>	<u>The Art of Persuasion</u>	<u>3</u>
LAW 3302	The Law of Real Estate Transactions II	3	<u>MGT 3971</u>	<u>Multicultural Entrepreneurial Experiences</u>	<u>3</u>
LAW 3400	Law, Business and Sustainability	3	<u>MGT 4954</u>	<u>New Venture Funding</u>	<u>3</u>
MGT 3300	Management: A Behavioral Approach	3	<u>MGT 4960</u>	<u>New Venture Management</u>	<u>3</u>
MGT 4400	Human Resource Management	3	<u>MGT 4967</u>	<u>Technology and Innovation in Entrepreneurship</u>	<u>3</u>
MGT 4420	The Management of Compensation	3	<u>MGT 4969</u>	<u>Social Entrepreneurship (CIC)</u>	<u>3</u>
MGT 4965	Leadership Development and Entrepreneurial Applications	3	<u>MGT 4993</u>	<u>Special Topics in Entrepreneurship</u>	<u>3</u>
MGT 4966	Social Business: Social Networking for Entrepreneurs	3			
MGT 4967	Technology, Innovation, and Design in Entrepreneurship	3			
MGT 4968	Critical Conversations for Entrepreneurs: Selling and Negotiating	3			
MGT 4969(4864)	Social Entrepreneurship	3			
MGT 4970	Creating Entrepreneurial Communities	3			
MGT 4971	Women and Entrepreneurship	3			
MGT 4978(4863)	Intrapreneurship: Managing Ventures Within Corporations	3			
MKT 3400	International Business Principles	3			
MKT 3600	Marketing Research	3			
MKT 3605	Consumer Behavior	3			
MKT 4151	Direct and Interactive Marketing	3			
MKT 4401	International Trade Financing	3			

MKT 4511	Marketing Channels	3			
MKT 4555	Internet Marketing	3			
MKT 4910	Selling and Sales Management	3			
MKT 4912	Retailing I: Retail	3			
PAF 3015	Qualitative Studies of Communities	3			
PAF 3040	Information and Society	3			
PAF 3102	Economic Analysis and Public Policy	3			
PAF 3601	Programs, Policy and Evaluation Research	3			
PAF 3701/RES 3650	Public Regulation of Land Use	3			
PAF 4250/RES 4650	Nonprofit Housing Development	3			
RES 3000/LAW 3301	Real Estate Law and Institutions	3			
RES 3200	Property Investment and Financing	3			
RES 3300	Real Estate Valuation and Feasibility Study	3			
RES 3400	Real Estate Capital Market	3			
RES 3550	Analytical Skills in Real Estate	3			
RES 3700	Real Estate Management	3			

Rationale: Entrepreneurship refers to the ability to see and the willingness to pursue opportunity where others see chaos, contradiction, and confusion. In today's uncertain world, success is defined not just by what we know, but also by how well we can respond to new challenges as they arise by creating and implementing novel solutions to them. Whether in the context of a new venture, a large established company, a non-profit organization, or a government agency, whether in the field of technology, finance, health, education, or the arts, entrepreneurial thinking can be applied to conceive of and deliver new value in new ways to users, beneficiaries, customers, and society-at-large.

Such an approach to thinking about opportunity requires a broad skill set, including creativity, empathy, insight, resourcefulness, and design, as well as the courage to act upon one's ideas. Thus, consistent with Baruch College's goal to "review and reimagine its curriculum to better prepare its students to be local, national, and global leaders capable of solving difficult and multi-faceted

problems ... to ensure that graduates of any of Baruch's academic programs are well prepared for success, leadership, and rewarding careers," as laid out in Baruch College's new 2018-2023 Strategic Plan, the entrepreneurship faculty is embarking on a major revision of the BBA Major and Minor in Entrepreneurship. This new curriculum will shift the program's current focus from the formation and management of small/family businesses to the development of an "entrepreneurial mindset" that can be applied to all individual and organizational settings. We believe such a focus not only is more faithful to the fundamental essence of what entrepreneurship really is, but given the varied interests and aspirations of our students, could be of great value to all Baruch College students as they seek to navigate and respond creatively to the challenges they will face in their personal and professional lives. Finally, in response to CUNY Central's plan to lower textbook costs for all CUNY students in order to increase college access and completion rates, the entrepreneurship curriculum was designed to allow for a "Z-degree" option, in which students can complete their degree by taking all "zero-textbook cost" (ZTC) courses.

In light of this repositioning, we have redesigned the program to include the following new three-course, nine-credits core that will constitute the Minor in Entrepreneurship as well as the foundation for the Major in Entrepreneurship. All three courses will be ZTC, are expected to be offered every semester (with additional sections offered as needed), and are estimated to be single sections each with a maximum enrollment of 40 students.

1. Developing an Entrepreneurial Mindset (MGT 3950, 3 cr., ZTC). In this new course, students will develop a cognitive, emotional, and behavioral understanding of entrepreneurship.
2. Creating Entrepreneurial Opportunities (MGT 3951, 3 cr., ZTC). In this new course, students will explore the basis for recognizing, discovering, and creating entrepreneurial opportunities.
3. Designing for Innovation (MGT 4952, 3 cr., ZTC). In this new course, students will learn how to transform an abstract idea into a physical concept that has value to an intended audience.

After taking the nine-credits core, students seeking to deepen their study of entrepreneurship by exploring how an entrepreneurial mindset can be applied in practice and within specific contexts (i.e., startup, corporate, social, technology, etc.), may elect to continue and earn a Major in Entrepreneurship by also taking an additional four courses including three electives from the list below and one required capstone course, MGT 5985 totaling twelve credits beyond the Minor nine-credits core resulting in a total of twenty-one credits for the Major in Entrepreneurship.

4. Three electives from the following list in order to provide contexts for understanding how entrepreneurial thinking can be applied. Proposals to revise existing courses and new courses as noted below will be submitted in Spring 2019, and all courses will continue to be offered in order to allow all current entrepreneurship majors to graduate from either the existing program or the new program. Except for MGT 4969 which will be offered every semester as a CIC with a maximum 28 students per single section, these courses are expected to be offered every year (with additional sections offered as needed), and are estimated to be single sections each with a maximum enrollment of 40 students. Six of these entrepreneurship elective courses below are ZTC.
  - a. Students must take three elective courses, at least two of which *must* come from the following list.
    - i. An Entrepreneurial Pre-Launch Journey (MGT 3960, 3 cr.). In this revised course, students are exposed to the process of initiating a business venture from the conceptualization phase to launch.
    - ii. Family Enterprise Dynamics (MGT 3962, 3 cr.). In this revised course, students explore the main issues facing family-owned enterprises.
    - iii. Entrepreneurial Teams, Networks, and Alliances (MTG 3964, 3 cr., ZTC). In this new course, students will

- learn the importance of teams and leadership skills in entrepreneurial settings.
  - iv. The Art of Persuasion (MGT 3968, 3 cr.). In this revised course, students develop an understanding of the skills and strategies in selling and negotiation.
  - v. Multicultural Entrepreneurial Experiences (MGT 3971, 3 cr., ZTC). In this new course, students learn how an entrepreneur's gender and/or gender identification and expression, ethnicity, family culture, and geographic location influence their entrepreneurial journey.
  - vi. New Venture Funding (MGT 4954, 3 cr., ZTC). In this new course, students will explore the various ways entrepreneurs can raise funds for their ventures.
  - vii. New Venture Management (MGT 4960, 3 cr.). In this new course, students learn the ways in which entrepreneurs manage new ventures.
  - viii. Technology and Innovation in Entrepreneurship (MGT 4967, 3 cr., ZTC) In this revised course, students develop a foundation for understanding the role, contribution, and implications of technology and innovation in any organization context including new ventures and other settings.
  - ix. Social Entrepreneurship (MGT 4969, 3 cr., ZTC, CIC). In this existing and revised course, students will gain an understanding of how entrepreneurs can create value for others in a sustainable way.
  - x. Special Topics in Entrepreneurship (MGT 4993, 3 cr., ZTC). This Special Topics will explore and focus on a particular Entrepreneurship topic of current interest.
- b. Students must take three elective courses, at least two of which *must* come from the preceding list. For the third elective, students *may* choose from this same list, or students *may* choose any 3000-level or 4000-level course from the Marxer, Weissman, or Zicklin Schools by submitting the justification for an identified course to the Entrepreneurship Area Coordinator, who will notify the Registrar, if the course is approved.
5. Entrepreneurship in the Wild (MGT 5985, 3 cr., ZTC, CIC). In this new experiential course, students will execute on their own entrepreneurial idea in order to build an awareness of and appreciation for the effort and risk associated with entrepreneurship. This course is ZTC, is expected to be offered every semester (with additional sections offered as needed), and is estimated to be single sections each with a maximum enrollment of 28 students because this is a CIC.

In sum, entrepreneurship is about creativity and action. While entrepreneurship often plays out in the context of new ventures, its applicability is much broader and, in reality, is present in all individual and organizational settings. Thus, we seek to reposition the Entrepreneurship Minor and Major from a focus on the niche area of new/small/family business to one that embraces, encourages, and develops a creative, empathetic, and courageous approach to problem-solving. We believe that by helping students from each of Baruch's three colleges develop and leverage a truly entrepreneurial mindset, they will be not only better business owner-managers, but better scientists, analysts, writers, programmers, artists, public servants, managers, etc. as well. And, providing "Z degree" options should only increase demand.