

**November 2017****Baruch College****Chancellor's University Report – Part A: Academic Matters****PART A: Academic Matters****Section AIV: New Courses**

The following recommendations of the committee on Undergraduate Curriculum were approved at the Zicklin School of Business faculty Meeting on October 12, 2017, effective Fall 2018 semester pending approval of the Board of Trustees.

**AIV. 1.1**

<b>CUNYfirst Course ID</b>	
<b>Department(s)</b>	Bert W. Wasserman Department of Economics and Finance
<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>	Economics
<b>Course Prefix</b>	ECO
<b>Course Number</b>	3093
<b>Course Title</b>	Special Topics in Economics
<b>Catalogue Description</b>	This course focuses on timely and relevant topics in economics that are not covered in the regular curriculum. The areas of study are determined each semester by the instructor offering the course. The course topics and additional pre-requisites will be announced during the preceding semester. Students may take this course more than once provided that different topics are covered.
<b>Pre/ Co Requisites</b>	To be determined by the special topics syllabus
<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"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <hr/>

	<input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society  <input type="checkbox"/> Scientific World
<b>Effective Term</b>	Fall 2018

**Rationale:** At the present time every department in the Zicklin School has Special Topics courses at the four-thousand level. We need "Special Topics" courses also at the three-thousand level because some courses may not have the academic rigor and difficulty level to justify them to be at the four-thousand level. Also, in some of the specializations a four-thousand level course is assumed to be a "capstone" course by the students; and we want to reduce that potential confusion.

#### AIV. 1.2

<b>CUNYfirst Course ID</b>	
<b>Department(s)</b>	Bert W. Wasserman Department of Economics and Finance
<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>	Economics
<b>Course Prefix</b>	ECO
<b>Course Number</b>	3094
<b>Course Title</b>	Special Topics in Economics
<b>Catalogue Description</b>	This course focuses on timely and relevant topics in economics that are not covered in the regular curriculum. The areas of study are determined each semester by the instructor offering the course. The course topics and additional pre-requisites will be announced during the preceding semester. Students may take this course more than once provided that different topics are covered.
<b>Pre/ Co Requisites</b>	To be determined by the special topics syllabus
<b>Credits</b>	1.5
<b>Contact Hours</b>	1.5
<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"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <hr/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society

	___ Scientific World
<b>Effective Term</b>	Fall 2018

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### AIV. 1.3

<b>CUNYfirst Course ID</b>	
<b>Department(s)</b>	Bert W. Wasserman Department of Economics and Finance
<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>	Finance
<b>Course Prefix</b>	FIN
<b>Course Number</b>	3093
<b>Course Title</b>	Special Topics in Finance
<b>Catalogue Description</b>	This course focuses on timely and relevant topics in finance that are not covered in the regular curriculum. The areas of study are determined each semester by the instructor offering the course. The course topics and additional pre-requisites will be announced during the preceding semester. Students may take this course more than once provided that different topics are covered.
<b>Pre/ Co Requisites</b>	To be determined by the special topics syllabus
<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"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <hr/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
<b>Effective Term</b>	Fall 2018

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#### AIV. 1.4

<b>CUNYfirst Course ID</b>	
<b>Department(s)</b>	Bert W. Wasserman Department of Economics and Finance
<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>	Finance
<b>Course Prefix</b>	FIN
<b>Course Number</b>	3094
<b>Course Title</b>	Special Topics in Finance
<b>Catalogue Description</b>	This course focuses on timely and relevant topics in finance that are not covered in the regular curriculum. The areas of study are determined each semester by the instructor offering the course. The course topics and additional pre-requisites will be announced during the preceding semester. Students may take this course more than once provided that different topics are covered.
<b>Pre/ Co Requisites</b>	To be determined by the special topics syllabus
<b>Credits</b>	1.5
<b>Contact Hours</b>	1.5
<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"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <hr/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
<b>Effective Term</b>	Fall 2018

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thousand level. Also, in some of the specializations a four-thousand level course is assumed to be a "capstone" course by the students; and we want to reduce that potential confusion.

#### AIV. 2.1

<b>CUNYfirst Course ID</b>	
<b>Department(s)</b>	Paul H. Chook Department of Information Systems and Statistics
<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>	Computer Information Systems
<b>Course Prefix</b>	CIS
<b>Course Number</b>	3093
<b>Course Title</b>	Special Topics in Computer Information Systems
<b>Catalogue Description</b>	This course focuses on timely and relevant topics in computer information systems that are not covered in the regular curriculum. The areas of study are determined each semester by the instructor offering the course. The course topics and additional pre-requisites will be announced during the preceding semester. Students may take this course more than once provided that different topics are covered.
<b>Pre/ Co Requisites</b>	To be determined by the special topics syllabus
<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"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <hr/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
<b>Effective Term</b>	Fall 2018

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**AIV. 2.2**

<b>CUNYfirst Course ID</b>	
<b>Department(s)</b>	Paul H. Chook Department of Information Systems and Statistics
<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>	Computer Information Systems
<b>Course Prefix</b>	CIS
<b>Course Number</b>	3094
<b>Course Title</b>	Special Topics in Computer Information Systems
<b>Catalogue Description</b>	This course focuses on timely and relevant topics in computer information systems that are not covered in the regular curriculum. The areas of study are determined each semester by the instructor offering the course. The course topics and additional pre-requisites will be announced during the preceding semester. Students may take this course more than once provided that different topics are covered.
<b>Pre/ Co Requisites</b>	To be determined by the special topics syllabus
<b>Credits</b>	1.5
<b>Contact Hours</b>	1.5
<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"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <hr/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
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**AIV. 2.3**

<b>CUNYfirst Course</b>	
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<b>ID</b>	
<b>Department(s)</b>	Paul H. Chook Department of Information Systems and Statistics
<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>	Statistics
<b>Course Prefix</b>	STA
<b>Course Number</b>	3093
<b>Course Title</b>	Special Topics in Statistics
<b>Catalogue Description</b>	This course focuses on timely and relevant topics in statistics that are not covered in the regular curriculum. The areas of study are determined each semester by the instructor offering the course. The course topics and additional pre-requisites will be announced during the preceding semester. Students may take this course more than once provided that different topics are covered.
<b>Pre/ Co Requisites</b>	To be determined by the special topics syllabus
<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"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <hr/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
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#### AIV. 2.4

<b>CUNYfirst Course ID</b>	
<b>Department(s)</b>	Paul H. Chook Department of Information Systems and Statistics
<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>	Statistics
<b>Course Prefix</b>	STA
<b>Course Number</b>	3094
<b>Course Title</b>	Special Topics in Statistics
<b>Catalogue Description</b>	This course focuses on timely and relevant topics in statistics that are not covered in the regular curriculum. The areas of study are determined each semester by the instructor offering the course. The course topics and additional pre-requisites will be announced during the preceding semester. Students may take this course more than once provided that different topics are covered.
<b>Pre/ Co Requisites</b>	To be determined by the special topics syllabus
<b>Credits</b>	1.5
<b>Contact Hours</b>	1.5
<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"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <hr/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
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#### AIV. 2.5

<b>CUNYfirst Course ID</b>	
<b>Department(s)</b>	Paul H. Chook Department of Information Systems and Statistics
<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>	Operations Research



<b>Course Prefix</b>	OPR
<b>Course Number</b>	3093
<b>Course Title</b>	Special Topics in Operations Research
<b>Catalogue Description</b>	This course focuses on timely and relevant topics in operations research that are not covered in the regular curriculum. The areas of study are determined each semester by the instructor offering the course. The course topics and additional pre-requisites will be announced during the preceding semester. Students may take this course more than once provided that different topics are covered.
<b>Pre/ Co Requisites</b>	To be determined by the special topics syllabus
<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"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <hr/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
<b>Effective Term</b>	Fall 2018

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#### AIV. 2.6

<b>CUNYfirst Course ID</b>	
<b>Department(s)</b>	Paul H. Chook Department of Information Systems and Statistics
<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>	Operations Research
<b>Course Prefix</b>	OPR
<b>Course Number</b>	3094
<b>Course Title</b>	Special Topics in Operations Research

<b>Catalogue Description</b>	This course focuses on timely and relevant topics in operations research that are not covered in the regular curriculum. The areas of study are determined each semester by the instructor offering the course. The course topics and additional pre-requisites will be announced during the preceding semester. Students may take this course more than once provided that different topics are covered.
<b>Pre/ Co Requisites</b>	To be determined by the special topics syllabus
<b>Credits</b>	1.5
<b>Contact Hours</b>	1.5
<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"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <hr/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
<b>Effective Term</b>	Fall 2018

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#### AIV. 3.1

<b>CUNYfirst Course ID</b>	
<b>Department(s)</b>	Department of Law
<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>	Law
<b>Course Prefix</b>	LAW
<b>Course Number</b>	3093
<b>Course Title</b>	Special Topics in Law
<b>Catalogue Description</b>	This course focuses on timely and relevant topics in law that are not covered in the regular curriculum. The areas of study are determined each semester by the instructor offering the course. The course topics and additional pre-

	requisites will be announced during the preceding semester. Students may take this course more than once provided that different topics are covered.
<b>Pre/ Co Requisites</b>	To be determined by the special topics syllabus
<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"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <hr/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
<b>Effective Term</b>	Fall 2018

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#### AIV. 3.2

<b>CUNYfirst Course ID</b>	
<b>Department(s)</b>	Department of Law
<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>	Law
<b>Course Prefix</b>	LAW
<b>Course Number</b>	3094
<b>Course Title</b>	Special Topics in Law
<b>Catalogue Description</b>	This course focuses on timely and relevant topics in Law that are not covered in the regular curriculum. The areas of study are determined each semester by the instructor offering the course. The course topics and additional pre-requisites will be announced during the preceding semester. Students may take this course more than once provided that different topics are covered.
<b>Pre/ Co Requisites</b>	To be determined by the special topics syllabus
<b>Credits</b>	1.5

<b>Contact Hours</b>	1.5
<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"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <hr/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
<b>Effective Term</b>	Fall 2018

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#### AIV. 4.1

<b>CUNYfirst Course ID</b>	
<b>Department(s)</b>	Narendra Paul Loomba Department of 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>	Management
<b>Course Prefix</b>	MGT
<b>Course Number</b>	3093
<b>Course Title</b>	Special Topics in Management
<b>Catalogue Description</b>	This course focuses on timely and relevant topics in management that are not covered in the regular curriculum. The areas of study are determined each semester by the instructor offering the course. The course topics and additional pre-requisites will be announced during the preceding semester. Students may take this course more than once provided that different topics are covered.
<b>Pre/ Co Requisites</b>	To be determined by the special topics syllabus
<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</b> (e.g. Writing Intensive, Honors, etc)	
<b>Course Applicability</b>	<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 <hr/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
<b>Effective Term</b>	Fall 2018

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#### AIV. 4.2

<b>CUNYfirst Course ID</b>	
<b>Department(s)</b>	Narendra Paul Loomba Department of 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>	Management
<b>Course Prefix</b>	MGT
<b>Course Number</b>	3094
<b>Course Title</b>	Special Topics in Management
<b>Catalogue Description</b>	This course focuses on timely and relevant topics in management that are not covered in the regular curriculum. The areas of study are determined each semester by the instructor offering the course. The course topics and additional pre-requisites will be announced during the preceding semester. Students may take this course more than once provided that different topics are covered.
<b>Pre/ Co Requisites</b>	To be determined by the special topics syllabus
<b>Credits</b>	1.5
<b>Contact Hours</b>	1.5
<b>Liberal Arts</b>	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
<b>Course Attribute</b> (e.g. Writing	

<b>Intensive, Honors, etc)</b>	
<b>Course Applicability</b>	<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 <hr/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
<b>Effective Term</b>	Fall 2018

**Rationale:** At the present time every department in the Zicklin School has Special Topics courses at the four-thousand level. We need "Special Topics" courses also at the three-thousand level because some courses may not have the academic rigor and difficulty level to justify them to be at the four-thousand level. Also, in some of the specializations a four-thousand level course is assumed to be a "capstone" course by the students; and we want to reduce that potential confusion.

#### AIV. 4.3

<b>CUNYfirst Course ID</b>	
<b>Department(s)</b>	Narendra Paul Loomba Department of 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>	3993
<b>Course Title</b>	Special Topics in Entrepreneurship
<b>Catalogue Description</b>	This course focuses on timely and relevant topics in entrepreneurship management that are not covered in the regular curriculum. The areas of study are determined each semester by the instructor offering the course. The course topics and additional pre-requisites will be announced during the preceding semester. Students may take this course more than once provided that different topics are covered.
<b>Pre/ Co Requisites</b>	To be determined by the special topics syllabus
<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</b>	<input checked="" type="checkbox"/> Major

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

**Rationale:** At the present time every department in the Zicklin School has Special Topics courses at the four-thousand level. We need "Special Topics" courses also at the three-thousand level because some courses may not have the academic rigor and difficulty level to justify them to be at the four-thousand level. Also, in some of the specializations a four-thousand level course is assumed to be a "capstone" course by the students; and we want to reduce that potential confusion.

#### AIV. 4.4

<b>CUNYfirst Course ID</b>	
<b>Department(s)</b>	Narendra Paul Loomba Department of 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>	3994
<b>Course Title</b>	Special Topics in Entrepreneurship
<b>Catalogue Description</b>	This course focuses on timely and relevant topics in entrepreneurship management that are not covered in the regular curriculum. The areas of study are determined each semester by the instructor offering the course. The course topics and additional pre-requisites will be announced during the preceding semester. Students may take this course more than once provided that different topics are covered.
<b>Pre/ Co Requisites</b>	To be determined by the special topics syllabus
<b>Credits</b>	1.5
<b>Contact Hours</b>	1.5
<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"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures

	<input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <hr/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society  <input type="checkbox"/> Scientific World
<b>Effective Term</b>	Fall 2018

**Rationale:** At the present time every department in the Zicklin School has Special Topics courses at the four-thousand level. We need "Special Topics" courses also at the three-thousand level because some courses may not have the academic rigor and difficulty level to justify them to be at the four-thousand level. Also, in some of the specializations a four-thousand level course is assumed to be a "capstone" course by the students; and we want to reduce that potential confusion.

#### AIV. 4.5

<b>CUNYfirst Course ID</b>	
<b>Department(s)</b>	Narendra Paul Loomba Department of 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>	Human Resource Management
<b>Course Prefix</b>	MGT
<b>Course Number</b>	3493
<b>Course Title</b>	Special Topics in Human Resource Management
<b>Catalogue Description</b>	This course focuses on timely and relevant topics in human resource management that are not covered in the regular curriculum. The areas of study are determined each semester by the instructor offering the course. The course topics and additional pre-requisites will be announced during the preceding semester. Students may take this course more than once provided that different topics are covered.
<b>Pre/ Co Requisites</b>	To be determined by the special topics syllabus
<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"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <hr/>



	<input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society  <input type="checkbox"/> Scientific World
<b>Effective Term</b>	Fall 2018

**Rationale:** At the present time every department in the Zicklin School has Special Topics courses at the four-thousand level. We need "Special Topics" courses also at the three-thousand level because some courses may not have the academic rigor and difficulty level to justify them to be at the four-thousand level. Also, in some of the specializations a four-thousand level course is assumed to be a "capstone" course by the students; and we want to reduce that potential confusion.

#### AIV. 4.6

<b>CUNYfirst Course ID</b>	
<b>Department(s)</b>	Narendra Paul Loomba Department of 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>	Human Resource Management
<b>Course Prefix</b>	MGT
<b>Course Number</b>	3494
<b>Course Title</b>	Special Topics in Human Resource Management
<b>Catalogue Description</b>	This course focuses on timely and relevant topics in human resource management that are not covered in the regular curriculum. The areas of study are determined each semester by the instructor offering the course. The course topics and additional pre-requisites will be announced during the preceding semester. Students may take this course more than once provided that different topics are covered.
<b>Pre/ Co Requisites</b>	To be determined by the special topics syllabus
<b>Credits</b>	1.5
<b>Contact Hours</b>	1.5
<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"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <hr/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society

	___ Scientific World
<b>Effective Term</b>	Fall 2018

**Rationale:** At the present time every department in the Zicklin School has Special Topics courses at the four-thousand level. We need "Special Topics" courses also at the three-thousand level because some courses may not have the academic rigor and difficulty level to justify them to be at the four-thousand level. Also, in some of the specializations a four-thousand level course is assumed to be a "capstone" course by the students; and we want to reduce that potential confusion.

#### AIV. 4.7

<b>CUNYfirst Course ID</b>	
<b>Department(s)</b>	Narendra Paul Loomba Department of 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>	Operations Management
<b>Course Prefix</b>	MGT
<b>Course Number</b>	3593
<b>Course Title</b>	Special Topics in Operations Management
<b>Catalogue Description</b>	This course focuses on timely and relevant topics in operations management that are not covered in the regular curriculum. The areas of study are determined each semester by the instructor offering the course. The course topics and additional pre-requisites will be announced during the preceding semester. Students may take this course more than once provided that different topics are covered.
<b>Pre/ Co Requisites</b>	To be determined by the special topics syllabus
<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"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <hr/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
<b>Effective Term</b>	Fall 2018

**Rationale:** At the present time every department in the Zicklin School has Special Topics courses at the four-thousand level. We need "Special Topics" courses also at the three-thousand level because some courses may not have the academic rigor and difficulty level to justify them to be at the four-thousand level. Also, in some of the specializations a four-thousand level course is assumed to be a "capstone" course by the students; and we want to reduce that potential confusion.

#### AIV. 4.8

<b>CUNYfirst Course ID</b>	
<b>Department(s)</b>	Narendra Paul Loomba Department of 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>	Operations Management
<b>Course Prefix</b>	MGT
<b>Course Number</b>	3594
<b>Course Title</b>	Special Topics in Operations Management
<b>Catalogue Description</b>	This course focuses on timely and relevant topics in operations management that are not covered in the regular curriculum. The areas of study are determined each semester by the instructor offering the course. The course topics and additional pre-requisites will be announced during the preceding semester. Students may take this course more than once provided that different topics are covered.
<b>Pre/ Co Requisites</b>	To be determined by the special topics syllabus
<b>Credits</b>	1.5
<b>Contact Hours</b>	1.5
<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"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <hr/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
<b>Effective Term</b>	Fall 2018

**Rationale:** At the present time every department in the Zicklin School has Special Topics courses at the four-thousand level. We need "Special Topics" courses also at the three-thousand level because some courses may not have the academic rigor and difficulty level to justify them to be at the four-

thousand level. Also, in some of the specializations a four-thousand level course is assumed to be a "capstone" course by the students; and we want to reduce that potential confusion.

#### AIV. 5.1

<b>CUNYfirst Course ID</b>	
<b>Department(s)</b>	Allen G. Aaronson Department of Marketing & International Business
<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>	Marketing
<b>Course Prefix</b>	MKT
<b>Course Number</b>	3093
<b>Course Title</b>	Special Topics in Marketing
<b>Catalogue Description</b>	This course focuses on timely and relevant topics in marketing that are not covered in the regular curriculum. The areas of study are determined each semester by the instructor offering the course. The course topics and additional pre-requisites will be announced during the preceding semester. Students may take this course more than once provided that different topics are covered.
<b>Pre/ Co Requisites</b>	To be determined by the special topics syllabus
<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"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <hr/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
<b>Effective Term</b>	Fall 2018

**Rationale:** At the present time every department in the Zicklin School has Special Topics courses at the four-thousand level. We need "Special Topics" courses also at the three-thousand level because some courses may not have the academic rigor and difficulty level to justify them to be at the four-thousand level. Also, in some of the specializations a four-thousand level course is assumed to be a "capstone" course by the students; and we want to reduce that potential confusion.

**AIV. 5.2**

<b>CUNYfirst Course ID</b>	
<b>Department(s)</b>	Allen G. Aaronson Department of Marketing & International Business
<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>	Marketing
<b>Course Prefix</b>	MKT
<b>Course Number</b>	3094
<b>Course Title</b>	Special Topics in Marketing
<b>Catalogue Description</b>	This course focuses on timely and relevant topics in marketing that are not covered in the regular curriculum. The areas of study are determined each semester by the instructor offering the course. The course topics and additional pre-requisites will be announced during the preceding semester. Students may take this course more than once provided that different topics are covered.
<b>Pre/ Co Requisites</b>	To be determined by the special topics syllabus
<b>Credits</b>	1.5
<b>Contact Hours</b>	1.5
<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"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <hr/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
<b>Effective Term</b>	Fall 2018

**Rationale:** At the present time every department in the Zicklin School has Special Topics courses at the four-thousand level. We need "Special Topics" courses also at the three-thousand level because some courses may not have the academic rigor and difficulty level to justify them to be at the four-thousand level. Also, in some of the specializations a four-thousand level course is assumed to be a "capstone" course by the students; and we want to reduce that potential confusion.

**AIV. 5.3**

<b>CUNYfirst Course</b>	
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<b>ID</b>	
<b>Department(s)</b>	Allen G. Aaronson Department of Marketing & International Business
<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>	Marketing Analytics
<b>Course Prefix</b>	MKT
<b>Course Number</b>	3693
<b>Course Title</b>	Special Topics in Marketing Analytics
<b>Catalogue Description</b>	This course focuses on timely and relevant topics in marketing analytics that are not covered in the regular curriculum. The areas of study are determined each semester by the instructor offering the course. The course topics and additional pre-requisites will be announced during the preceding semester. Students may take this course more than once provided that different topics are covered.
<b>Pre/ Co Requisites</b>	To be determined by the special topics syllabus
<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"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <hr/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
<b>Effective Term</b>	Fall 2018

Rationale: At the present time every department in the Zicklin School has Special Topics courses at the four-thousand level. We need "Special Topics" courses also at the three-thousand level because some courses may not have the academic rigor and difficulty level to justify them to be at the four-thousand level. Also, in some of the specializations a four-thousand level course is assumed to be a "capstone" course by the students; and we want to reduce that potential confusion.

#### AIV. 5.4

<b>CUNYfirst Course ID</b>	
<b>Department(s)</b>	Allen G. Aaronson Department of Marketing & International Business
<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>	Marketing Analytics
<b>Course Prefix</b>	MKT
<b>Course Number</b>	3694
<b>Course Title</b>	Special Topics in Marketing Analytics
<b>Catalogue Description</b>	This course focuses on timely and relevant topics in marketing analytics that are not covered in the regular curriculum. The areas of study are determined each semester by the instructor offering the course. The course topics and additional pre-requisites will be announced during the preceding semester. Students may take this course more than once provided that different topics are covered.
<b>Pre/ Co Requisites</b>	To be determined by the special topics syllabus
<b>Credits</b>	1.5
<b>Contact Hours</b>	1.5
<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"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <hr/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
<b>Effective Term</b>	Fall 2018

**Rationale:** At the present time every department in the Zicklin School has Special Topics courses at the four-thousand level. We need "Special Topics" courses also at the three-thousand level because some courses may not have the academic rigor and difficulty level to justify them to be at the four-thousand level. Also, in some of the specializations a four-thousand level course is assumed to be a "capstone" course by the students; and we want to reduce that potential confusion.

#### AIV. 5.5

<b>CUNYfirst Course ID</b>	
<b>Department(s)</b>	Allen G. Aaronson Department of Marketing & International Business
<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>	Marketing Analytics

<b>Course Prefix</b>	MKT
<b>Course Number</b>	4694
<b>Course Title</b>	Special Topics in Marketing Analytics
<b>Catalogue Description</b>	This course focuses on timely and relevant topics in marketing analytics that are not covered in the regular curriculum. The areas of study are determined each semester by the instructor offering the course. The course topics and additional pre-requisites will be announced during the preceding semester. Students may take this course more than once provided that different topics are covered.
<b>Pre/ Co Requisites</b>	To be determined by the special topics syllabus
<b>Credits</b>	1.5
<b>Contact Hours</b>	1.5
<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"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <hr/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
<b>Effective Term</b>	Fall 2018

**Rationale:** We have only one three-credit Special Topics course (MKT 4693) at 4000-level in Marketing Analytics. To prepare for a possibility that we may want to teach shorter program material in Marketing Analytics we are proposing the creation of this 1.5 credits course.

#### AIV. 5.6

<b>CUNYfirst Course ID</b>	
<b>Department(s)</b>	Allen G. Aaronson Department of Marketing & International Business
<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>	International Marketing
<b>Course Prefix</b>	MKT
<b>Course Number</b>	3293
<b>Course Title</b>	Special Topics in International Marketing
<b>Catalogue</b>	This course focuses on timely and relevant topics in international marketing



<b>Description</b>	that are not covered in the regular curriculum. The areas of study are determined each semester by the instructor offering the course. The course topics and additional pre-requisites will be announced during the preceding semester. Students may take this course more than once provided that different topics are covered.
<b>Pre/ Co Requisites</b>	To be determined by the special topics syllabus
<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"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <hr/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
<b>Effective Term</b>	Fall 2018

**Rationale:** At the present time every department in the Zicklin School has Special Topics courses at the four-thousand level. We need "Special Topics" courses also at the three-thousand level because some courses may not have the academic rigor and difficulty level to justify them to be at the four-thousand level. Also, in some of the specializations a four-thousand level course is assumed to be a "capstone" course by the students; and we want to reduce that potential confusion.

#### AIV. 5.7

<b>CUNYfirst Course ID</b>	
<b>Department(s)</b>	Allen G. Aaronson Department of Marketing & International Business
<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>	International Marketing
<b>Course Prefix</b>	MKT
<b>Course Number</b>	3294
<b>Course Title</b>	Special Topics in International Marketing
<b>Catalogue Description</b>	This course focuses on timely and relevant topics in international marketing that are not covered in the regular curriculum. The areas of study are determined each semester by the instructor offering the course. The course topics and additional pre-requisites will be announced during the preceding

	semester. Students may take this course more than once provided that different topics are covered.
<b>Pre/ Co Requisites</b>	To be determined by the special topics syllabus
<b>Credits</b>	1.5
<b>Contact Hours</b>	1.5
<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"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <hr/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
<b>Effective Term</b>	Fall 2018

**Rationale:** At the present time every department in the Zicklin School has Special Topics courses at the four-thousand level. We need "Special Topics" courses also at the three-thousand level because some courses may not have the academic rigor and difficulty level to justify them to be at the four-thousand level. Also, in some of the specializations a four-thousand level course is assumed to be a "capstone" course by the students; and we want to reduce that potential confusion.

#### AIV. 5.8

<b>CUNYfirst Course ID</b>	
<b>Department(s)</b>	Allen G. Aaronson Department of Marketing & International Business
<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>	International Marketing
<b>Course Prefix</b>	MKT
<b>Course Number</b>	4293
<b>Course Title</b>	Special Topics in International Marketing
<b>Catalogue Description</b>	This course focuses on timely and relevant topics in international marketing that are not covered in the regular curriculum. The areas of study are determined each semester by the instructor offering the course. The course topics and additional pre-requisites will be announced during the preceding semester. Students may take this course more than once provided that different topics are covered.
<b>Pre/ Co Requisites</b>	To be determined by the special topics syllabus

<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"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <hr/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
<b>Effective Term</b>	Fall 2018

Rationale: We do not have any 4000 level Special Topics course in International Marketing. To prepare for a possibility that we may want to teach Special Topics material at a higher level in International Marketing, we are proposing the creation of this course.

#### AIV. 5.9

<b>CUNYfirst Course ID</b>	
<b>Department(s)</b>	Allen G. Aaronson Department of Marketing & International Business
<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>	International Marketing
<b>Course Prefix</b>	MKT
<b>Course Number</b>	4294
<b>Course Title</b>	Special Topics in International Marketing
<b>Catalogue Description</b>	This course focuses on timely and relevant topics in international marketing that are not covered in the regular curriculum. The areas of study are determined each semester by the instructor offering the course. The course topics and additional pre-requisites will be announced during the preceding semester. Students may take this course more than once provided that different topics are covered.
<b>Pre/ Co Requisites</b>	To be determined by the special topics syllabus
<b>Credits</b>	1.5
<b>Contact Hours</b>	1.5
<b>Liberal Arts</b>	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
<b>Course Attribute</b>	

<b>(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"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <hr/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
<b>Effective Term</b>	Fall 2018

Rationale: We do not have any 4000 level Special Topics course in International Marketing. To prepare for a possibility that we may want to teach Special Topics material at a higher level in International Marketing, we are proposing the creation of this course.

#### AIV. 5.10

<b>CUNYfirst Course ID</b>	
<b>Department(s)</b>	Allen G. Aaronson Department of Marketing & International Business
<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>	Advertising and Marketing Communications
<b>Course Prefix</b>	MKT
<b>Course Number</b>	3493
<b>Course Title</b>	Special Topics in Advertising and Marketing Communications
<b>Catalogue Description</b>	This course focuses on timely and relevant topics in advertising and marketing communications that are not covered in the regular curriculum. The areas of study are determined each semester by the instructor offering the course. The course topics and additional pre-requisites will be announced during the preceding semester. Students may take this course more than once provided that different topics are covered.
<b>Pre/ Co Requisites</b>	To be determined by the special topics syllabus
<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"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <hr/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
<b>Effective Term</b>	Fall 2018

**Rationale:** At the present time every department in the Zicklin School has Special Topics courses at the four-thousand level. We need "Special Topics" courses also at the three-thousand level because some courses may not have the academic rigor and difficulty level to justify them to be at the four-thousand level. Also, in some of the specializations a four-thousand level course is assumed to be a "capstone" course by the students; and we want to reduce that potential confusion.

#### AIV. 5.11

<b>CUNYfirst Course ID</b>	
<b>Department(s)</b>	Allen G. Aaronson Department of Marketing & International Business
<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>	Advertising and Marketing Communications
<b>Course Prefix</b>	MKT
<b>Course Number</b>	3494
<b>Course Title</b>	Special Topics in Advertising and Marketing Communications
<b>Catalogue Description</b>	This course focuses on timely and relevant topics in advertising and marketing communications that are not covered in the regular curriculum. The areas of study are determined each semester by the instructor offering the course. The course topics and additional pre-requisites will be announced during the preceding semester. Students may take this course more than once provided that different topics are covered.
<b>Pre/ Co Requisites</b>	To be determined by the special topics syllabus
<b>Credits</b>	1.5
<b>Contact Hours</b>	1.5
<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"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures

	<input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <hr/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
<b>Effective Term</b>	Fall 2018

**Rationale:** At the present time every department in the Zicklin School has Special Topics courses at the four-thousand level. We need "Special Topics" courses also at the three-thousand level because some courses may not have the academic rigor and difficulty level to justify them to be at the four-thousand level. Also, in some of the specializations a four-thousand level course is assumed to be a "capstone" course by the students; and we want to reduce that potential confusion.

#### AIV. 5.12

<b>CUNYfirst Course ID</b>	
<b>Department(s)</b>	Allen G. Aaronson Department of Marketing & International Business
<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>	Digital Marketing
<b>Course Prefix</b>	MKT
<b>Course Number</b>	3593
<b>Course Title</b>	Special Topics in Digital Marketing
<b>Catalogue Description</b>	This course focuses on timely and relevant topics in digital marketing that are not covered in the regular curriculum. The areas of study are determined each semester by the instructor offering the course. The course topics and additional pre-requisites will be announced during the preceding semester. Students may take this course more than once provided that different topics are covered.
<b>Pre/ Co Requisites</b>	To be determined by the special topics syllabus
<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"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <hr/>

	<input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society  <input type="checkbox"/> Scientific World
<b>Effective Term</b>	Fall 2018

**Rationale:** At the present time every department in the Zicklin School has Special Topics courses at the four-thousand level. We need "Special Topics" courses also at the three-thousand level because some courses may not have the academic rigor and difficulty level to justify them to be at the four-thousand level. Also, in some of the specializations a four-thousand level course is assumed to be a "capstone" course by the students; and we want to reduce that potential confusion.

#### AIV. 5.13

<b>CUNYfirst Course ID</b>	
<b>Department(s)</b>	Allen G. Aaronson Department of Marketing & International Business
<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>	Digital Marketing
<b>Course Prefix</b>	MKT
<b>Course Number</b>	3594
<b>Course Title</b>	Special Topics in Digital Marketing
<b>Catalogue Description</b>	This course focuses on timely and relevant topics in digital marketing that are not covered in the regular curriculum. The areas of study are determined each semester by the instructor offering the course. The course topics and additional pre-requisites will be announced during the preceding semester. Students may take this course more than once provided that different topics are covered.
<b>Pre/ Co Requisites</b>	To be determined by the special topics syllabus
<b>Credits</b>	1.5
<b>Contact Hours</b>	1.5
<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"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <hr/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society

	___ Scientific World
<b>Effective Term</b>	Fall 2018

**Rationale:** At the present time every department in the Zicklin School has Special Topics courses at the four-thousand level. We need "Special Topics" courses also at the three-thousand level because some courses may not have the academic rigor and difficulty level to justify them to be at the four-thousand level. Also, in some of the specializations a four-thousand level course is assumed to be a "capstone" course by the students; and we want to reduce that potential confusion.

#### AIV. 5.14

<b>CUNYfirst Course ID</b>	
<b>Department(s)</b>	Allen G. Aaronson Department of Marketing & International Business
<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>	International Business
<b>Course Prefix</b>	IBS
<b>Course Number</b>	3093
<b>Course Title</b>	Special Topics in International Business
<b>Catalogue Description</b>	This course focuses on timely and relevant topics in international business that are not covered in the regular curriculum. The areas of study are determined each semester by the instructor offering the course. The course topics and additional pre-requisites will be announced during the preceding semester. Students may take this course more than once provided that different topics are covered.
<b>Pre/ Co Requisites</b>	To be determined by the special topics syllabus
<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"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <hr/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
<b>Effective Term</b>	Fall 2018



**Rationale:** At the present time every department in the Zicklin School has Special Topics courses at the four-thousand level. We need "Special Topics" courses also at the three-thousand level because some courses may not have the academic rigor and difficulty level to justify them to be at the four-thousand level. Also, in some of the specializations a four-thousand level course is assumed to be a "capstone" course by the students; and we want to reduce that potential confusion.

#### AIV. 5.15

<b>CUNYfirst Course ID</b>	
<b>Department(s)</b>	Allen G. Aaronson Department of Marketing & International Business
<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>	International Business
<b>Course Prefix</b>	IBS
<b>Course Number</b>	3094
<b>Course Title</b>	Special Topics in International Business
<b>Catalogue Description</b>	This course focuses on timely and relevant topics in international business that are not covered in the regular curriculum. The areas of study are determined each semester by the instructor offering the course. The course topics and additional pre-requisites will be announced during the preceding semester. Students may take this course more than once provided that different topics are covered.
<b>Pre/ Co Requisites</b>	To be determined by the special topics syllabus
<b>Credits</b>	1.5
<b>Contact Hours</b>	1.5
<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"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <hr/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
<b>Effective Term</b>	Fall 2018

**Rationale:** At the present time every department in the Zicklin School has Special Topics courses at the four-thousand level. We need "Special Topics" courses also at the three-thousand level because some courses may not have the academic rigor and difficulty level to justify them to be at the four-

thousand level. Also, in some of the specializations a four-thousand level course is assumed to be a "capstone" course by the students; and we want to reduce that potential confusion.

#### AIV. 6.1

<b>CUNYfirst Course ID</b>	
<b>Department(s)</b>	William Newman Department of Real Estate
<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>	Real Estate
<b>Course Prefix</b>	RES
<b>Course Number</b>	3093
<b>Course Title</b>	Special Topics in Real Estate
<b>Catalogue Description</b>	This course focuses on timely and relevant topics in real estate that are not covered in the regular curriculum. The areas of study are determined each semester by the instructor offering the course. The course topics and additional pre-requisites will be announced during the preceding semester. Students may take this course more than once provided that different topics are covered.
<b>Pre/ Co Requisites</b>	To be determined by the special topics syllabus
<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"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <hr/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
<b>Effective Term</b>	Fall 2018

**Rationale:** At the present time every department in the Zicklin School has Special Topics courses at the four-thousand level. We need "Special Topics" courses also at the three-thousand level because some courses may not have the academic rigor and difficulty level to justify them to be at the four-thousand level. Also, in some of the specializations a four-thousand level course is assumed to be a "capstone" course by the students; and we want to reduce that potential confusion.

**AIV. 6.2**

<b>CUNYfirst Course ID</b>	
<b>Department(s)</b>	William Newman Department of Real Estate
<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>	Real Estate
<b>Course Prefix</b>	RES
<b>Course Number</b>	3094
<b>Course Title</b>	Special Topics in Real Estate
<b>Catalogue Description</b>	This course focuses on timely and relevant topics in real estate that are not covered in the regular curriculum. The areas of study are determined each semester by the instructor offering the course. The course topics and additional pre-requisites will be announced during the preceding semester. Students may take this course more than once provided that different topics are covered.
<b>Pre/ Co Requisites</b>	To be determined by the special topics syllabus
<b>Credits</b>	1.5
<b>Contact Hours</b>	1.5
<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"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <hr/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
<b>Effective Term</b>	Fall 2018

**Rationale:** At the present time every department in the Zicklin School has Special Topics courses at the four-thousand level. We need "Special Topics" courses also at the three-thousand level because some courses may not have the academic rigor and difficulty level to justify them to be at the four-thousand level. Also, in some of the specializations a four-thousand level course is assumed to be a "capstone" course by the students; and we want to reduce that potential confusion.

**Section AVI. Courses Withdrawn (Stan Ross Department of Accountancy).****AVI. 1.1**

**ACC 4091 Special Topics in Accountancy**

Rationale: Currently the Department of Accountancy has four “Special Topics” courses at the four-thousand level. This one-credit course has become redundant because it is neither a required course nor an elective course for accounting majors. We have not offered this course in many years and do not intend to offer it in the future. Therefore, we propose the deletion of ACC 4091.

**AVI. 1.2****ACC 4092 Special Topics in Accountancy**

Rationale: Currently the Department of Accountancy has four “Special Topics” courses at the four-thousand level. This two-credit course has become redundant because it is neither a required course nor an elective course for accounting majors. We have not offered this course in many years and do not intend to offer it in the future. Therefore, we propose the deletion of ACC 4092.

**AVI. 1.3****ACC 4094 Special Topics in Accountancy**

Rationale: Currently the Department of Accountancy has four “Special Topics” courses at the four-thousand level. This 1.5-credit course has become redundant because it is neither a required course nor an elective course for accounting majors. We have not offered this course in many years and do not intend to offer it in the future. Therefore, we propose the deletion of ACC 4094.

**AVI. 1.4****ACC 4300 Federal Income Taxation**

Rationale: This course has been replaced by TAX 3300. TAX 3300 is a required course for accounting majors. ACC 4300 is neither a required course nor an elective course for accounting majors. Since the topics initially covered in ACC 4300 are now covered in TAX 3300, we propose the deletion of ACC 4300.

**Courses Withdrawn (Bert W. Wasserman Department of Economics and Finance)****AVI. 2.1****ECO 3120 Managerial Economics**

Rationale: This course has been offered only once in last 18 years and the department does not plan to offer this course in the future due to a lack of demand and the lack of faculty to teach it. So, we propose deleting ECO 3120.

**AVI. 2.2****ECO 3130 Environmental Economics and Sustainable Development**

Rationale: This course has been offered only three times in last 18 years. The department does not plan to offer this course in the future due to a lack of demand and the lack of faculty to teach it. So, we propose deleting ECO 3130.

**AVI. 2.3****ECO 3160 Field Study of the Economics of the Environment, Business, Culture, and Global Sustainable Sustainability**

Rationale: This course has rarely been offered. The department does not plan to offer this course in the future due to a lack of demand and the lack of faculty to teach it. So, we propose deleting ECO 3160.

#### **AVI. 2.4**

#### **ECO 3300 Economics of Regulation**

Rationale: This course has never been offered. The department does not plan to offer this course in the future due to a lack of demand and the lack of faculty to teach it. So, we propose deleting ECO 3300.

#### **AVI. 2.5**

#### **ECO 3301 Public Enterprise Economics**

Rationale: This course has never been offered. The department does not plan to offer this course in the future due to a lack of demand and the lack of faculty to teach it. So, we propose deleting ECO 3301.

#### **AVI. 2.6**

#### **ECO 3320 Urban Economics**

Rationale: This course has rarely been offered. The department does not plan to offer this course in the future due to a lack of demand and the lack of faculty to teach it. So, we propose deleting ECO 3320.

#### **AVI. 2.7**

#### **ECO 3340 Economic Geography and Spatial Theory**

Rationale: This course has never been offered. The department does not plan to offer this course in the future due to a lack of demand and the lack of faculty to teach it. So, we propose deleting ECO 3340.

#### **AVI. 2.8**

#### **ECO 3400 Evolution of Economic Thought**

Rationale: This course has rarely been offered. The department does not plan to offer this course in the future due to a lack of demand and the lack of faculty to teach it. So, we propose deleting ECO 3400.

#### **AVI. 2.9**

#### **ECO 3503 Advanced Labor Economics**

Rationale: This course has never been offered and the department does not plan to offer this course in the future due to a lack of demand and the lack of faculty to teach it. So, we propose deleting ECO 3503.

#### **AVI. 2.10**

#### **ECO 3511 Contemporary Economic Development**

Rationale: This course has never been offered and the department does not plan to offer this course in the future due to a lack of demand and the lack of faculty to teach it. So, we propose deleting ECO 3511.

#### **AVI. 2.11**

#### **ECO 4091: Special Topics in Economics**

Rationale: This one-credit course has never been offered. This one-credit Special Topics course is problematic because a 1-credit course will not fit well in a student's schedule when most of the graduation requirements are in a multiple of three credits. So, we propose deleting ECO 4091.

#### **AVI. 2.12**

#### **ECO 4092: Special Topics in Economics**

Rationale: This two-credit course has never been offered. This two-credit Special Topics course is problematic because a 2-credit course will not fit well in a student's schedule when most of the graduation requirements are in a multiple of three credits. So, we propose deleting ECO 4092.

#### **AVI. 2.13**

#### **ECO 4300: Mathematical Economics**

Rationale: This course has never been offered and the department does not plan to offer this course in the future due to a lack of demand and the lack of faculty to teach it. So, we propose deleting ECO 4300

#### **AVI. 2.14**

#### **ECO 4400: Contemporary Economic Thought**

Rationale: This course has been offered only five times in last 18 years and has not been offered since Fall 2005. The department does not plan to offer this course in the future due to a lack of demand and the lack of faculty to teach it. So, we propose deleting ECO 4400.

#### **AVI. 2.15**

#### **ECO 4501: Advanced Labor Economics**

Rationale: This course has rarely been offered. The department does not plan to offer this course in the future due to a lack of demand and the lack of faculty to teach it. So, we propose deleting ECO 4501

#### **AVI. 2.16**

#### **ECO 5050: Current Problems in Mathematical Economics**

Rationale: This course has never been offered and the department does not plan to offer this course in the future. Also, ECO 4093 (Special Topics, 3 credits) replaces this course. So, we propose deleting ECO 5050.

#### **AVI. 2.17**

#### **ECO 5100: Economic Problems in Linear Regression Analysis**

Rationale: This course has never been offered and the department does not plan to offer this course in the future. Also, ECO 4093 (Special Topics, 3 credits) replaces this course. So, we propose deleting ECO 5100.

#### **AVI. 2.18**

#### **ECO 5150: Current Problems in Micro-Economics**

Rationale: This course has never been offered and the department does not plan to offer this course in the future. Also, ECO 4093 (Special Topics, 3 credits) replaces this course. So, we propose deleting ECO 5150.

#### **AVI. 2.19**

#### **ECO 5250: Current Problems in Macro-Economics**

Rationale: This course has never been offered and the department does not plan to offer this course in the future. Also, ECO 4093 (Special Topics, 3 credits) replaces this course. So, we propose deleting ECO 5250

#### **AVI. 2.20**

#### **ECO 5350: Current Problems in Public Finance**

Rationale: This course has never been offered and the department does not plan to offer this course in the future. Also, ECO 4093 (Special Topics, 3 credits) replaces this course. So, we propose deleting ECO 5350

#### **AVI. 2.21**

#### **FIN 3620: Financial Management for Small Business and Entrepreneurs**

Rationale: This course has never been offered and the department does not plan to offer this course in the future due to a lack of demand and the lack of faculty to teach it. So, we propose deleting FIN 3620.

#### **AVI. 2.22**

#### **FIN 4091: Special Topics in Finance (1 Credit)**

Rationale: This one-credit course has never been offered. This one-credit Special Topics course is problematic because a 1-credit course will not fit well in a student's schedule when most of the graduation requirements are in a multiple of three credits. So, we propose deleting FIN 4091.

#### **AVI. 2.23**

#### **FIN 4092: Special Topics in Finance (2 Credits)**

Rationale: This two-credit course has never been offered. This two-credit Special Topics course is problematic because a 2-credit course will not fit well in a student's schedule when most of the graduation requirements are in a multiple of three credits. So, we propose deleting FIN 4092.

#### **AVI. 2.24**

#### **FIN 4810: Risk Management in Financial Institutions II**

Rationale: This course has been offered only twice in last 18 years and has not been offered since Fall 2004. The department does not plan to offer this course in the future due to a lack of demand because of the prerequisite structure for this course. So, we propose deleting FIN 4810.

### **AVI. 2.25**

#### **FIN 5600: Current Problems in Corporate Finance**

Rationale: This course has never been offered and the department does not plan to offer this course in the future. Also, FIN 4093 (Special Topics, 3 credits) replaces this course. So, we propose deleting FIN 5600.

### **AVI. 2.26**

#### **FIN 5700: Current Problems in Investments**

Rationale: This course has never been offered and the department does not plan to offer this course in the future. Also, FIN 4093 (Special Topics, 3 credits) replaces this course. So, we propose deleting FIN 5700.

### **AVI. 2.27**

#### **FIN 5720: Special Topics in Futures and Options**

Rationale: This course has never been offered and the department does not plan to offer this course in the future. Also, FIN 4093 (Special Topics, 3 credits) replaces this course. So, we propose deleting FIN 5720.

### **AVI. 2.28**

#### **FIN 5800: Current Problems in Capital Markets and Institutions**

Rationale: This course has never been offered and the department does not plan to offer this course in the future. Also, FIN 4093 (Special Topics, 3 credits) replaces this course. So, we propose deleting FIN 5800.

### **Section AVI. Courses Withdrawn (Paul H. Chook Department of Information Systems and Statistics)**

#### **AVI. 3.1**

##### **CIS 1000 Problem-solving Techniques Using Microcomputers**

Rationale: We have not offered this course in many years and do not intend to offer it in the future. It was a one-credit course on using Excel. The recent initiative of infusing spreadsheet work throughout introductory Zicklin courses has eliminated the need for CIS1000.

#### **AVI. 3.2**

##### **CIS 1001 Spreadsheet Techniques for Problem Solving**

Rationale: We have not offered this course in many years and do not intend to offer it in the future. It was the CBT (computer-based training) version of CIS 1001. The recent initiative of infusing spreadsheet work throughout introductory Zicklin courses has eliminated the need for CIS 1001.

#### **AVI. 3.3**



## **CIS 2001 Spreadsheet Formulas and Functions**

Rationale: We have not offered this course in many years and do not intend to offer it in the future. It was created as a one-credit follow-up course to CIS1000. We currently cover the course material of CIS 2001 either in CIS 2200 or in our advanced spreadsheet course, CIS 3367.

### **AVI. 3.4**

## **CIS 4091 Special Topics in Computer Information Systems**

Rationale: This is a one-credit Special Topics course; it is problematic because a 1-credit course will not fit well in a student's schedule when most of the graduation requirements are in a multiple of three credits. The department has a 1.5 special topics course (CIS 4094) which can substitute for CIS 4091, if needed.

### **AVI. 3.5**

## **CIS 4092 Special Topics in Computer Information Systems**

Rationale: This is a two-credit Special Topics course; it is problematic because a two-credit course will not fit well in a student's schedule when most of the graduation requirements are in a multiple of three credits. The department has a 1.5 credit special topics course (CIS 4094) and a three credit special topics course (CIS 4093) which can substitute for CIS 4092, if needed.

### **AVI. 3.6**

## **CIS 4150 Internet Applications Development**

Rationale: This course has been replaced by CIS 4160: Web Applications Development.

### **AVI. 3.7**

## **CIS 4367 Microcomputer Applications in Business II**

Rationale: This course was originally the second of a two-course sequence back when the CIS program had a four-course minor. Most of the material is covered in CIS 3367 or CIS 4800.

### **AVI. 3.8**

## **CIS 4670 Special Topics in Computer Information Systems**

Rationale: This course has been replaced by CIS 4093: Special Topics in Computer Information Systems

### **AVI. 3.9**

## **CIS 4610 Expert (Knowledge-Based) Systems and Related Technologies**

Rationale: Expert systems are no longer a novel concept, especially with the advent of text-mining and data analytics. We have not offered this course in many years and do not intend to offer it in the future.

### **AVI. 3.10**

## **STA 3150 Data Analysis and Model Building I**

Rationale: We have not offered this course in many years and do not intend to offer it in the future, because (a) some of the material has been since incorporated in other existing courses, or (b) topic is not consistent with current scope of Statistics for our students.

### **AVI. 3.11**

#### **STA 4150 Data Analysis and Model Building II**

Rationale: We have not offered this course in many years and do not intend to offer it in the future, because (a) some of the material has been since incorporated in other existing courses, or (b) topic is not consistent with current scope of Statistics for our students.

### **AVI. 3.12**

#### **STA 2200H Hon Bus Statistics**

Rationale: STA 2200 (at the regular level) does not exist anymore. STA 2200H (at the honors level) should have been withdrawn when the base course STA 2200 was withdrawn.

### **Section AVI. Courses Withdrawn (Department of Law).**

#### **AVI. 4.1**

##### **LAW 4091: Special Topics in Law (1 credit)**

Rationale: This one-credit special topics law course has never been offered. It is a problematic course because a 1-credit course will not fit well in a student's schedule when most of the graduation requirements are in a multiple of three credits. The Department of Law believes that a 1.5-credit special topics courses would generate greater student demand.

#### **AVI. 4.2**

##### **LAW 4092: Special Topics in Law (2 credits)**

Rationale: This two-credit special topics law course has never been offered. It is a problematic course because a 2-credit course will not fit well in a student's schedule when most of the graduation requirements are in a multiple of three credits. The Department of Law believes that a 1.5-credit special topics courses would generate greater student demand.

### **Section AVI. Courses Withdrawn (Narendra Paul Loomba Department of Management).**

#### **AVI. 5.1**

##### **MGT 4091- Special Topics in Management (1 credit)**

Rationale: This course has never been offered. 1.5-credit special topics courses can easily substitute for 1-credit special topics courses. 1-credit courses do not fit well in a student's schedule because most of the graduation requirements are in a multiple of 3 credits.

#### **AVI. 5.2**

##### **MGT 4092- Special Topics in Management (2 credits)**

Rationale: This course has never been offered. 1.5-credit special topics courses can easily substitute for 2-credit special topics courses. 2-credit courses do not fit well in a student's schedule because most of the graduation requirements are in a multiple of 3 credits.

**AVI. 5.3****MGT 4815- Management of Community Organizations (3 credits)**

Rationale: Course is not being offered anymore because some of the material has been since incorporated in other existing courses.

**AVI. 5.4****MGT 4845- Contemporary Management Problems (3 credits)**

Rationale: Course is not being offered anymore because some of the material has been since incorporated in other existing courses.

**AVI. 5.5****MGT 4491 – Special Topics in Human Resource Management (1 credit)**

Rationale: This course has never been offered. 1.5-credit special topics courses can easily substitute for 1-credit special topics courses. 1-credit courses do not fit well in a student's schedule because most of the graduation requirements are in a multiple of 3 credits.

**AVI. 5.6****MGT 4492 – Special Topics in Human Resource Management (2 credit)**

Rationale: This course has never been offered. 1.5-credit special topics courses can easily substitute for 2-credit special topics courses. 2-credit courses do not fit well in a student's schedule because most of the graduation requirements are in a multiple of 3 credits.

**AVI. 5.7****MGT 4591 – Special Topics in Operations Management (1 credit)**

Rationale: This course has never been offered. 1.5-credit special topics courses can easily substitute for 1-credit special topics courses. 1-credit courses do not fit well in a student's schedule because most of the graduation requirements are in a multiple of 3 credits.

**AVI. 5.8****MGT 4592 – Special Topics in Operations Management (2 credits)**

Rationale: This course has never been offered. 1.5-credit special topics courses can easily substitute for 2-credit special topics courses. 2-credit courses do not fit well in a student's schedule because most of the graduation requirements are in a multiple of 3 credits.

**AVI. 5.9****MGT 4510 – Operations Systems Management (3 credits)**

Rationale: Course is not being 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 operations management for our students.

**AVI. 5.10**

**MGT 4515- Dynamic Systems Management (3 credits)**

Rationale: Course is not being 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 operations management for our students.

**AVI. 5.11****MGT 4560- Management Information Systems (3 credits)**

Rationale: Course is not being 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 operations management for our students.

**AVI. 5.12****MGT 4750- Materials Management (3 credits)**

Rationale: Course is not being 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 operations management for our students.

**AVI. 5.13****MGT 4760 – Facilities Management (3 credits)**

Rationale: Course is not being 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 operations management for our students.

**AVI. 5.14****MGT 4780- Quality Assurance Management (3 credits)**

Rationale: Course is not being 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 operations management for our students.

**AVI. 5.15****MGT 4991- Special Topics in Entrepreneurship (1 credit)**

Rationale: This course has never been offered. 1.5-credit special topics courses can easily substitute for 1-credit special topics courses. 1-credit courses do not fit well in a student's schedule because most of the graduation requirements are in a multiple of 3 credits.

**AVI. 5.16****MGT 4992- Special Topics in Entrepreneurship (2 credits)**

Rationale: This course has never been offered. 1.5-credit special topics courses can easily substitute for 2-credit special topics courses. 2-credit courses do not fit well in a student's schedule because most of the graduation requirements are in a multiple of 3 credits.

**Section AVI. Courses Withdrawn (Allen G. Aaronson Department of Marketing and International Business).**

**AVI. 6.1****MKT 4091 Special Topics in Marketing**

Rationale: This course has never been offered. 1.5-credit special topics courses can easily substitute for 1-credit special topics courses. 1-credit courses do not fit well in a student's schedule because most of the graduation requirements are in a multiple of 3 credits. We propose the deletion of MKT 4091.

**AVI. 6.2****MKT 4092 Special Topics in Marketing**

Rationale: This course has never been offered. 1.5-credit special topics courses can easily substitute for 2-credit special topics courses. 2-credit courses do not fit well in a student's schedule because most of the graduation requirements are in a multiple of 3 credits. We propose the deletion of MKT 4092.

**AVI. 6.3****IBS 4091 Special Topics in International Business**

Rationale: This course has never been offered. 1.5-credit special topics courses can easily substitute for 1-credit special topics courses. 1-credit courses do not fit well in a student's schedule because most of the graduation requirements are in a multiple of 3 credits. We propose the deletion of IBS 4091.

**AVI. 6.4****IBS 4092 Special Topics in International Business**

Rationale: This course has never been offered. 1.5-credit special topics courses can easily substitute for 2-credit special topics courses. 2-credit courses do not fit well in a student's schedule because most of the graduation requirements are in a multiple of 3 credits. We propose the deletion of IBS 4092.

**AVI. 6.5****MKT 4141 Television Commercial Production**

Rationale: The department offers other courses that cover similar topics. Because we have not offered the course in many years and do not intend to offer it in the future, we propose the deletion of MKT 4141. All five marketing tracks have changed over time, and this course has become redundant because it is neither a required course nor an elective course for any of these tracks. This course should have been eliminated years ago when the five marketing tracks were revised.

**Section AVI. Courses Withdrawn (William Newman Department of Real Estate).****AVI. 7.1****RES 4091 Special Topics in Real Estate**

Rationale: This is a 1 credit special topics course that has never been used. Also it does not appear in the list of courses a RES major (or minor) can take. The department offers other courses (e.g. RES 4093 and RES 4094) which allow students to study special topics. We propose the deletion of RES 4091.

**AVI. 7.2****RES 4092 Special Topics in Real Estate**

Rationale: This is a 2 credit special topics course that has never been used. Also it does not appear in the list of courses a RES major (or minor) can take. The department offers other courses (e.g. RES 4093 and RES 4094) which allow students to study special topics. We propose the deletion of RES 4092.

**Alli:1.1 The following revisions are proposed for the MS in Finance in the Zicklin School of Business****Program: MS in Finance (Executive and Flex-Time)****HEGIS Code:** 0504.00**Program Code:** 20786**Effective:** Spring 2018

<b>From: MS in Finance</b>			<b>To: MS in Finance</b>		
<b>English Proficiency Requirements</b>			<b>English Proficiency Requirements</b>		
N/A			N/A		
<b>Course</b>	<b>Description</b>	<b>Crs</b>	<b>Course</b>	<b>Description</b>	<b>Crs</b>
<b>Courses in Specialization (credits)</b>			<b>Courses in Specialization (credits)</b>		
<b>Preliminary (0-12 credits) – may be required, recommended, or waived</b>			<b>Preliminary (9 credits) – may be required, recommended, or waived</b>		
ECO 9730	Firms in the Global Economy	1.5	ECO 9730	Firms in the Global Economy	1.5
ECO 9740	Fundamentals of Macroeconomics	1.5	ECO 9740	Fundamentals of Macroeconomics	1.5
FIN 9770	Corporate Finance	3	FIN 9770	Corporate Finance	3
FIN 9762	Introduction to Quantitative Tools for Finance	3	FIN 9762	Introduction to Quantitative Tools for Finance	3
AGG 9110	Financial Reporting	3			
<b>Required (10.5 credits)</b>			<b>Required (10.5 credits)</b>		
FIN 9771 or FIN 9781	Corporate Financial Theory and Applications, or Managerial Finance	3	FIN 9771 or FIN 9781	Corporate Financial Theory and Applications, or Managerial Finance	3
FIN 9772 or FIN 9782	Quantitative Tools for Finance, or Econometrics: Theory and Applications I	3	FIN 9772 or FIN 9782	Quantitative Tools for Finance, or Econometrics: Theory and Applications I	3
FIN 9773 or ECO 9723	Investment Theory and Applications, or Investment Analysis	3	FIN 9773 or FIN 9783	Investment Theory and Applications, or Investment Analysis	3
BUS 9551	Business Communication I	1.5	BUS 9551	Business Communication I	1.5

<b>Electives (19.5 credits)</b>			<b>Electives (19.5 credits)</b>		
FIN 9740	Technical Analysis	3	FIN 9740	Technical Analysis	3
FIN 9759	Mergers and Acquisitions	3	FIN 9759	Mergers and Acquisitions	3
FIN 9774	Entrepreneurial Finance	3	FIN 9774	Entrepreneurial Finance	3
FIN 9776	Real Estate Finance	3	FIN 9776	Real Estate Finance	3
FIN 9782	Futures and Forward Markets	3	FIN 9782	Futures and Forward Markets	3
FIN 9786	International Financial Markets	3	FIN 9786	International Financial Markets	3
FIN 9788	International Corporate Finance	3	FIN 9788	International Corporate Finance	3
FIN 9790	Seminar in Finance	3	FIN 9790	Seminar in Finance	3
FIN 9792	Advanced Managerial Finance	3	FIN 9792	Advanced Managerial Finance	3
FIN 9793	Advanced Investment Analysis	3	FIN 9793	Advanced Investment Analysis	3
FIN 9795	Debt Instruments and Markets	3	FIN 9795	Debt Instruments and Markets	3
FIN 9797	Option Markets	3	FIN 9797	Option Markets	3
FIN 9851	Classical Foundations of Financial Risk Management	1.5	FIN 9851	Classical Foundations of Financial Risk Management	1.5
FIN 9852	Measurement and Management of Market Risk I	1.5	FIN 9852	Measurement and Management of Market Risk I	1.5
FIN 9853	Measurement and Management of Market Risk II	1.5	FIN 9853	Measurement and Management of Market Risk II	1.5
FIN 9854	Measurement and Management of Credit Risk I	1.5	FIN 9854	Measurement and Management of Credit Risk I	1.5
FIN 9855	Measurement and Management of Credit Risk II	1.5	FIN 9855	Measurement and Management of Credit Risk II	1.5
FIN 9856	Measurement and Management of Risks in Operations and Information Technology	1.5	FIN 9856	Measurement and Management of Risks in Operations and Information Technology	1.5
FIN 9857	Measurement and Management of Risks in Investments	1.5	FIN 9857	Measurement and Management of Risks in Investments	1.5
FIN 9858	Implications of Corporate Governance, Regulation, and Ethics for Risk Management	1.5	FIN 9858	Implications of Corporate Governance, Regulation, and Ethics for Risk Management	1.5
FIN 9881	Debt Securities	1.5	FIN 9881	Debt Securities	1.5
FIN 9882	Futures and Forwards	1.5	FIN 9882	Futures and Forwards	1.5
FIN 9883	Options	1.5	FIN 9883	Options	1.5
FIN 9784	Management of Financial Institutions	3.0	FIN 9784	Management of Financial Institutions	3.0
FIN 9785	Financial Markets and Intermediaries	3.0	FIN 9785	Financial Markets and Intermediaries	3.0

FIN 9789	Equity Markets: Trading and Structure	3.0	FIN 9789	Equity Markets: Trading and Structure	3.0
FIN 9880	International Financial Markets	1.5	FIN 9880	International Financial Markets	1.5
FIN 9884	Venture Capital	1.5	FIN 9884	Venture Capital	1.5
FIN 9890	Special Topics in Investments	1.0	FIN 9890	Special Topics in Investments	1.0
FIN 9891	Special Topics in Investments	1.5	FIN 9891	Special Topics in Investments	1.5
FIN 9892	Special Topics in Investments	2.0	FIN 9892	Special Topics in Investments	2.0
FIN 9893	Special Topics in Investments	3.0	FIN 9893	Special Topics in Investments	3.0
FIN 9894	Special Topics in Corporate Finance	1.0	FIN 9894	Special Topics in Corporate Finance	1.0
FIN 9895	Special Topics in Corporate Finance	1.5	FIN 9895	Special Topics in Corporate Finance	1.5
FIN 9896	Special Topics in Corporate Finance	2.0	FIN 9896	Special Topics in Corporate Finance	2.0
FIN 9897	Special Topics in Corporate Finance	3.0	FIN 9897	Special Topics in Corporate Finance	3.0
FIN 9985	Risk Management in Financial Institutions	3.0	FIN 9985	Risk Management in Financial Institutions	3.0
ECO 9713	Money, Banking, and Monetary Policy	3.0	ECO 9713	Money, Banking, and Monetary Policy	3.0
ECO 9724	Econometrics - Theory and Applications II	3.0	ECO 9724	Econometrics - Theory and Applications II	3.0

**Rationale:** The Wasserman Department of Economics and Finance is proposing to remove ACC 9110 as a preliminary course for the MS in Finance. The reason for the proposal is that the knowledge of financial reporting required for advanced finance classes is provided in FIN 9770 Corporate Finance. Students without appropriate background in finance and accounting are required to take FIN 9770 as a preliminary course. In addition, the infrequent offering of ACC 9110 has the effect of prolonging completion of the MS by one or even two semesters for some students.

**All:1.2. The following revisions are proposed for the MS in Financial Risk Management in the Zicklin School of Business**

**Program: MS in Financial Risk Management**

**HEGIS Code:** 0504.00

**Program Code:** 35966

**Effective:** Spring 2018

<b>From: MS in Financial Risk Management</b>			<b>To: MS in Financial Risk Management</b>		
<b>English Proficiency Requirements</b>			<b>English Proficiency Requirements</b>		
N/A			N/A		
<b>Course</b>	<b>Description</b>	<b>Crs</b>	<b>Course</b>	<b>Description</b>	<b>Crs</b>
<b>Courses in Specialization (credits)</b>			<b>Courses in Specialization (credits)</b>		
<b>Preliminary (0-12 credits) – may be required,</b>			<b>Preliminary (9 credits) – may be required,</b>		



recommended, or waived			recommended, or waived		
ECO 9730	Firms in the Global Economy	1.5	ECO 9730	Firms in the Global Economy	1.5
ECO 9740	Fundamentals of Macroeconomics	1.5	ECO 9740	Fundamentals of Macroeconomics	1.5
FIN 9770	Corporate Finance	3	FIN 9770	Corporate Finance	3
FIN 9762	Introduction to Quantitative Tools for Finance	3	FIN 9762	Introduction to Quantitative Tools for Finance	3
AGG 9110	Financial Reporting	3			
<b>Required (22.5 credits)</b>			<b>Required (22.5 credits)</b>		
ECO 9723	Econometrics Theory and Applications I	3.0	ECO 9723	Econometrics Theory and Applications I	3.0
FIN 9783	Investment Analysis	3.0	FIN 9783	Investment Analysis	3.0
FIN 9795	Debt Instruments and Markets	3.0	FIN 9795	Debt Instruments and Markets	3.0
FIN 9797	Options Markets	3.0	FIN 9797	Options Markets	3.0
FIN 9852	Measurement and Management of Market Risk I	1.5	FIN 9852	Measurement and Management of Market Risk I	1.5
FIN 9853	Measurement and Management of Market Risk II	1.5	FIN 9853	Measurement and Management of Market Risk II	1.5
<a href="#">FIN 9854</a>	Measurement and Management of Credit Risk I	1.5	<a href="#">FIN 9854</a>	Measurement and Management of Credit Risk I	1.5
<a href="#">FIN 9855</a>	Measurement and Management of Credit Risk II	1.5	<a href="#">FIN 9855</a>	Measurement and Management of Credit Risk II	1.5
FIN 9856	Measurement and Management of Risks in Operations and Information Technology	1.5	FIN 9856	Measurement and Management of Risks in Operations and Information Technology	1.5
<a href="#">FIN 9857</a>	Measurement and Management of Risks in Investments	1.5	<a href="#">FIN 9857</a>	Measurement and Management of Risks in Investments	1.5
<a href="#">BUS 9551</a>	Business Communication I	1.5	<a href="#">BUS 9551</a>	Business Communication I	1.5
<b>Electives (7.5 credits)</b>			<b>Electives (7.5 credits)</b>		
FIN 9740	Technical Analysis	3	FIN 9740	Technical Analysis	3
FIN 9759	Mergers and Acquisitions	3	FIN 9759	Mergers and Acquisitions	3
FIN 9774	Entrepreneurial Finance	3	FIN 9774	Entrepreneurial Finance	3
FIN 9776	Real Estate Finance	3	FIN 9776	Real Estate Finance	3
FIN 9782	Futures and Forward Markets	3	FIN 9782	Futures and Forward Markets	3
FIN 9786	International Financial Markets	3	FIN 9786	International Financial Markets	3
FIN 9788	International Corporate Finance	3	FIN 9788	International Corporate Finance	3
FIN 9790	Seminar in Finance	3	FIN 9790	Seminar in Finance	3
FIN 9792	Advanced Managerial Finance	3	FIN 9792	Advanced Managerial Finance	3

FIN 9793	Advanced Investment Analysis	3	FIN 9793	Advanced Investment Analysis	3
FIN 9795	Debt Instruments and Markets	3	FIN 9795	Debt Instruments and Markets	3
FIN 9797	Option Markets	3	FIN 9797	Option Markets	3
FIN 9851	Classical Foundations of Financial Risk Management	1.5	FIN 9851	Classical Foundations of Financial Risk Management	1.5
FIN 9852	Measurement and Management of Market Risk I	1.5	FIN 9852	Measurement and Management of Market Risk I	1.5
FIN 9853	Measurement and Management of Market Risk II	1.5	FIN 9853	Measurement and Management of Market Risk II	1.5
FIN 9854	Measurement and Management of Credit Risk I	1.5	FIN 9854	Measurement and Management of Credit Risk I	1.5
FIN 9855	Measurement and Management of Credit Risk II	1.5	FIN 9855	Measurement and Management of Credit Risk II	1.5
FIN 9856	Measurement and Management of Risks in Operations and Information Technology	1.5	FIN 9856	Measurement and Management of Risks in Operations and Information Technology	1.5
FIN 9857	Measurement and Management of Risks in Investments	1.5	FIN 9857	Measurement and Management of Risks in Investments	1.5
FIN 9858	Implications of Corporate Governance, Regulation, and Ethics for Risk Management	1.5	FIN 9858	Implications of Corporate Governance, Regulation, and Ethics for Risk Management	1.5
FIN 9881	Debt Securities	1.5	FIN 9881	Debt Securities	1.5
FIN 9882	Futures and Forwards	1.5	FIN 9882	Futures and Forwards	1.5
FIN 9883	Options	1.5	FIN 9883	Options	1.5
FIN 9784	Management of Financial Institutions	3.0	FIN 9784	Management of Financial Institutions	3.0
FIN 9785	Financial Markets and Intermediaries	3.0	FIN 9785	Financial Markets and Intermediaries	3.0
FIN 9789	Equity Markets: Trading and Structure	3.0	FIN 9789	Equity Markets: Trading and Structure	3.0
FIN 9880	International Financial Markets	1.5	FIN 9880	International Financial Markets	1.5
FIN 9884	Venture Capital	1.5	FIN 9884	Venture Capital	1.5
FIN 9890	Special Topics in Investments	1.0	FIN 9890	Special Topics in Investments	1.0
FIN 9891	Special Topics in Investments	1.5	FIN 9891	Special Topics in Investments	1.5
FIN 9892	Special Topics in Investments	2.0	FIN 9892	Special Topics in Investments	2.0
FIN 9893	Special Topics in Investments	3.0	FIN 9893	Special Topics in Investments	3.0
FIN 9894	Special Topics in Corporate Finance	1.0	FIN 9894	Special Topics in Corporate Finance	1.0
FIN 9895	Special Topics in Corporate Finance	1.5	FIN 9895	Special Topics in Corporate Finance	1.5

FIN 9896	Special Topics in Corporate Finance	2.0	FIN 9896	Special Topics in Corporate Finance	2.0
FIN 9897	Special Topics in Corporate Finance	3.0	FIN 9897	Special Topics in Corporate Finance	3.0
FIN 9985	Risk Management in Financial Institutions	3.0	FIN 9985	Risk Management in Financial Institutions	3.0
ECO 9713	Money, Banking, and Monetary Policy	3.0	ECO 9713	Money, Banking, and Monetary Policy	3.0
ECO 9724	Econometrics - Theory and Applications II	3.0	ECO 9724	Econometrics - Theory and Applications II	3.0

**Rationale:** The Wasserman Department of Economics and Finance is proposing to remove ACC 9110 as a preliminary course for the MS in Financial Risk Management. The content of the course is not fundamental for students seeking a career as risk managers, as evidenced by the fact that none of the required courses has that course as a prerequisite. Students without appropriate background in finance and accounting are required to take as a preliminary course FIN 9770, which provides an introduction to financial reporting. In addition, the infrequent offering of ACC 9110 has the effect of prolonging completion of the MS by one or even two semesters for some students.

**All:2.1. The following revisions are proposed for the MBA in the Zicklin School of Business**

**Program: Full-Time MBA**

**HEGIS Code:** 0506.00

**Program Code:** 01923

**Effective:** Fall 2018

From: Full-Time MBA Curriculum	To: Full-Time MBA Curriculum
<p><b>Business Communication Requirement</b></p> <p>All MBA students complete BUS COM 9551 for 1.5 credits over 7 weeks and from 9552 or 9553 for 1.5 credits over 7 weeks.</p>	<p><b>Business Communication Requirement</b></p> <p>All MBA students complete BUS COM course for 3.0 credits over 14 weeks.</p>

**Foundational/Fundamental Skills (18 Credits)**

From: Full-Time MBA Curriculum			To: Full-Time MBA Curriculum		
Course	Description	Crs	Course	Description	Crs
<del>BUS 9551</del> or <del>BUS 9552</del> or <del>BUS 9553</del>	<del>Business Communication I</del> or <del>Business Communication II</del> or <del>Business Communication II</del>	<del>1.5 &amp;</del> <del>1.5</del> or <del>1.5</del>	<b>BUS 95XX</b>	<b>Strategic Business Communication</b>	<b>3</b>
ECO 9700	Firms in the Global Economy	1.5	ECO 9700	Firms in the Global Economy	1.5
IBS 9600	International Business Fundamentals	1.5	IBS 9600	International Business Fundamentals	1.5
LAW 9201	Overview of Business Law and Ethics	1.5	LAW 9201	Overview of Business Law and Ethics	1.5

MGT 9200	Business and Society Relationships	1.5	MGT 9200	Business and Society Relationships	1.5
MGT 9301	Managing People and Organizations	3.0	MGT 9301	Managing People and Organizations	3.0
MGT 9600	Strategy and Competitive Advantage	3.0	MGT 9600	Strategy and Competitive Advantage	3.0
STA 9708	Managerial Statistics	3.0	STA 9708	Managerial Statistics	3.0

### Functional Skills (At least 3 courses required)

From: Full-Time MBA Curriculum			To: Full-Time MBA Curriculum		
Course	Description	Crs	Course	Description	Crs
ACC 9110	Financial Reporting	3.0	ACC 9110	Financial Reporting	3.0
CIS 9000	Information Technology Strategy	3.0	CIS 9000	Information Technology Strategy	3.0
CIS 9557	Business Analytics	3.0	CIS 9557	Business Analytics	3.0
FIN 9770	Corporate Finance	3.0	FIN 9770	Corporate Finance	3.0
MGT 9700	Managing Business Operations	3.0	MGT 9700	Managing Business Operations	3.0
MGT 9973	Managing Creativity, Ideation and Innovation in Startups and Corporations	3.0	MGT 9973	Managing Creativity, Ideation and Innovation in Startups and Corporations	3.0
MKT 9703	Marketing Management	3.0	MKT 9703	Marketing Management	3.0

### Capstone Experience

From: Full-Time MBA Curriculum			To: Full-Time MBA Curriculum		
Course	Description	Crs	Course	Description	Crs
BUS 9601	Business Consulting Practicum	3.0	BUS 9601	Business Consulting Practicum	3.0

### Electives

From: Full-Time MBA Curriculum			To: Full-Time MBA Curriculum		
Course	Description	Crs	Course	Description	Crs
	Career Path Electives of Choices	18.0		Career Path Electives of Choices	18.0

**Rationale:** Since January 2016, MBA students in the Zicklin School of Business have completed – for credit – communication courses originally offered, for no credit, by our Continuing and Professional Studies program (CAPS). These courses separate the instruction into seven-week offerings for 1.5 credits each. BUS COMM 9551 covers communication fundamentals while BUS COMM 9552 covers the communication of technical information and BUS COMM 9553 focuses on leadership communication. MBA students must take 9551 and may choose 9552 or 9553. With this proposal, all MBA students will take the new 3.0 course while MS students will continue to take a revised 9551 for 1.5 credits. With fewer scheduling challenges for students, the new course will cover the essential

elements of the current courses as well as focus on the application of communication skills to current challenges workers in business face.

**All:2.2.****Program: Evening MBA****HEGIS Code:** 0506.00**Program Code:** 01923**Effective:** Fall 2018

<b>From: Evening MBA Curriculum</b>	<b>To: Evening MBA Curriculum</b>
<b>Business Communication Requirement</b>  All MBA students complete BUS COM 9551 for 1.5 credits over 7 weeks and from 9552 or 9553 for 1.5 credits over 7 weeks.	<b>Business Communication Requirement</b>  All MBA students complete BUS COM course for 3.0 credits over 14 weeks.

**Foundational/Fundamental Skills (18 Credits)**

<b>From: Evening MBA Curriculum</b>			<b>To: Evening MBA Curriculum</b>		
<b>Course</b>	<b>Description</b>	<b>Crs</b>	<b>Course</b>	<b>Description</b>	<b>Crs</b>
<del>BUS 9551</del> or <del>BUS 9552</del> or <del>BUS 9553</del>	<del>Business Communication I</del> or <del>Business Communication II</del> or <del>Business Communication II</del>	<del>1.5 &amp;</del> <del>1.5</del> or <del>1.5</del>	<b>BUS 95XX</b>	<b>Strategic Business Communication</b>	<b>3</b>
ECO 9700	Firms in the Global Economy	1.5	ECO 9700	Firms in the Global Economy	1.5
IBS 9600	International Business Fundamentals	1.5	IBS 9600	International Business Fundamentals	1.5
LAW 9201	Overview of Business Law and Ethics	1.5	LAW 9201	Overview of Business Law and Ethics	1.5
MGT 9200	Business and Society Relationships	1.5	MGT 9200	Business and Society Relationships	1.5
MGT 9301	Managing People and Organizations	3.0	MGT 9301	Managing People and Organizations	3.0
MGT 9600	Strategy and Competitive Advantage	3.0	MGT 9600	Strategy and Competitive Advantage	3.0
STA 9708	Managerial Statistics	3.0	STA 9708	Managerial Statistics	3.0

**Functional Skills (At least 3 courses required)**

<b>From: Evening MBA Curriculum</b>			<b>To: Evening MBA Curriculum</b>		
<b>Course</b>	<b>Description</b>	<b>Crs</b>	<b>Course</b>	<b>Description</b>	<b>Crs</b>
ACC 9110	Financial Reporting	3.0	ACC 9110	Financial Reporting	3.0
CIS 9000	Information Technology Strategy	3.0	CIS 9000	Information Technology Strategy	3.0

CIS 9557	Business Analytics	3.0	CIS 9557	Business Analytics	3.0
FIN 9770	Corporate Finance	3.0	FIN 9770	Corporate Finance	3.0
MGT 9700	Managing Business Operations	3.0	MGT 9700	Managing Business Operations	3.0
MGT 9973	Managing Creativity, Ideation and Innovation in Startups and Corporations	3.0	MGT 9973	Managing Creativity, Ideation and Innovation in Startups and Corporations	3.0
MKT 9703	Marketing Management	3.0	MKT 9703	Marketing Management	3.0

### Capstone Experience

From: Evening MBA Curriculum			To: Evening MBA Curriculum		
Course	Description	Crs	Course	Description	Crs
BUS 9601	Business Consulting Practicum	3.0	BUS 9601	Business Consulting Practicum	3.0

### Electives

From: Evening MBA Curriculum			To: Evening MBA Curriculum		
Course	Description	Crs	Course	Description	Crs
	Career Path Electives of Choices	18.0		Career Path Electives of Choices	18.0

**Rationale:** Since January 2016, MBA students in the Zicklin School of Business have completed – for credit – communication courses originally offered, for no credit, by our Continuing and Professional Studies program (CAPS). These courses separate the instruction into seven-week offerings for 1.5 credits each. BUS COMM 9551 covers communication fundamentals while BUS COMM 9552 covers the communication of technical information and BUS COMM 9553 focuses on leadership communication. MBA students must take 9551 and may choose 9552 or 9553. With this proposal, all MBA students will take the new 3.0 course while MS students will continue to take a revised 9551 for 1.5 credits. With fewer scheduling challenges for students, the new course will cover the essential elements of the current courses as well as focus on the application of communication skills to current challenges workers in business face.

**Alli:2.3.**

**Program: One-Year MBA**

**HEGIS Code:** 0506.00

**Program Code:** 01923

**Effective:** Fall 2018

From: One-Year MBA Curriculum	To: One-Year MBA Curriculum
<b>Business Communication Requirement</b> <del>All MBA students complete BUS COM 9551 for 1.5 credits over 7 weeks and from 9552 or 9553 for 1.5 credits over 7 weeks.</del>	<b>Business Communication Requirement</b> <u>All MBA students complete BUS COM course for 3.0 credits over 14 weeks.</u>

**Foundational/Fundamental Skills (18 Credits)**

From: One-Year MBA Curriculum			To: One-Year MBA Curriculum		
Course	Description	Crs	Course	Description	Crs
<b>BUS 9551 or BUS 9552 or BUS 9553</b>	<del>Business Communication I or Business Communication II or Business Communication II</del>	<del>1.5 &amp; 1.5 or 1.5</del>	<b>BUS 95XX</b>	<b>Strategic Business Communication</b>	<b>3</b>
ECO 9730	Fundamentals of Microeconomics	1.5	ECO 9730	Fundamentals of Microeconomics	1.5
IBS 9600	International Business Fundamentals	1.5	IBS 9600	International Business Fundamentals	1.5
LAW 9201	Overview of Business Law and Ethics	1.5	LAW 9201	Overview of Business Law and Ethics	1.5
MGT 9200	Business and Society Relationships	1.5	MGT 9200	Business and Society Relationships	1.5
MGT 9301	Managing People and Organizations	3.0	MGT 9301	Managing People and Organizations	3.0
MGT 9600	Strategy and Competitive Advantage	3.0	MGT 9600	Strategy and Competitive Advantage	3.0
STA 9708	Managerial Statistics	3.0	STA 9708	Managerial Statistics	3.0

**Functional Skills (At least 2 courses required)**

From: One-Year MBA Curriculum			To: One-Year MBA Curriculum		
Course	Description	Crs	Course	Description	Crs
ACC 9110	Financial Reporting	3.0	ACC 9110	Financial Reporting	3.0
CIS 9000	Information Technology Strategy	3.0	CIS 9000	Information Technology Strategy	3.0
CIS 9557	Business Analytics	3.0	CIS 9557	Business Analytics	3.0
FIN 9770	Corporate Finance	3.0	FIN 9770	Corporate Finance	3.0
MGT 9700	Managing Business Operations	3.0	MGT 9700	Managing Business Operations	3.0
MGT 9973	Managing Creativity, Ideation and Innovation in Startups and Corporations	3.0	MGT 9973	Managing Creativity, Ideation and Innovation in Startups and Corporations	3.0
MKT 9703	Marketing Management	3.0	MKT 9703	Marketing Management	3.0

**Capstone Experience**

From: One-Year MBA Curriculum			To: One-Year MBA Curriculum		
Course	Description	Crs	Course	Description	Crs
BUS 9601	Business Consulting Practicum	3.0	BUS 9601	Business Consulting Practicum	3.0

## Electives

From: One-Year MBA Curriculum			To: One-Year MBA Curriculum		
Course	Description	Crs	Course	Description	Crs
	Career Path Electives of Choices	15.0		Career Path Electives of Choices	15.0

**Rationale:** Since January 2016, MBA students in the Zicklin School of Business have completed – for credit – communication courses originally offered, for no credit, by our Continuing and Professional Studies program (CAPS). These courses separate the instruction into seven-week offerings for 1.5 credits each. BUS COMM 9551 covers communication fundamentals while BUS COMM 9552 covers the communication of technical information and BUS COMM 9553 focuses on leadership communication. MBA students must take 9551 and may choose 9552 or 9553. With this proposal, all MBA students will take the new 3.0 course while MS students will continue to take a revised 9551 for 1.5 credits. With fewer scheduling challenges for students, the new course will cover the essential elements of the current courses as well as focus on the application of communication skills to current challenges workers in business face.

**All:3. The following revisions are proposed for the Executive Master of Science in Industrial and Labor Relations in the Zicklin School of Business**

**Program: Executive Master of Science in Industrial and Labor Relations**

**HEGIS Code: 0516.00**

**Program Code: 78027**

**Effective: Fall 2018**

From: <del>Executive MS in Industrial and Labor Relations</del>			To: <u>Executive MS in Human Resource Management</u>		
<del>English Proficiency Requirements if applicable</del>			English Proficiency Requirements if applicable		
<del>Students who completed their undergraduate education in a non-English speaking country will be required to take non-credit bearing modules in Grammar Troubleshooting and American English Pronunciation offered by the Division of Continuing and Professional Studies. These modules may be waived based on a waiver exam. The modules are not required for students who completed a four-year degree in an English speaking country.</del>			Students who completed their undergraduate education in a non-English speaking country will be required to <u>document a passing score on the TOEFL or equivalent exam. This requirement does not apply for students who completed a four-year degree in which the primary language of instruction was English.</u>		
Course	Description	Crs	Course	Description	Crs
<del>Courses in Specialization (credits)</del>			Courses in Specialization (credits)		
<del>Required Courses (36 credits)</del>			Required Courses ( <u>19.5</u> credits)		
MGT 9400	Human Resource Management	3	MGT 9400	Human Resource Management	3

STA 9708	Applied Statistical Analysis for	3	STA 9708	Managerial Statistics	3
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	<del>Business Decisions</del>				
MGT 9302	Developing Managerial Skills	3	BUS 9551	Business Communication	1.5
MGT 9300	Management: A Behavioral Approach	3	MGT 9301	Managing People and Organizations	3
LAW 9770	Labor and Employment Law	3	LAW 9770	Labor and Employment Law	3
MGT 9495	Human Resources Capstone	3	MGT 9490	International Human Resource Management	3
MGT 9460	Labor Relations	3	MGT 9460	Labor Relations	3
<b>Elective Courses (10.5 credits)</b>					
AD will select 10.5 credits from this list:					
MGT 9465	Collective Bargaining	3	MGT 9465	Collective Bargaining	3
MGT 9420	The Management of Compensation	3	MGT 9392*	Special Topics in Organizational Behavior and Human Resource Management	1.5
MGT 9470	Employee Development and Training	3	MGT 9470	Learning, Development, and Coaching	3
MGT 9660	Negotiations	3	MGT 9661	Negotiation Strategy	1.5
MGT 9494	The State of the Unions	3	MGT 9394*	Special Topics in Organizational Behavior and Human Resource Management	3
	*Special topics courses can be taught more than once as long as the topic specified is different.				

## Overall Rationale

The MSILR program is a cohort program. Because students take all courses in a sequence, there is no strict distinction between required and elective courses. However, we have used the distinction in the overview above to illustrate “core” courses (that will always be part of the curriculum) and “special topics” courses that might change content more dynamically to incorporate cutting-edge content in the field of HR. For ease of comparison of the current and newly proposed curriculum, the most directly comparable courses in the current curriculum are listed next to the equivalent courses in the new curriculum, regardless of whether they are “required” or “elective” courses.

The changes proposed serve three primary goals:

**Goal 1: Align the program and course names to reflect changes in common HR terminology that have been introduced since the initial design of the program 40 years ago.** These changes are relatively minor and do not involve changes in course content; the changes are crucial, however, to accurately portray program content and competencies students acquire while pursuing the degree (see details below). One of these changes includes renaming of the program from “Executive Masters of Science in Industrial and Labor Relations” to “Executive Masters of Science in Human Resource Management.” This follows a trend observed in most of our peer institutions, as well as recommendations from an external review the program underwent last year.

MGT 9301, formerly MGT 9300, has been renamed “Managing People and Organizations.” This change (previously approved by the ZGCC) is only intended to update the course title to make it more current, and does not include a change in curriculum, which is up-to-date.

STA 9708, Applied Statistical Analysis for Business Decisions, is now called “Managerial Statistics.” This change was approved previously by the ZGCC.

MGT 9470, Employee Development and Training, will be renamed “Learning, Development, and Coaching.” This course title better reflects the executive nature of the student population (HR leaders versus staff). The term “training” has become associated with developmental initiatives in a more narrow population of jobs (e.g., on-the-job training in manufacturing). The broader term “learning” better reflects the course content.

The number of credits is changed from 36 to 30 credits to align the program with recommendations to enhance the program’s appeal to HR professionals and its competitiveness in today’s marketplace.

**Goal 2: Update some course content to align it with current HR competencies required of job seekers, and to reduce overlap between selected classes.** Please see details in course-specific write-up below.

MGT 9302, Developing Managerial Skills, will be replaced with BUS 9551, Business Communication, a 1.5 credit course being developed by the marketing department. This will create parallelism to other executive programs at Zicklin. Business Leadership Communication teaches skills to current and future business leaders, provides instruction in essential communication competencies, highlights fundamental communication attributes and discipline, and embeds communication judgment in how students view business situations.

MGT 9494, The State of the Unions, will be replaced with a special topics course, MGT 9394. Topics will vary in order to incorporate cutting-edge content in the field of HR into the curriculum. For example, a course on Managing Employee Well-Being, Diversity, and Inclusion would focus on critical, nonperformance outcomes on the individual and organizational level, including work-life balance, diversity, and inclusion.

MGT 9660 Negotiations (3 credits) will be changed to MGT 9661 Negotiation Strategy (1.5 credits). This course has been successfully taught as a 1.5 credit course in other Zicklin executive programs. In addition, some principles of negotiation are addressed in other courses (e.g., Collective Bargaining), allowing the reduction to a 1.5 credit module for this course.

MGT 9420, Management of Compensation (3 credits) will be changed to a special topics course that carries 1.5 credits. Although the management of compensation is an important competency for Human Resource Professionals, there are other competencies that are important as well (e.g., managing employee well-being, diversity and inclusion). To be able to offer a streamlined Master’s degree that can be completed in 30 credits, we created a more efficient compensation course that can be taught in a 1.5 credit format.

**Goal 3: A new focus on international Human Resources is included, using a pre-existing management course** Please see details in course-specific write-up below.

MGT 9495, HR Capstone, will be changed to MGT 9490, International Human Resource Management. This change will provide the much needed opportunity to introduce an international learning experience, which is becoming more important for executive-level HR leaders in multinational organizations. The course will include site-visits and meetings with HR leaders of international companies to discuss (and comparatively study) core elements of the staffing and people management process in mid- and large-size organizations that act globally. This course incorporates a capstone project that serves as a culminating experience for the students.



NEW YORK STATE EDUCATION DEPARTMENT

Office of Higher Education—Office of College and University Evaluation

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

Request to Change or Adapt a Registered Program	
Item	Response (type in the requested information)
<b>Institution name and address</b>	Baruch College/CUNY  <i>Additional information:</i>  ▪ Specify campus where program is offered, if other than the main campus:
<b>Identify the program you wish to change</b>	Program title: MS in Industrial and Labor Relations  <u>Award</u> (e.g., B.A., M.S.): MS  Credits: 36  HEGIS code: 0516.00  <u>Program code</u> : 78027
<b>Contact person for this proposal</b>	Name and title: Gwendolyn Webb, Associate Dean, Executive Programs, Zicklin School of Business, Baruch College/CUNY  Telephone: 646 312-3485 Fax: 646 312-3101  E-mail: Gwendolyn.webb@baruch.cuny.edu
<b>CEO (or designee) approval</b>	Name and title:  Signature and date:
<i>Signature affirms the institution's commitment to support the program as revised.</i>	If the program will be registered jointly <sup>1</sup> with another institution, provide the following information:
	Partner institution's name: (None)  Name and title of partner institution's CEO:  Signature of partner institution's CEO:

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

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

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

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

Please refer to Attachment 1: Proposed Changes in Degree Requirements

Changes in a program's focus or design

The key changes are to update the curriculum and to change the primary focus of the program from labor relations to human resource management. More specifically, we are aligning the program and course names to reflect changes in common HR terminology that have been introduced since the initial design of the program 40 years ago. We are also updating some course content to bring it into better alignment with current HR competencies required of job seekers, and to reduce overlap between selected classes. Last, we are introducing a new theme on international Human Resources using a pre-existing management course

Adding or eliminating an option or concentration

Eliminating a requirement for program completion

The number of credits is being changed from 36 to 30 credits to align the program with recommendations of an external review panel to enhance the program's appeal to HR professionals and its competitiveness in today's marketplace.

Altering the liberal arts and science content in a way that changes the degree classification, as defined in Section 3.47(c)(1-4) of [Regents Rules](#)

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

One new course has been developed for this program: MGT 9470, Learning, Development, and Coaching. Please see its syllabus in Attachment 2.

Other Changes (*describe and explain all proposed changes*)

**Program title:**

From: Executive MS in Industrial and Labor Relations

To: Executive MS in Human Resource Management

**[ ] Program award**

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

**[ ] Discontinuing a program:** indicate the date by which the program will be discontinued.<sup>2</sup>

**[x] Format change** (e.g., from full-time to part-time, or to an abbreviated or accelerated semester)

a) Indicate proposed format:

In the past this cohort program has been offered on a semester basis, with 6 credits a semester for 6 semesters. Under this, system, the students were part-time students. The format will be changed to a trimester basis, with a total of 18 credits in the three trimesters of the first year, and 12 credits in the second year. Accordingly, in the first year the students will be full-time, and in the second year they will be part-time.

Coupled with the reduction in number of credits from 36 to 30 credits, this change from semesters to trimesters will enable students to complete the program in about 22 months, as opposed to the current length of 34 months. Reducing the program length from three to two years is needed to attract high-quality human resources executives in today's competitive market place.

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

This is a cohort program and many of the faculty who teach in the existing MSILR program will continue to teach in the new program. Since the number of credits is being reduced from 36 to 30 credits, no additional faculty or support services will be required.

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

Please refer to Attachment 3 for the Sample Program Schedule under the new trimester system.

**Establishing New Programs Based on Existing Registered Programs**

**[ ] Creating a dual-degree program** from existing registered programs

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

	<b>Program Title</b>	<b>Degree Award</b>	<b>Program Code</b>
Program 1			
Program 2			

b) Proposed dual-degree program (title and award):<sup>3</sup>

c) Courses that will be counted toward both awards:

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

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

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

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

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

- a) Information from the Application for Registration of a New Program form: cover page (page 1), Sample Program Schedule form, and faculty information charts (full-time faculty, part-time faculty, and faculty to be hired)
- b) Brief description of the proposed program and rationale for converting the existing coursework to a separately registered program:
- c) Expected impact on existing program:
- d) Adjustments the institution will make to its current resource allocations to support the program:
- e) Statement confirming that the admission standards and process and evaluation methods are the same as those in the existing registered program:

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

## Attachment 2

### Syllabus for Management 9470

Baruch College

Zicklin School of Business

*MANAGEMENT 9470*

**Learning, Development, and Coaching**

#### INSTRUCTOR CONTACT INFORMATION

<Instructor Name>

Phone: (646) 312-xxxx

Fax: (646) 312-xxxx

E-mail: <instructor@email>

Office Hours: <times>

Office: Room 9-xxxx Vertical Campus, One Bernard Baruch Way

#### COURSE DESCRIPTION

The objective of this course is to provide students with an understanding of various concepts and theories relating to employee learning and development, both as a profession and as a contributor to

organizational objectives. By actively engaging in practical application of the concepts, students will develop the knowledge and skills necessary to implement and evaluate learning and development programs in organizations. In addition, the course will afford students an appreciation of the purpose of training and development, and the impact it has on organizations and individual career/professional growth. Specifically, the course will provide students with a formal framework for conducting needs assessments, designing training and development programs, creating effective coaching and mentoring, and designing evaluation tools to assess the efficacy of training, development, and coaching.

*Prerequisite: MGT 9400.*

## **COURSE LEARNING GOALS**

At the completion of this course students will be able to:

- Create a needs assessment plan and process to identify training and development needs
- Describe evidence-based theories underlying training and program design
- Identify the major technologies used for e-learning
- Distinguish between assessment and evaluation in the context of learning and development
- Design an evaluation program to evaluate the success of a L&D initiative
- Describe the process of employee coaching
- Identify issues critical to L&D in an international organizational context

## **EMS-HRM PROGRAM LEARNING GOALS**

**Human Resource Management.** Students will develop a comprehensive, in-depth and current subject matter expertise with respect to Compensation, Staffing, Training and Development, and Employment Law.

**Labor Relations.** Students will develop subject matter expertise with respect to Labor Relations, Collective Bargaining and Dispute Resolution.

**Teamwork and Leadership.** Students will acquire knowledge and develop skills that permit them to function effectively in teams and be given opportunities to acquire competencies as team members and leaders.

**Oral Communication.** Students will be effective oral communicators, as leadership and teamwork in business are dependent on developing shared meaning and commitment to action fostered through communication.

## **COURSE MATERIALS**

*Employee Training & Development, 7th Edition, Raymond Noe, Irwin, 2017*

*Training in Motion: How to Use Movement to Create Engaging and Effective Learning, Mike Kuczala, AMACOM, 2017*

*Evidence Based Coaching Handbook: Putting Best Practices to Work for Your Clients, Dianne R. Stober, Anthony M. Grant, Wiley Pub., 2006.*

## Blackboard

This course will use Blackboard extensively. You will be expected to check Blackboard prior to each class. All class notes, reference material (where legally allowed), and grades will be posted there. If you submit material via Blackboard and do not receive an email confirmation from me within 48 hours, please assume it has NOT been received and email me immediately.

## COURSE REQUIREMENTS, ASSIGNMENTS, & GRADING POLICY

Attendance and Participation 10%

Individual Training - Live 20%

Individual Training - Video 20%

Distance Learning 20%

Group Project - Live 20%

Final Exam 10%

**Attendance and Participation:** Each student's participation will be evaluated on the basis of a rubric developed by Prof. T. K. Das. In this system, students will be noted according to their contributions to the classes as outstanding, good, adequate, unsatisfactory, or non-contributor.

**Individual Training - Live:** Each student will make a presentation that incorporates one or more learning technologies presented in class. Each presentation should be at least 15 minutes long, including the question and answer session. Students will also need to develop a method for evaluating the effectiveness of their training. The evaluation instrument will be administered immediately after the presentation.

**Individual Training – Video:** You will need to prepare a 3-5 minute video, online screen show with sound, or online movie which trains us or provides information on a topic of your choice. The video, online screen show with sound, or online movie should be posted on Blackboard. You will be graded on how well you present the material as well as your viewing of other students' postings. 20% of your course grade will be based on your viewing all of the other presentations in the class.

**Distance Learning:** Students will be divided into teams of four to six individuals. The team will need to develop a distance learning training program that will be delivered via the web (using voice and webcam technology). The training program will include a PowerPoint presentation and other handouts. Each team will have 10 minutes to present their material, including the question and answer session. The class will contribute to the group grade by evaluating how well they believe the material was presented. Each member of the group will also evaluate the performance of their teammates.

**Group Presentation – Live:** Students will be divided into the same teams and they will need to develop a complete training program. The training program will include an instructors' manual, course timeline, training materials, and additional handouts. Each team will have 10 minutes to present their material, but NOT do the training, and then 20 minutes to conduct a "Train-the Trainer." Those trained will contribute to the group grade by evaluating how well they believe they can present the material that was presented to them. Each member of the group will also evaluate the performance of their teammates.

**Final Exam:** The final exam will cover all concepts discussed in the course. It will be an in-class, written exam.

## ACADEMIC INTEGRITY



Plagiarism and cheating are inimical to maintaining the bonds of trust necessary for academic freedom to flourish. I fully support Baruch College's policy on Academic Honesty, which states, in part:

*"Academic dishonesty is unacceptable and will not be tolerated. Cheating, forgery, plagiarism and collusion in dishonest acts undermine the college's educational mission and the students' personal and intellectual growth. Baruch students are expected to bear individual responsibility for their work, to learn the rules and definitions that underlie the practice of academic integrity, and to uphold its ideals. Ignorance of the rules is not an acceptable excuse for disobeying them. Any student who attempts to compromise or devalue the academic process will be sanctioned. "*

Academic sanctions in this class will range from an F on the assignment to an F in this course. A report of suspected academic dishonesty will be sent to the Office of the Dean of Students. Additional information and definitions can be found at:

[http://www.baruch.cuny.edu/academic/academic\\_honesty.html](http://www.baruch.cuny.edu/academic/academic_honesty.html)

## Students with Disabilities

Baruch College provides reasonable accommodations and modifications for students with disabilities to ensure that no student with a disability is denied the benefits of, is excluded from participation in, or otherwise is subjected to discrimination under the education program or activity operated by the College because of the absence of educational auxiliary aids for students with disabilities. Some people think that a disability has to be visible to be accommodated. This is not the case. There are many disabilities – diabetes, psychological illness, learning disabilities, AIDS, seizure disorders, arthritis, etc., which require accommodations. Examples of possible accommodations include additional testing time; adaptive equipment; and taping of classes.

Baruch College has a process for determining whether a student who identifies as disabled is eligible for a reasonable accommodation in order to complete the student's academic program. This process, as well as the arrangements for adapting class procedures without compromising course content and standards may take time. Therefore, students who require accommodations or modifications should make the necessary arrangements as soon as possible.

If you feel that you may need a reasonable accommodation based on a disability, please contact the staff at the Office of Disability Services, Newman Vertical Campus, Room 2-271, or by phone at (646) 312-4590. I am also available for you to talk with me before or after this class or during my office hours which are on Tuesdays in the Vertical Campus Building, room 9-282.

## Other Special Needs

Any condition that could negatively impact your ability to learn in this class or participate in scheduled exercises and exams should be brought to the instructor's attention. All reasonable efforts will be made to accommodate special needs. However, to make arrangements, students must contact the instructor during the first two weeks of the semester, before assignments, exercises, or exams take place.

Class	Date	Topic
1	8/28	Introduction Needs Assessment
<b>2</b>	<b>9/11</b>	<b>Team Formation: Topic Selection and Initial Meeting</b>
3	9/18	Learning: Theories and Program Design E-Learning: Using Technology in Training
4	9/25	Evaluation of Training, Development, and Coaching

5	10/2	Social Responsibility & Sustainability as they relate to Learning & Development
6	10/16	Employee Development and Coaching and Mentoring Programs
7	10/23	<b>Individual Presentation – Live</b>
8	<b>10/30</b>	<b>Individual Presentation – Video</b> Transfer of Training
9	<b>11/6</b>	International Training & Development Special Issues in Training & Development
10	11/13	<b>Distance Learning</b> Special Challenges in Career Management
11	11/20	Careers and Career Management <b>Group Presentation – Train the Trainer</b>
12	11/27	<b>Train the Trainer – You Present the Information</b> The Future of Training, Development, and Coaching
13	<b>12/4</b>	Final Exam

### ASSURANCE OF LEARNING CHART

EMS-HRM Learning Goal	Significant Part of Course	Moderate Part of Course	Minimal Part of Course	Not Part of Course
Human Resource Management	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Labor Relations	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Teamwork and Leadership	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Oral Communication	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

### ASSIGNMENT MAPPING

Assignment	Course Learning Goals	EMS-HRM Learning Goals
Attendance and Participation	All	Oral Communication
Individual Training - Live	Create a needs assessment plan and process to identify training and development needs  Distinguish between assessment and evaluation in the context of	Human Resource Management  Oral Communication

	learning and development	
Individual Training - Video	Create a needs assessment plan and process to identify training and development needs  Describe evidence-based theories underlying training and program design	Human Resource Management  Oral Communication
Distance Learning	Identify the major technologies used for e-learning	Teamwork and Leadership  Human Resource Management  Oral Communication
Group Project - Live	Design an evaluation program to evaluate the success of a L&D initiative	Teamwork and Leadership  Human Resource Management  Oral Communication
Final Exam	All	Human Resource Management

### Attachment 3: Sample Program Plan

#### The Executive Master of Science in Human Resource Management

#### Sample Program Plan

			Credits
<b>Program Year 1</b>			
Trimester 1	MGT 9400	Human Resource Management	3.0
	MGT 9301	Managing People and Organizations	3.0
Trimester 2	STA 9708	Managerial Statistics	3.0
	MGT 9460	Labor Relations	3.0
Trimester 3	MGT 9470	Learning, Development, & Coaching	3.0
	MGT 9392	Special Topics in Organizational Behavior and Human Resource Management: Management of Compensation	1.5
	BUS 9551	Business Communication I	1.5
<b>Program Year 2</b>			
Trimester 4	MGT 9392	Special Topics in Organizational Behavior and Human Resource Management: HR Metrics and Data Analytics	1.5
	MGT 9392	Special Topics in Organizational Behavior and Human Resource Management: Human Capital and the Triple Bottom Line	1.5
	LAW 9770	Labor and Employment Law	3.0

Trimester 5	MGT 9465	Collective Bargaining	3.0
	MGT 9490	International Human Resource Management	3.0
		Total Credits	30.0

## Course Descriptions for the EMS-HR Program

### **MGT 9301 Managing People and Organizations**

Credits 3.0, Hours 3.0

This course facilitates students learning how managers and leaders can contribute to effective work organizations. Management 9301 allows students to develop analytical and behavioral skills through several cognitive and active learning methods. These methods may include self-assessment scales, case analyses, lectures/discussions, personal essays, team projects, experiential exercises, role playing, student presentations, and student debates. Topics include: motivating subordinates, making decisions, communicating, appraising performance, leading teams, exercising power, managing change, negotiating and managing conflict, structuring units and organizations, managing workforce diversity, influencing organizational culture, fostering ethical management, and recognizing international requirements. Management 9301 primarily addresses the Baruch MBA program learning goal of leadership and teamwork, but the course also engages ethical awareness, global awareness, and communication goals. Not open to students who completed MGT 9300.

*Prerequisite: None*

### **MGT 9392 Special Topics in Organizational Behavior and Human Resource Management**

1.5 Hours; 1.5 Credits

This course focuses on timely and relevant topics in organizational behavior and human resource management that are not covered in the regular curriculum. The areas of study are determined each semester by the instructor offering the course. The course topics and pre- or corequisites will be announced during the preceding semester. Students may take this more than once provided that different topics are covered.

*Pre- or co-requisite: MGT 9300. (MGT 9301 is the replacement course for MGT 9300)*

### **MGT 9394 Special Topics in Organizational Behavior and Human Resource Management**

3.0 Hours; 3.0 Credits

This course focuses on timely and relevant topics in organizational behavior and human resource management that are not covered in the regular curriculum. The areas of study are determined each semester by the instructor offering the course. The course topics and pre- or corequisites will be announced during the preceding semester. Students may take this more than once provided that different topics are covered.

*Pre- or co-requisite: MGT 9300. (MGT 9301 is the replacement course for MGT 9300)*

### **MGT 9400 Human Resource Management**

3.0 Hours; 3.0 Credits

Analysis of the challenges and conflicts inherent in building a workforce and managing personnel. The course examines all levels in the hierarchy and the ramifications of policy formulation, recruitment and selection, training and development, wage and salary administration, morale, absenteeism, turnover, and union-management relations.

*Prerequisite: MGT 9300 or PSY 9788. (MGT 9301 is the replacement course for MGT 9300)*

**MGT 9460 Labor Relations**

3.0 Hours; 3.0 Credits

Examination of collective bargaining activities as an ongoing process, including the goals of labor and the interdependence of unions and management. The course analyzes union growth, pertinent legislation, unionization trends in various sectors of public and private employment, rights of the parties, contract negotiation and administration, grievance machinery, and third-party involvement.

*Prerequisite: MGT 9300 or Equivalent*

**MGT 9661 Negotiation Strategy**

1.5 Hours; 1.5 Credits

The purpose of this course is to understand the theory and processes of negotiation as it is practiced in a variety of settings. This course focuses on negotiation strategy and utilizes multiple learning methods including self-assessments, directed reading, experiential exercises, facilitated in-class discussion, analyses of real-world negotiations through our on-line discussion board, and applied learning and analysis. Students will have the opportunity to develop the analytical and strategic tools necessary for effective negotiation across organizational and personal contexts.

*Prerequisite: None*

**MGT 9465 Collective Bargaining**

3.0 Hours; 3.0 Credits

This course is an introduction to the collective bargaining process, examining historical, economic, legal, psychological, sociological/cultural, and tactical perspectives. Building on a review of the legal framework for collective bargaining, students analyze actual current collective bargaining agreements from their places of employment. (For students unable to obtain a copy of a collective bargaining agreement [CBA], one will be furnished for class use.) Students, assigned as duty officers on a rotating basis, provide brief reports to the class regarding a current labor-relations issue or collective bargaining development of interest. In addition to a comprehensive final examination, a negotiation project will be submitted.

*Prerequisite: MGT 9400 or equivalent, and MGT 9460 or permission of the instructor.*

**MGT 9470 Learning, Development, and Training****(Formerly, MGT 9470 Employee Development and Training)**

3.0 Hours; 3.0 Credits

The objective of this course is to provide students with an understanding of various concepts and theories relating to employee learning and development, both as a profession and as a contributor to organizational objectives. By enabling students to actively engage in practical application of the concepts, they will develop the knowledge and skills necessary to implement and evaluate learning and development programs in organizations. In addition, the course will afford students an appreciation of the purpose of training and development, and the impact it has on organizations and individual career/professional growth. Specifically, the course will provide students with a formal framework for conducting needs assessments, designing training and development programs, creating effective coaching and mentoring, and designing evaluation tools to assess the efficacy of training, development, and coaching.

*Prerequisite: MGT 9400.*

**MGT 9490 International Human Resource Management**

3.0 Hours; 3.0 Credits

Presentation of strategies, policies, and practices employed in the management of the international work force. International aspects of traditional human resource management, such as staffing, development, evaluation, compensation, and labor relations, will be examined. In addition, topics more specifically related to multinational corporations, such as the diversity of the MNC's work force and the various groups of employees involved, social and cultural aspects of international assignments, and the specific ethical dilemmas faced by the MNCs, will be examined and analyzed in detail.

*Prerequisite: MGT 9400 or departmental permission*

*Note: MGT 9490 incorporates a capstone project that serves as a culminating experience for the students.*

**BUS 9551 Business Communication I**

2.0 Hours; 1.5 Credits

In today's professional job market, it is essential to have excellent written and oral communication skills. In this course, students will gain the skills and strategies needed to enhance their business communication. Students will learn advanced techniques for writing clear, concise, and effective e-mails, memos, letters, reports, plans, proposals, case analyses, and white papers. Students will also build their oral communication skills for leading effective meetings and conference calls, negotiating with colleagues and clients, and giving successful presentations. Students will learn how to organize their messages; choose appropriate language for informing, persuading, and influencing audiences in different professional contexts; and deliver interactive and engaging formal and informal presentations.

*Prerequisite: None*

**LAW 9770 Labor and Employment Law**

3.0 Hours; 3.0 Credits

This course is an introduction to laws affecting the workplace. Casebook readings are used to consider how federal and state labor and employment laws delineate the rights of workers, unions, and employers. Case studies are used to analyze the legal, political, public policy, and practical implications of decisions of federal courts and administrative agencies that implement these laws. After first focusing on the National Labor Relations Act, as amended, the course examines current issues in employment law. The latter include unjust dismissal in nonunion environments, workplace safety, whistle blowing, sexual harassment, and discrimination based on race, sex, and age.

*Prerequisite: MGT 9400 or equivalent and MGT 9460 or equivalent, or departmental permission.*

**STA 9708 Managerial Statistics**

3.0 Hours; 3.0 Credits

This course provides MBA students with the statistical tools and concepts needed in business applications. Topics include: proper tabular and chart presentation; interpretation of descriptive measures; applications of probability and the normal distribution; confidence interval estimation; hypothesis testing; simple linear regression models; multiple regression models and time series analysis. Emphasis is on understanding data analysis and interpretation. Computations are facilitated using standard spreadsheet software, a valuable tool for the students. Discussions on ethical issues are integrated throughout the course. This course will enhance skills in critical thinking, as well as oral

and written communication. Techniques learned in this course can be immediately put to use by the student.

*Prerequisite: None*

## Section AIV: New Courses

### AIV.1.1.

<b>CUNYfirst Course ID</b>	
<b>Department(s)</b>	Allen G. Aaronson Department Marketing and International Business
<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>	Marketing Analytics
<b>Course Prefix</b>	MKT
<b>Course Number</b>	9741
<b>Course Title</b>	Marketing Analytics with Big Data
<b>Catalogue Description</b>	<p>This course focuses on the application of Big Data Analytics within Marketing. The purpose of this course is to help students identify and define Marketing problems and solve them through the analysis of Big Data. Skills learned in the course can be used for different roles within the Marketing Analytics function across different industries.</p> <p>Marketing data is evolving: from the generic to the specific; from market trends to individual habits and from historic actions to real-time engagement. Consumers now are always connected, rarely engaged and often distracted. As we move from traditional marketing to digital and consumer specific marketing, there has to be a realigning of how data is collected, processed and analyzed by Marketing. With the increase in the volume and variety of data, and the requirement for a more personalized consumer experience, Big data technology has been the enabler--not the amount of data as such but the ability to interrogate it, mine it for both immediate actions and for predicting individual habits, market movements or global trends.</p>
<b>Pre/ Co Requisites</b>	None.
<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 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
<b>Effective Term</b>	Spring 2018

**Rationale:** The purpose of this course is to help students identify and define Marketing problems and solve them through the analysis of Big Data. Skills learned in the course can be used for different roles within the Marketing Analytics function across different industries. The course will be offered each semester as an elective in the Marketing Analytics major. It has been offered as a special topics course during recent semesters and has attracted students.

### AIV.1.2.

<b>CUNYfirst Course ID</b>	
<b>Department(s)</b>	<b>Marketing</b>
<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>	Communications
<b>Course Prefix</b>	BUS
<b>Course Number</b>	9558
<b>Course Title</b>	Strategic Business Communication
<b>Catalogue Description</b>	This course introduces students to the importance of communication skills to current or future business leaders, provides instruction in essential communication competencies, highlights fundamental communication attributes and discipline, and embeds communication judgment in how students view business situations. The students will strengthen, in workshop settings, how they develop communication strategies, write and deliver communication messages across platforms, and facilitate conversations, negotiations and discussions.
<b>Pre or Corequisite</b>	None
<b>Credits</b>	3.0
<b>Contact Hours</b>	3.0
<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 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
<b>Effective Term</b>	Spring 2018

**Rationale:** Every leader in business communicates. From the moment the work day begins, the leader communicates to strengthen and sustain the relationships that are essential to get things done. Traditionally, when a business school teaches communications, courses focus on the tactics a leader might pursue, from writing a report to delivering a presentation. For many leaders, and situations, that may be enough. But that approach thrived in a period when business leaders could control how they communicated. Most of the communication situations leaders faced could be scripted. Today, business leaders work in unscripted worlds. The better we prepare our students for what they can't prepare to communicate, the better we prepare them for when they communicate. Since January 2016, MBA students at Zicklin have completed – for credit – communication courses originally offered, for no credit, by our Continuing and Professional Studies program (CAPS). These courses separate instruction into seven-week offerings for 1.5 credits each. BUS COMM 9551 covers communication fundamentals while BUS COMM 9552 covers technical information and BUS COMM 9553 focuses on leadership communication. MBA students must take 9551 and may choose 9552 or 9553. With this proposal, all MBA students will take the new 3.0 course while MS students will continue to take a revised 9551 for 1.5 credits. To maximize learning opportunities, we propose replacing the combination of 9551/9552/9553 with a new course that covers key elements of current courses while focusing on the application of communication skills to current challenges workers in business face.

**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.**

CUNYFirst Course ID			
FROM		TO	
<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 9490 Systems Analysis and Design	<b>Course</b>	CIS 9490 Systems Analysis and Design
<b>Pre or corequisite</b>	<del>CIS 9000 or pre- or co-requisite</del>	<b>Pre or corequisite</b>	<u>Pre- or co-requisite: CIS 9000 or CIS 9001</u>

	GIS9001		
<b>Hours</b>	3	<b>Hours</b>	3
<b>Credits</b>	3	<b>Credits</b>	3
<b>Description</b>	<p>Examination of the various tools, techniques, processes, and issues related to the analysis and design of business information systems.</p> <p>Hands-on experience is provided, using CASE technology. A major component of this course is a group project that develops an enterprise feasibility study, a working system prototype, and an overall systems development plan for a business or nonprofit organizational problem.</p>	<b>Description</b>	<p>Examination of the various tools, techniques, processes, and issues related to the analysis and design of business information systems. Hands- on experience is provided, using CASE technology. A major component of this course is a group project that develops an enterprise feasibility study, a working system prototype, and an overall systems development plan for a business or nonprofit organizational problem.</p>
<b>Requirement Designation</b>		<b>Requirement Designation</b>	
<b>Liberal Arts</b>	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	<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 Attribute (e.g. Writing Intensive, Honors, etc.)</b>	
<b>Course Applicability</b>	Major	<b>Course Applicability</b>	Major
	Gen Ed Required		Gen Ed Required
	English Composition		English Composition

	Mathematics		Mathematics
	Science		Science
	Gen Ed Flexible		Gen Ed Flexible
	World Cultures		World Cultures
	US Experience in its Diversity		US Experience in its Diversity
	Creative Expression		Creative Expression
	Individual and Society		Individual and Society
	Scientific World		Scientific World
	Gen Ed – College Option		
	College Option Detail		
<b>Effective Term</b>	Spring 2018		

**Rationale:** The content of the newly redesigned CIS 9000 course focuses on IT strategy and is more appropriate as a pre- or corequisite. CIS 9000 would reinforce the material covered in CIS 9490 by providing additional examples of business use of IS and will be especially helpful to students with minimal work experience.

**AV:1.2. Change(s) in course 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/STA 9760: Big Data Technologies	<b>Course</b>	CIS/MTH/STA 9760: Big Data Technologies
<b>Pre or corequisite</b>	STA 9708; STA 9750 or CIS 9310 or CIS 9650	<b>Pre or corequisite</b>	N/C
<b>Hours</b>	3	<b>Hours</b>	N/C
<b>Credits</b>	3	<b>Credits</b>	N/C
<b>Description</b>	The explosion of data collection and aggregation	<b>Description</b>	N/C

	<p>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 statistical/machine learning methods to effectively analyze large volumes of 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	<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

	Gen Ed – College Option		
	College Option Detail		
<b>Effective Term</b>	Spring 2018		

**Rationale:** The course needs to be cross-listed as a MTH course because it is offered in conjunction with the Math department as a part of the new Data Science concentration in the current MS Statistics program.

**AV:1.3. Change(s) in course title to be offered in the Paul H. Chook Department of Information Systems & 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 9796: Statistical Natural Language Processing	<b>Course</b>	STA/ <u>MTH</u> 9796: Statistical Natural Language Processing
<b>Pre or corequisite</b>	STA 9708 or equivalent	<b>Pre or corequisite</b>	N/C
<b>Hours</b>	1.5	<b>Hours</b>	N/C
<b>Credits</b>	1.5	<b>Credits</b>	N/C
<b>Description</b>	The aim of this course is to provide the students with experience in applying mathematical models, cutting-edge algorithms, and large-scale computing resources to the analysis of big data in real-world settings. Subjects to be covered will be drawn from areas such as time series analysis, mathematical modeling, formulation of algorithms, and natural language processing. Students will gain an invaluable experience in analyzing quantitative and qualitative data, and learn best in class practices for applying these models to real world datasets.	<b>Description</b>	N/C
<b>Requirement Designation</b>		<b>Requirement Designation</b>	

<b>Liberal Arts</b>	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	<b>Liberal Arts</b>	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
<b>Course Attribute</b> (e.g. Writing Intensive, Honors, etc.)		<b>Course Attribute</b> (e.g. Writing Intensive, Honors, etc.)	
<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
<b>Effective Term</b>	<b>Spring 2018</b>		

**Rationale:** The course needs to be cross-listed as a MTH course because it is offered in conjunction with the Math department as a part of the new Data Science concentration in the current MS-Statistics program.

Approved by the Graduate Curriculum Committee of the Zicklin School of Business, May 12, 2017.

**AV:1.4. Change(s) in course title to be offered in the Paul H. Chook Department of Information Systems & 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/MTH 9797: Advanced Data Analysis
<b>Pre or corequisite</b>	STA 9708 or equivalent	<b>Pre or corequisite</b>	N/C

<b>Hours</b>	1.5	<b>Hours</b>	N/C
<b>Credits</b>	1.5	<b>Credits</b>	N/C
<b>Description</b>	The aim of this course is to provide the students with experience in applying mathematical models, cutting-edge algorithms, and large-scale computing resources to the analysis of big data in real-world settings. Subjects to be covered will be drawn from areas such as time series analysis, mathematical modeling, formulation of algorithms, and natural language processing. Students will learn to use MATLAB programming language or an equivalent platform to formulate models, evaluate data, uncover significant factors, estimate parameter values, and predict outcome values required for business decisions. Each lecture will focus on a different mathematical model and problem solving technique, and each lecture will be separated into two parts. In the first part, students will be presented with the theory and framework of the model and an overview of where these models are appropriate and how to apply these models to business applications. The second part of the class will focus on a case study and an application of the model using real-world data. Written projects and homework assignments will prepare students for clear communication of their analysis in professional settings as well as reinforce the classroom examples	<b>Description</b>	N/C
<b>Requirement Designation</b>		<b>Requirement Designation</b>	
<b>Liberal Arts</b>	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	<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 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	<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		<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
<b>Effective Term</b>	<b>Spring 2018</b>		

**Rationale:** The course needs to be cross-listed as a MTH course because it is offered in conjunction with the Math department as a part of the new Data Science concentration in the current MS Statistics program.

Approved by the Graduate Curriculum Committee of the Zicklin School of Business, May 12, 2017.

**AV:2. Change in course prerequisite and title, to be offered in the Aaronson Department of Marketing and International Business.**

<b>CUNYFirst Course ID</b>			
<b>FROM</b>		<b>TO</b>	
<b>Departments</b>	<b>Aaronson Department of Marketing and International Business</b>	<b>Departments</b>	<b>Aaronson Department of Marketing and International Business</b>
<b>Course</b>	MKT 9759 – Marketing Consulting Practicum	<b>Course</b>	MKT 9759 – <u>Project-Based Marketing Consulting</u>
<b>Pre or corequisite</b>	<del>Open to MS-Marketing students only; MKT 9703 and 12 completed graduate credits</del>	<b>Pre or corequisite</b>	<u>Pre-requisite: 12 graduate credits; MKT 9703.</u>
<b>Hours</b>	1.5	<b>Hours</b>	1.5
<b>Credits</b>	1.5	<b>Credits</b>	1.5
<b>Description</b>	The goal of the course is to engage students in a real-world marketing consulting project. Previously learned material is used to: (1) understand brand objectives; (2) target brand	<b>Description</b>	The goal of the course is to engage students in a real-world marketing consulting project. Previously learned material is used to: (1) understand brand objectives; (2) target brand audience,



	audience, and (3) craft a comprehensive, data-informed marketing strategy. The course will focus on two activities: discovery and strategy.		and (3) craft a comprehensive, data-informed marketing strategy. The course will focus on two activities: discovery and strategy.
<b>Requirement Designation</b>		<b>Requirement Designation</b>	
<b>Liberal Arts</b>	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	<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 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
<b>Effective Term</b>	Spring 2018		

**Rationale:** The change in prerequisites is proposed to allow MBA students into the class. The course was developed and approved a year ago and it has run successfully—first as a Special Topics course, and, starting Spring 2017, as MKT 9759. There is demand among MBA students to take this course, and we have been granting special permission to individual students to them. The instructors of the course have also noticed that having MS and MBA students in the same class adds a great deal of value to the learning environment. The title change is to better reflect the content of the course, which is not geared toward careers in consulting. Rather, it is about defining problems and developing an applied strategy to solve them.

**AV:3.1. Change(s) in course title and pre-requisites to be offered in the Wasserman Department of Economics and Finance.**

<b>CUNYFirst Course ID</b>			
<b>FROM</b>		<b>TO</b>	
<b>Departments</b>	Bert Wasserman Department of Economics and Finance	<b>Departments</b>	Bert Wasserman Department of Economics and Finance
<b>Course</b>	FIN 9781- <del>Managerial Finance</del>	<b>Course</b>	FIN 9781 <u>Intermediate Corporate Finance</u>
<b>Prerequisites</b>	FIN 9770; <del>AGC 9110 or AGC 9112</del> . Course credit will be granted for either FIN 9781 or FIN 9771, not both.	<b>Prerequisite</b>	FIN 9770. Course credit will be granted for either FIN 9781 or FIN 9771, not both.
<b>Hours</b>	3	<b>Hours</b>	N/C
<b>Credits</b>	3	<b>Credits</b>	N/C
<b>Description</b>	Formal modeling and practical applications of the major decision problems confronting the financial manager. Particular emphasis on capital budgeting, financing, and dividend decisions. Applicable problems and cases will be assigned.	<b>Description</b>	N/C
<b>Requirement Designation</b>		<b>Requirement Designation</b>	
<b>Liberal Arts</b>	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	<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 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	<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

	_____ Individual and Society _____ Scientific World _____ Gen Ed – College Option College Option Detail		_____ Individual and Society _____ Scientific World
<b>Effective Term</b>	<b>Spring 2018</b>		

**Rationale:** The change of course title provides consistency with the previously approved change in the title of FIN 9770. The changes of the prerequisites reflect the changes in the structure of the MBA curriculum and would allow unfettered progress through the program for the students. This is a required course for MS in Finance and an elective for MBA and MS in Financial Risk Management. These changes of course title and prerequisites reflect current practice for the course, while the essential content of the course is unchanged.

Approved by the Graduate Curriculum Committee of the Zicklin School of Business, May 12, 2017.

**AV:3.2. Change(s) in title to be offered in the Wasserman Department of Economics and Finance.**

<b>CUNYFirst Course ID</b>			
<b>FROM</b>		<b>TO</b>	
<b>Departments</b>	Bert Wasserman Department of Economics and Finance	<b>Departments</b>	Bert Wasserman Department of Economics and Finance
<b>Course</b>	FIN 9792- <del>Advanced Managerial Finance</del>	<b>Course</b>	FIN 9792 <u>Advanced Corporate Finance</u>
<b>Prerequisite</b>	FIN 9771 or FIN 9781	<b>Prerequisite</b>	N/C
<b>Hours</b>	3	<b>Hours</b>	N/C
<b>Credits</b>	3	<b>Credits</b>	N/C
<b>Description</b>	Advanced analysis of special problems of financial management with particular emphasis on decision making under uncertainty. Applicable articles, problems, and cases will be assigned.	<b>Description</b>	N/C
<b>Requirement Designation</b>		<b>Requirement Designation</b>	
<b>Liberal Arts</b>	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	<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 Attribute (e.g. Writing Intensive, Honors, etc.)</b>	
<b>Course</b>	_____ Major	<b>Course</b>	_____ Major

<b>Applicability</b>	<input type="checkbox"/> Gen Ed Required	<b>Applicability</b>	<input type="checkbox"/> Gen Ed Required
	<input type="checkbox"/> English Composition		<input type="checkbox"/> English Composition
	<input type="checkbox"/> Mathematics		<input type="checkbox"/> Mathematics
	<input type="checkbox"/> Science		<input type="checkbox"/> Science
	<input type="checkbox"/> Gen Ed Flexible		<input type="checkbox"/> Gen Ed Flexible
	<input type="checkbox"/> World Cultures		<input type="checkbox"/> World Cultures
	<input type="checkbox"/> US Experience in its Diversity		<input type="checkbox"/> US Experience in its Diversity
	<input type="checkbox"/> Creative Expression		<input type="checkbox"/> Creative Expression
	<input type="checkbox"/> Individual and Society		<input type="checkbox"/> Individual and Society
	<input type="checkbox"/> Scientific World		<input type="checkbox"/> Scientific World
<input type="checkbox"/> Gen Ed – College Option			
College Option Detail			
<b>Effective Term</b>	<b>Spring 2018</b>		

**Rationale:** The change of course title provides consistency with the previously approved change in the title of FIN 9770 and the proposed change in the title of FIN 9781. This is an elective course for MBA, MS in Finance, and MS in Financial Risk Management. These changes of course title and description reflect current practice for the course, while the essential content of the course is unchanged.

**Section AVII: Affiliation Agreements**

**AVII:1. MBA Agreement with IAE – University of Paris I: Dual Global Executive MBA Program Agreement**

RESOLVED, that in the case of the students participating in the dual degree Global Executive MBA program between Baruch College and the Institut d’Administration des Entreprises de Paris - Sorbonne Business School (IAE) the twelve (12) credit maximum transfer credit limit be waived, and a maximum of twenty two and one-half (22.5 credits) be permitted to be transferred towards the Baruch College, Zicklin School of Business MBA. (In addition to Baruch and IAE, COPPEAD Graduate School of Business in Rio de Janeiro, Brazil, is a non-degree granting provider of courses for this program.)

EXPLANATION: After a thorough curriculum mapping of the Global Executive MBA curriculum with the Zicklin MBA program, the Zicklin Graduate Curriculum Committee concluded that there is a match between the courses offered in each MBA program. Thus the curriculum presented conforms to the Zicklin MBA curriculum. The courses completed in IAE and COPPEAD adhere to the same rigorous pedagogy as that used in the Zicklin MBA program. In addition, IAE and COPPEAD courses will be subject to the same assurance of learning process as that used in the Zicklin MBA program. Given the special arrangement between two renowned degree-granting institutions, and a third equally well-regarded institution that will be granting a certificate rather than a degree, an exception is being made

to transfer up to 22.5 credits of course work completed at IAE and COPPEAD towards the Baruch MBA.

## 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 Meeting on September 26, 2017 effective the Fall 2018 semester, pending approval of the Board of Trustees.

### All: Changes in Degree Programs

#### All.1.1 The following revisions are proposed for the Minor in Political Science

From : Minor in Political Science	To : Minor in Political Science
A minor in political science will help students to flourish in the political environment in which their future economic and social activities will be carried on. <del>Selection of a minor must be made with the consultation and approval of the department.</del> To suit the special educational needs and objectives of individual students, appropriate substitution of designated courses may be made after consultation with the departmental advisor. Students may minor by taking <del>two</del> 3000-level courses plus POL 4900 Political Science Capstone Seminar.	A minor in political science will help students to flourish in the political environment in which their future economic and social activities will be carried on. To suit the special educational needs and objectives of individual students, appropriate substitution of designated courses may be made after consultation with the departmental advisor. Students may minor by taking <b>6 credits of 3000-level courses</b> plus POL 4900 Political Science Capstone Seminar.

Rationale: Previously, all political science courses were 3 credits. But, the Political Science department's newly proposed course credits for POL 3999 have changed from 3 credits to 1-3 credits. In the event that a student takes POL 3999 for fewer than three credits, this change clarifies that it is the number of credits, not number of courses that satisfies the minor requirement.

### Section AIV: New Courses

#### AIV:1.1

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	4004
Course Title	Statistical Physics with Applications to Mathematical Finance
Catalogue Description	This calculus based course is an introduction into modern statistical physics including topics with applications in finance. The main topics are statistical models in equilibrium, phase transitions, mean field approximations, kinetic theory and the approach to equilibrium, as well as Brownian motion, anomalous diffusion, and Levy flights. In the laboratory students will create and run computer simulations using the programming language Python to model and test physical theories discussed in lecture.
Prerequisites	PHY 3020 and one of the following: MTH 2610; MTH 2205; MTH 2207; MTH

	2630; or equivalent or more advanced calculus course (MTH 3006, MTH 3010, or MTH 3020)
Credits	4
Contact Hours	6 (3 lecture, 3 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	Fall 2018

Rationale: This course offers students with an interest in physics, mathematics, and finance, a capstone course to obtain a minor in physics at Baruch. This class introduces key concepts of modern physics and teaches students how to describe them mathematically. The main topics are statistical physics of stochastic processes (such as Brownian motion, Langevin dynamics), equilibrium and fluctuations.

PHY 4004 will be offered every year with a projected enrollment of 20 students. It will serve as a capstone course for the Physics minor, as a capstone course for the Natural Sciences minor, or as a general elective for the BA, BBA, and BS degrees.

### Section AV: Changes in Existing Courses

#### AV:1.1 Change in Course Hours, Credits, and Description to be offered by the Political Science Department

CUNYfirst Course ID	093824 (POL 3999) and 129525 (POL 3999H)		
FROM		TO	
Departments	Political Science	Departments	n/c
Course	POL 3999 Special Topics in Political Science	Course	n/c
Prerequisite	ENG 2100 or its equivalent and one course in POL, SOC, HIS, BLS or LTS (HSP)	Prerequisite	n/c
Hours	3	Hours	1-3

Credits	3	Credits	1-3
Description	This course provides an opportunity to study aspects of Political Science not covered in other Political Science courses. Class topics will vary from semester to semester on the basis of instructor expertise. Students may enroll in this course multiple times if the topic is different, and the course can count multiple times toward fulfilling Political Science major and minor requirements. The course will not count toward fulfilling any of the particular subfield requirements of the major, unless explicitly approved by the chair as counting towards a specific subfield.	Description	This course provides an opportunity to study aspects of Political Science not covered in other Political Science courses. Class topics will vary from semester to semester on the basis of instructor expertise. Students may enroll in this course multiple times if the topic is different, and the course can count multiple times toward fulfilling Political Science major and minor requirements. The course will not count toward fulfilling any of the particular subfield requirements of the major, unless explicitly approved by the chair as counting towards a specific subfield.  <u>Credit for this course will be variable - 1 credit, 2 credits, or 3 credits.</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	Fall 2018
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Rationale: POL 3999 serves as one of the 3000-level elective courses in Political Science that can count toward the major (NYSED program codes 01973 and 60022) and the minor requirements. The department is proposing to amend the number of credits that the course can be taken for, so that students can now take it for 1, 2, or 3 credits. Three credits is the norm when the course is offered at Baruch, but some study abroad partners, particularly Waseda University in Japan, have courses that meet for fewer hours and require less work than our three-credit courses. Allowing POL 3999 to be taken for 1-2 credits can allow students to get some credit for taking such courses abroad. For example, a student could take three two-credit courses at another institution such as Waseda, which would be equivalent to taking two three-credit versions of POL 3999 at Baruch.

## PART A: ACADEMIC MATTERS

The following recommendations of the Curriculum Committee were approved at the Marxe School of Public and International Affairs Faculty Meeting on October 3, 2017. They will be effective for the Fall 2018 semester, pending approval of the Board of Trustees.

### All: Changes in Degree Programs

**All.1.** The following revisions are proposed for the Master of International Affairs (MIA) in the Marxe School of Public and International Affairs.

**Program Code:** 37904

**HEGIS Code:** 2212.00

From	To
Course Description Crs	Course Description Crs
<b>Requirements for the International Non-Governmental Organizations concentration in the MIA program</b>  Required Courses (30-33 credits) PAF 9140 Budgeting and Financial Analysis I 3 PAF 9170 Research and Analysis I 3 PAF 9172 Research and Analysis II 3 PAF 9180 Policy Analysis 3 PAF 9181 Comparative Public Policy and Administration 3 PAF 9184 International Institutions and Global Governance 3 PAF 9410 Global Economic Governance: Pacts, Actors, and Regimes 3 PAF 9415 International Economics 3 PAF 9420 Global Communication 3 PAF 9190 Public Affairs Capstone Seminar 3 *PAF 9195 Public Affairs Internship 3	<b>Requirements for the International Non-Governmental Organizations concentration in the MIA program</b>  Required Courses (30-33 credits) PAF 9140 Budgeting and Financial Analysis I 3 PAF 9170 Research and Analysis I 3 PAF 9172 Research and Analysis II 3 PAF 9180 Policy Analysis 3 PAF 9181 Comparative Public Policy and Administration 3 PAF 9184 International Institutions and Global Governance 3 PAF 9410 Global Economic Governance: Pacts, Actors, and Regimes 3 PAF 9415 International Economics 3 PAF 9420 Global Communication 3 PAF 9190 Public Affairs Capstone 3



INGO Concentration Required Courses (3 credits)		
PAF 9183	International Nonprofit Organizations	3
INGO Concentration Elective Courses (9 credits)		
6 credits from list below plus 3 credits either from list below or from another graduate program with advisor approval		
PAF 9109	Government Contracting	3
PAF 9120	Public and Nonprofit Management I	3
PAF 9150	Introduction to the Nonprofit Sector	3
PAF 9151	Administration of the Nonprofit Sector and Voluntary Agencies	3
PAF 9152	Fundraising and Grants Administration in Nonprofit and Voluntary Organizations	3
PAF 9153	Budgeting and Finance for Nonprofits	3
PAF 9156	Emergency Preparation, Response, and Recovery	3
PAF 9157	Introduction to Philanthropy	3
PAF 9158	Religion, Nonprofits, Politics, Policy	3
PAF 9182	Development Administration	3
PAF 9199	Selected Topics in Public Affairs	3
PAF 9299	Selected Topics in Nonprofit Management	3
PAF 9425	Western Hemisphere Affairs: Past, Present and Future	3
PAF 9430	Diaspora, Migration and Transnational Life in the Western Hemisphere and Beyond	3
PAF 9699	Selected Topics in Public Policy	3
CIS 9230	Globalization and Technology	3
IBS 9761	Emerging Markets and the International Business Environment	3
IBS 9767	Global Firms, Cultures, and Governments	3

\*The internship is required of candidates who

Seminar		
*PAF 9195	Public Affairs Internship	3
INGO Concentration Required Courses (3 credits)		
PAF 9183	International Nonprofit Organizations	3
INGO Concentration Elective Courses (9 credits)		
6 credits from list below plus 3 credits either from list below or from another graduate program with advisor approval		
PAF 9109	Government Contracting	3
PAF 9120	Public and Nonprofit Management I	3
PAF 9150	Introduction to the Nonprofit Sector	3
PAF 9151	Administration of the Nonprofit Sector and Voluntary Agencies	3
PAF 9152	Fundraising and Grants Administration in Nonprofit and Voluntary Organizations	3
PAF 9153	Budgeting and Finance for Nonprofits	3
PAF 9156	Emergency Preparation, Response, and Recovery	3
PAF 9157	Introduction to Philanthropy	3
PAF 9158	Religion, Nonprofits, Politics, Policy	3
PAF 9182	Development Administration	3
<u>PAF 9185</u>	<u>Environmental Policy</u>	<u>3</u>
<u>PAF 9186</u>	<u>Map Making for Policy</u>	<u>3</u>
PAF 9199	Selected Topics in Public Affairs	3
PAF 9299	Selected Topics in Nonprofit Management	3
PAF 9425	Western Hemisphere Affairs: Past, Present and Future	3
PAF 9430	Diaspora, Migration and Transnational Life in the Western Hemisphere and Beyond	3
PAF 9699	Selected Topics in Public Policy	3
CIS 9230	Globalization and Technology	3
IBS 9761	Emerging Markets and the International Business Environment	3
IBS 9767	Global Firms, Cultures, and Governments	3

\*The internship is required of candidates who

have less than 2-years relevant international work experience	have less than 2-years relevant international work experience
Total credits required for the INGO Concentration 42-45	Total credits required for the INGO Concentration 42-45
In the Masters of International Affairs program	In the Masters of International Affairs program

From	To
Course Description Crs	Course Description Crs
<b>Requirements for the Western Hemisphere Affairs concentration in the MIA program</b>	<b>Requirements for the Western Hemisphere Affairs concentration in the MIA program</b>
Required Courses (30-33 credits)	Required Courses (30-33 credits)
PAF 9140 Budgeting and Financial Analysis I 3	PAF 9140 Budgeting and Financial Analysis I 3
PAF 9170 Research and Analysis I 3	PAF 9170 Research and Analysis I 3
PAF 9172 Research and Analysis II 3	PAF 9172 Research and Analysis II 3
PAF 9180 Policy Analysis 3	PAF 9180 Policy Analysis 3
PAF 9181 Comparative Public Policy and Administration 3	PAF 9181 Comparative Public Policy and Administration 3
PAF 9184 International Institutions and Global Governance 3	PAF 9184 International Institutions and Global Governance 3
PAF 9410 Global Economic Governance: Pacts, Actors, and Regimes 3	PAF 9410 Global Economic Governance: Pacts, Actors, and Regimes 3
PAF 9415 International Economics 3	PAF 9415 International Economics 3
PAF 9420 Global Communication 3	PAF 9420 Global Communication 3
PAF 9190 Public Affairs Capstone Seminar 3	PAF 9190 Public Affairs Capstone Seminar 3
*PAF 9195 Public Affairs Internship 3	*PAF 9195 Public Affairs Internship 3
WHA Concentration Required Courses (3 credits)	WHA Concentration Required Courses (3 credits)
PAF 9425 Western Hemisphere Affairs: Past, Present, and Future 3	PAF 9425 Western Hemisphere Affairs: Past, Present, and Future 3
WHA Concentration Elective Courses (9 credits)	WHA Concentration Elective Courses (9 credits)
6 credits from list below plus 3 credits either from list below or from another graduate program with advisor approval	6 credits from list below plus 3 credits either from list below or from another graduate program with advisor approval
PAF 9104 Media, Politics, and Public Culture 3	PAF 9104 Media, Politics, and Public Culture 3
PAF 9119 Organization Theory 3	PAF 9119 Organization Theory 3
PAF 9158 Religion, Nonprofits, Politics, Policy 3	PAF 9158 Religion, Nonprofits, Politics, Policy 3
PAF 9199 Selected Topics in Public 3	<u>PAF 9185 Environmental Policy</u> 3

	Affairs			<u>PAF 9186</u>	<u>Map Making for Policy</u>	<u>3</u>
PAF 9299	Selected Topics in Nonprofit Management	3		PAF 9199	Selected Topics in Public Affairs	3
PAF 9430	Diaspora, Migration and Transnational Life in the Western Hemisphere and Beyond	3		PAF 9299	Selected Topics in Nonprofit Management	3
PAF 9435	Security in the Western Hemisphere: A Multi-Dimensional Approach	3		PAF 9430	Diaspora, Migration and Transnational Life in the Western Hemisphere and Beyond	3
PAF 9440	Trade Policy	3		PAF 9435	Security in the Western Hemisphere: A Multi-Dimensional Approach	3
PAF 9445	International Political Economy	3		PAF 9440	Trade Policy	3
PAF 9450	International Development	3		PAF 9445	International Political Economy	3
PAF 9699	Selected Topics in Public Policy	3		PAF 9450	International Development	3
CIS 9230	Globalization and Technology	3		PAF 9699	Selected Topics in Public Policy	3
IBS 9761	Emerging Markets and the International Business Environment	3		CIS 9230	Globalization and Technology	3
IBS 9767	Global Firms, Cultures, and Governments	3		IBS 9761	Emerging Markets and the International Business Environment	3
LAW 9740	International Trade and Investment Law	3		IBS 9767	Global Firms, Cultures, and Governments	3
MKT 9739	Global Advertising and Marketing Communications	3		LAW 9740	International Trade and Investment Law	3
MKT 9764	Internet Marketing and Global Business	3		MKT 9739	Global Advertising and Marketing Communications	3
				MKT 9764	Internet Marketing and Global Business	3
	*The internship is required of candidates who have less than 2-years relevant international work experience			*The internship is required of candidates who have less than 2-years relevant international work experience		
	Total credits required for the Western Hemisphere Affairs Concentration 42-45			Total credits required for the Western Hemisphere Affairs Concentration 42-45		
	In the Masters of International Affairs program			In the Masters of International Affairs program		

From	To
<b>Course Description Crs</b>	<b>Course Description Crs</b>
<b>Requirements for the Trade Policy and Global Economic Governance concentration in the MIA program</b>	<b>Requirements for the Trade Policy and Global Economic Governance concentration in the MIA program</b>
Required Courses (30-33 credits)	Required Courses (30-33 credits)
PAF 9140 Budgeting and Financial Analysis I 3	PAF 9140 Budgeting and Financial Analysis I 3
PAF 9170 Research and Analysis I 3	PAF 9170 Research and Analysis I 3
PAF 9172 Research and Analysis II 3	
PAF 9180 Policy Analysis 3	

PAF 9181	Comparative Public Policy and Administration	3	PAF 9172	Research and Analysis II	3
PAF 9184	International Institutions and Global Governance	3	PAF 9180	Policy Analysis	3
PAF 9410	Global Economic Governance: Pacts, Actors, and Regimes	3	PAF 9181	Comparative Public Policy and Administration	3
PAF 9415	International Economics	3	PAF 9184	International Institutions and Global Governance	3
PAF 9420	Global Communication	3	PAF 9410	Global Economic Governance: Pacts, Actors, and Regimes	3
PAF 9190	Public Affairs Capstone Seminar	3	PAF 9415	International Economics	3
*PAF 9195	Public Affairs Internship	3	PAF 9420	Global Communication	3
TPGEG Concentration Required Courses (6 credits)			PAF 9190	Public Affairs Capstone Seminar	3
PAF 9440	Trade Policy	3	*PAF 9195	Public Affairs Internship	3
PAF 9450	International Development	3	TPGEG Concentration Required Courses (6 credits)		
TPGEG Concentration Elective Courses (6 credits)			PAF 9440	Trade Policy	3
6 credits from list below			PAF 9450	International Development	3
PAF 9104	Media, Politics, and Public Culture	3	TPGEG Concentration Elective Courses (6 credits)		
PAF 9119	Organization Theory	3	6 credits from list below		
PAF 9182	Development Administration	3	PAF 9104	Media, Politics, and Public Culture	3
PAF 9199	Selected Topics in Public Affairs	3	PAF 9119	Organization Theory	3
PAF 9299	Selected Topics in Nonprofit Management	3	PAF 9182	Development Administration	3
PAF 9425	Western Hemisphere Affairs: Past, Present, and Future	3	<u>PAF 9185</u>	<u>Environmental Policy</u>	<u>3</u>
PAF 9430	Diaspora, Migration and Transnational Life in the Western Hemisphere and Beyond	3	<u>PAF 9186</u>	<u>Map Making for Policy</u>	<u>3</u>
PAF 9445	International Political Economy	3	PAF 9199	Selected Topics in Public Affairs	3
PAF 9455	International Regulatory Policy	3	PAF 9299	Selected Topics in Nonprofit Management	3
PAF 9699	Selected Topics in Public Policy	3	PAF 9425	Western Hemisphere Affairs: Past, Present, and Future	3
CIS 9230	Globalization and Technology	3	PAF 9430	Diaspora, Migration and Transnational Life in the Western Hemisphere and Beyond	3
IBS 9761	Emerging Markets and the International Business Environment	3	PAF 9445	International Political Economy	3
IBS 9767	Global Firms, Cultures, and Governments	3	PAF 9455	International Regulatory Policy	3
LAW 9740	International Trade and Investment Law	3	PAF 9699	Selected Topics in Public Policy	3
MKT 9739	Global Advertising and	3	CIS 9230	Globalization and Technology	3
			IBS 9761	Emerging Markets and the International Business Environment	3
			IBS 9767	Global Firms, Cultures, and Governments	3
			LAW 9740	International Trade and Investment Law	3
			MKT 9739	Global Advertising and	3

Marketing Communications MKT 9764 Internet Marketing and Global Business 3 *The internship is required of candidates who have less than 2-years relevant international work experience Total credits required for the Trade Policy and Global Economic Governance Concentration 42-45 In the Masters of International Affairs program	Marketing Communications MKT 9764 Internet Marketing and Global Business 3 *The internship is required of candidates who have less than 2-years relevant international work experience Total credits required for the Trade Policy and Global Economic Governance Concentration 42-45 In the Masters of International Affairs program
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**Rationale:** Though it is not a requirement for the MIA degree, adding PAF 9185 to the list of approved electives would be of considerable use for students wishing to develop a deeper knowledge of and/or pursue careers in the area of environmental policy. It is an issue of major concern for intergovernmental organizations, governments, nonprofits and the private sector.

Though it is not a requirement for the MIA degree, adding PAF 9186 to the list of approved electives would be of considerable use for students, further developing their ability to analyze and interpret policy-relevant data.

## Part A: Academic Matters

### Section AV Changes to a course

**AV:1.1 The proposed name change was discussed and approved by unanimous vote of the college's Joint Committee on Curriculum and Articulation on Wednesday, October 25, 2017.**

The Office of New Student and Family programs (NSFP) oversees FRO 100, which is a seminar that is a requirement for all First-year students to enroll in and complete as part of their degree requirements. On October 25<sup>th</sup>, the Director and Assistant Director of the NSFP attended the Joint Committee on Curriculum and Articulation meeting to present a proposal to change the current name of this seminar from FRO (Freshmen Orientation) to FYS (First Year seminar). The rationale for this change is that this acronym better describes the name of the course as this seminar is no longer part of orientation. Additionally, the word "freshmen" traditionally denotes a recent high school graduate entering their first year of college. Since a number of our students are non-traditional, this new title would be more inclusive of this population. Third, the term, "first-year" is gender neutral, unlike freshmen and would again be a more inclusive term. Last, over the last few years, relative to this gateway seminar, many schools have moved away from the term freshmen and we would like to be more in line with this wording. The description of the seminar is below:

#### **Freshmen Seminar (FRO 1000 and FRO 100 TBA) -**

This seminar has been designed to prepare new students to make that pivotal transition into college, by providing the necessary tools in order to succeed here at Baruch College. Students will actively interact with their fellow incoming peers on a number of individual and team projects meant to strengthen and enrich their interpersonal skills both in written and verbal formats. A number of academic topics will be covered aimed at aided students towards identifying and developing their personal, professional, social and ethical values. Coursework is designed to acclimate new students to Baruch's campus along with the various resources here to support student success both in and out of the classroom.

<sup>1</sup> If the partner institution is non-degree-granting, see CEO Memo 94-04 at [www.highered.nysed.gov/ocue/ceo94-04.htm](http://www.highered.nysed.gov/ocue/ceo94-04.htm).

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

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