

Baruch College

Baruch College

Chancellor's University Report – Part A: Academic Matters

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

Program: MS in Information Systems

HEGIS Code: 0701.00

Program Code: 79233

Effective: Spring 2020

From: MS in Information Systems			To: MS in Information Systems		
English Proficiency Requirements if applicable			English Proficiency Requirements if applicable		
Students who completed their undergraduate education in a non-English speaking country will be required to take non-credit bearing modules in Grammar Troubleshooting and American English Pronunciation offered by the Division of Continuing and Professional Studies. These modules may be waived based on a waiver exam. The modules are not required for students who completed a four-year degree in an English speaking country.			Students who completed their undergraduate education in a non-English speaking country will be required to take non-credit bearing modules in Grammar Troubleshooting and American English Pronunciation offered by the Division of Continuing and Professional Studies. These modules may be waived based on a waiver exam. The modules are not required for students who completed a four-year degree in an English speaking country.		
Course	Description	Crs	Course	Description	Crs
Required (13.5 credits)			Required (13.5 credits)		
BUS 9551	Business Communication I	1.5	BUS 9551	Business Communication I	1.5

CIS 9000*	Information Technology Strategy	3	CIS 9000*	Information Technology Strategy	3
CIS 9340	Principles of Database Management Systems	3	CIS 9340	Principles of Database Management Systems	3
CIS 9490	Systems Analysis and Design	3	CIS 9490	Systems Analysis and Design	3
CIS 9590	Information Systems Development Project	3	CIS 9590	Information Systems Development Project	3
Electives (12-18 credits)			Electives (12-18 credits)		
Choose 12-18 credits from the list below for the MS-IS degree. If you plan to specialize in one of the concentrations, please ensure that you take the appropriate electives specific to those tracks.			Choose 12-18 credits from the list below for the MS-IS degree. If you plan to specialize in one of the concentrations, please ensure that you take the appropriate electives specific to those tracks.		
BUS 9801, 9802, 9803	Graduate Internship I, II, III (in IS)	3	BUS 9801, 9802, 9803	Graduate Internship I, II, III (in IS)	3
CIS 9230	Globalization and Technology	3	CIS 9230	Globalization and Technology	3
CIS 9240	Sustainability and IT	3	CIS 9240	Sustainability and IT	3
CIS 9310	Object-Oriented Programming I	3	CIS 9310	Object-Oriented Programming I	3
CIS 9350	Networks and Telecommunications	3	CIS 9350	Networks and Telecommunications	3

CIS 9355	Cyber Security	3	CIS 9355	Cyber Security	3
CIS 9375	Social Technology and Business	3	CIS 9375	Social Technology and Business	3
CIS 9410	Object-Oriented Programming II	3	CIS 9410	Object-Oriented Programming II	3
CIS 9440	Data Warehousing and Analytics	3	CIS 9440	Data Warehousing and Analytics	3
CIS 9444	e-Business Principles and Technologies	3	CIS 9444	e-Business Principles and Technologies	3
CIS 9445	Digital Media Management	3	CIS 9445	Digital Media Management	3
CIS 9467	Business Modeling with Spreadsheets	3	CIS 9467	Business Modeling with Spreadsheets	3
CIS 9480	IT Project Management	3	CIS 9480	IT Project Management	3
CIS 9555	Information Technology in Financial Markets	3	CIS 9555	<u>Principles of FinTech</u>	3
CIS 9556	Risk Management Systems	3	CIS 9556	Risk Management Systems	3
CIS 9557	Business Analytics	3	CIS 9557	Business Analytics	3
CIS 9650	Programming for Analytics	3	CIS 9650	Programming for Analytics	3
CIS 9655	Data Visualization	3	CIS 9655	Data Visualization	3
CIS/STA 9660	Data Mining for Business	3	CIS/STA	Data Mining for Business	3

	Analytics		9660	Analytics	
CIS 9700	Integrating Information Technology and Business Processes	3	CIS 9700	Integrating Information Technology and Business Processes	3
CIS 9791	Special Topics in Information Technologies	1.5	CIS 9791	Special Topics in Information Technologies	1.5
CIS 9793	Special Topics in Information Technologies	3	CIS 9793	Special Topics in Information Technologies	3
CIS 9795	Special Topics in Information Systems Strategy	1.5	CIS 9795	Special Topics in Information Systems Strategy	1.5
CIS 9797	Special Topics in Information Systems Strategy	3	CIS 9797	Special Topics in Information Systems Strategy	3
CIS 9558	Information Technology Audit	3	CIS 9558	Information Technology Audit	3
			<u>CIS 9551</u>	<u>Blockchain Technologies and Applications</u>	<u>3</u>
Business Electives (0-6 credits)			Business Electives (0-6 credits)		
Choose 0-6 credits from the list below:			Choose 0-6 credits from the list below:		
OPR 9721	Introduction to Quantitative Modeling	3	OPR 9721	Introduction to Quantitative Modeling	3
STA 9708	Applied Statistical Analysis for Business Decisions	3	STA 9708	Applied Statistical Analysis for Business Decisions	3

ACC 9110	Financial Accounting	3	ACC 9110	Financial Accounting	3
ACC 9810	Contemporary Topics in Accounting	3	ACC 9810	Contemporary Topics in Accounting	3
ACC 9993	Special Topics in Accounting	3	ACC 9993	Special Topics in Accounting	3
FIN 9770	Corporate Finance	3	FIN 9770	Corporate Finance	3
MGT 9700*	Managing Business Operations	3	MGT 9700*	Managing Business Operations	3
* CIS 9001 and CIS 9002 may be taken in lieu of CIS 9000 to satisfy the degree requirements. MGT 9702 and 9704 may be taken in lieu of MGT 9700 to satisfy the degree requirements. CIS 9001, CIS 9002, MGT 9702 and MGT 9704 are no longer offered at Baruch College.			* CIS 9001 and CIS 9002 may be taken in lieu of CIS 9000 to satisfy the degree requirements. MGT 9702 and 9704 may be taken in lieu of MGT 9700 to satisfy the degree requirements. CIS 9001, CIS 9002, MGT 9702 and MGT 9704 are no longer offered at Baruch College.		
Concentration in Data Analytics:			Concentration in Data Analytics:		
Students will take all required courses (13.5 credits) and will take at least 9 credits from the following list of electives. To complete the remaining 6 – 9 elective credits, students will select from the information systems and business electives listed above.			Students will take all required courses (13.5 credits) and will take at least 9 credits from the following list of electives. To complete the remaining 6 – 9 elective credits, students will select from the information systems and business electives listed above.		
CIS/STA 9660	Data Mining for Business Analytics	3	CIS/STA 9660	Data Mining for Business Analytics	3
CIS 9310 (OR)	Object-Oriented Programming I	3	CIS 9310 (OR)	Object-Oriented Programming I	3

CIS 9650	Programming for Analytics	3	CIS 9650	Programming for Analytics	3
CIS 9440	Data Warehousing and Analytics	3	CIS 9440	Data Warehousing and Analytics	3
CIS 9655	Data Visualization	3	CIS 9655	Data Visualization	3
Concentration in Cyber Security and Information Assurance:			Concentration in Cyber Security and Information Assurance:		
Students will take all required courses (13.5 credits) and will take the three courses listed below. To complete the remaining 9 elective credits, students will select from the information systems and business electives listed above.			Students will take all required courses (13.5 credits) and will take the three courses listed below. To complete the remaining 9 elective credits, students will select from the information systems and business electives listed above.		
CIS 9350	Networks and Telecommunications	3	CIS 9350	Networks and Telecommunications	3
CIS 9355	Cybersecurity	3	CIS 9355	Cybersecurity	3
CIS 9558	IT Audit	3	CIS 9558	IT Audit	3

Rationale: These changes to the MS in Information Systems program reflect the addition of the newly created course CIS 9551: Blockchain Technologies and Applications as well as the new title for CIS 9555: Principles of FinTech.

All 1.2 The following revisions are proposed for the MS in Marketing, International Business Concentration in the Zicklin School of Business

Program: MS in Marketing, International Business Concentration

HEGIS Code: 0509.00

Program Code: 79231

Effective: Spring 2020

From: MS in Marketing			To: MS in Marketing		
English Proficiency Requirements if applicable			English Proficiency Requirements if applicable		
Students who completed their undergraduate education in a non-English speaking country will be required to take non-credit bearing modules in Grammar Troubleshooting and American English Pronunciation offered by the Division of Continuing and Professional Studies. These modules may be waived based on a waiver exam. The modules are not required for students who completed a four-year degree in an English speaking country.			Students who completed their undergraduate education in a non-English speaking country will be required to take non-credit bearing modules in Grammar Troubleshooting and American English Pronunciation offered by the Division of Continuing and Professional Studies. These modules may be waived based on a waiver exam. The modules are not required for students who completed a four-year degree in an English speaking country.		
Course	Description	Crs	Course	Description	Crs
Courses in Specialization (30 credits)			Courses in Specialization (30 credits)		
Required Courses (13.5 credits)			Required Courses (13.5 credits)		
BUS 9551	Business Communication I	1.5	BUS 9551	Business Communication I	1.5
IBS 9600	International Business Fundamentals	1.5	IBS 9600	International Business Fundamentals	1.5

MKT 9702	Marketing Research	3	MKT 9702	Marketing Research	3
MKT 9703	Marketing Management	3	MKT 9703	Marketing Management	3
MKT 9716	Consumer Behavior	3	MKT 9716	Consumer Behavior	3
MKT 9759	Marketing Consulting Practicum	1.5	MKT 9759	Marketing Consulting Practicum	1.5
Elective Courses (16.5 credits)			Elective Courses (16.5 credits)		
Choose a minimum of 10.5 credits from the following:			Choose a minimum of 10.5 credits from the following:		
IBS 9761	Emerging Markets and the International Business Environment	3	IBS 9761	Emerging Markets and the International Business Environment	3
IBS 9767	Global Firms, Cultures and Governments	3	IBS 9767	Global Firms, Cultures and Governments	3
IBS 9769	International Business Strategy	3	IBS 9769	<u>Strategic Management of the Global Company</u>	3
IBS 9791	Special Topics in International Business	1.5	IBS 9791	Special Topics in International Business	1.5

IBS 9793	Special Topics in International Business	3	IBS 9793	Special Topics in International Business	3
MKT 9764	Internet Marketing and Global Business	3	MKT 9764	Internet Marketing and Global Business	3
MKT 9766	International Marketing Management	3	MKT 9766	International Marketing Management	3
MKT 9774	International Logistics	3	MKT 9774	International Logistics	3
Choose up to 6 credits from the following:			Choose up to 6 credits from the following:		
CIS 9230	Globalization and Technology	3	CIS 9230	Globalization and Technology	3
COM 9656/ IBS 9756	International Business Communications	3	COM 9656/ IBS 9756	International Business Communications	3
LAW 9740	International Trade and Investment Law	3	LAW 9740	International Trade and Investment Law	3
MGT 9870	International Comparative Management	3	MGT 9870	International Comparative Management	3

Rationale: IBS 9769: International Business Strategy has been renamed IBS 9769: Strategic Management of the Global Company in order to more explicitly and accurately describe the contents of the course, as well as to address students' confusion with the similarly titled introductory course, IBS 9600: Introduction to International Business.

All: 1.3 The following revisions are proposed for the MS Taxation Program in the Zicklin School of Business

Program: MS Taxation

HEGIS Code: 0502.10

Program Code: 22408

Effective: Spring 2020

From: MS in Taxation			To: MS in Taxation		
English Proficiency Requirements if applicable			English Proficiency Requirements if applicable		
Students who completed their undergraduate education in a non-English speaking country will be required to take non-credit bearing modules in Grammar Troubleshooting and American English Pronunciation offered by the Division of Continuing and Professional Studies. These modules may be waived based on a waiver exam. The modules are not required for students who completed a four-year degree in an English speaking country.			Students who completed their undergraduate education in a non-English speaking country will be required to take non-credit bearing modules in Grammar Troubleshooting and American English Pronunciation offered by the Division of Continuing and Professional Studies. These modules may be waived based on a waiver exam. The modules are not required for students who completed a four-year degree in an English speaking country.		
Course	Description	Crs	Cou rse	Description	Crs
Courses in Specialization: 31.5 – 34.5			Courses in Specialization: 31.5 – 34.5		
Required Courses: 19.5 – 22.5			Required Courses: <u>16.5-19.5</u>		
BUS 9551	Business Communication I	1.5	BUS 9551	Business Communication I	1.5
TAX 9863	Principles of Federal Income	3	TAX 9863	Principles of Federal Income	3

	Taxation			Taxation	
TAX 9866	Corporate Taxation I	3	TAX 9866	Corporate Taxation I	3
TAX 9867	Corporate Taxation II	3			
TAX 9868	Partnership Taxation	3	TAX 9868	Partnership Taxation	3
TAX 9870	Estates Trusts and Planning	3	TAX 9870	Estates Trusts and Planning	3
TAX 9900	Tax Procedures and Professional Responsibility in Tax Practice	3	TAX 9900	Tax Procedures and Professional Responsibility in Tax Practice	3
ACC 9110	Financial Accounting (May be Waived)	3	ACC 9110	Financial Accounting (May be Waived)	3
Elective Courses: Choose <u>12</u> credits			Elective Courses: Choose <u>15</u> credits		
Choose 12 credits from the list below:			Choose 12 credits from the list below:		
			<u>TAX 9867</u>	<u>Corporate Taxation II</u>	<u>3</u>
TAX 9869	International Taxation	3	TAX 9869	International Taxation	3
			<u>TAX 9871</u>	<u>Financial Planning for Individuals</u>	<u>3</u>
TAX 9873	Deferred Compensation	3	TAX 9873	Deferred Compensation	3
			<u>TAX 9876</u>	<u>Special Topics in Taxation</u>	<u>3</u>
TAX 9877	State and Local Tax	3	TAX 9877	State and Local Tax	3
TAX 9889	Current Problems in Taxation	3	TAX 9889	Current Problems in Taxation	3
TAX 9930	Real Estate Taxation	3	TAX 9930	Real Estate Taxation	3

Rationale: TAX 9867: Corporate Taxation II, has been moved from the required category to the elective list, which increases the number of credits in the elective category and gives students more flexibility in the courses they choose. The new course, TAX 9876: Special Topics in Taxation, provides the program with the ability to offer courses in recently

enacted legislation and/or in the most currently relevant topics without delay. The other new course, TAX 9871: Financial Planning for Individuals, fills an important industry need, as financial planning is becoming a core value added offering for many tax firms' individual clients. (NOTE: The subject matter of Special Topics will be chosen each semester the course is offered. The purpose of the course is to allow the MS Taxation program to offer a course on current topics in accordance with currently prevailing industry needs. Provided the subject matter has changed, a student may take the course more than once.)

All: 1.4 The following revisions are proposed for the MS in Accountancy in the Zicklin School of

Business Program: MS in Accountancy (CPA Program)

HEGIS Code: 0502.00

Program Code: 19218

Effective: Fall 2019

From: MS in Accountancy (CPA Program)			To: MS in Accountancy (CPA Program)		
English Proficiency Requirements if applicable			English Proficiency Requirements if applicable		
English language modules in American English Pronunciation and Grammar Troubleshooting offered by the Division of Continuing and Professional Studies are required for non-native English speakers, and may be waived based on a waiver exam.			English language modules in American English Pronunciation and Grammar Troubleshooting offered by the Division of Continuing and Professional Studies are required for non-native English speakers, and may be waived based on a waiver exam.		
Course	Description	Crs	Course	Description	Crs
General Business Requirements (36 credits)			General Business Requirements (36 credits)		

Students with appropriate background will be able to reduce the number of required credits in general business requirements, with the exception of BUS 9557.			Students with appropriate background will be able to reduce the number of required credits in general business requirements, with the exception of BUS 9557.		
BUS 9557	Managerial Skills for Accountancy Professionals (not subject to waiver)	3	BUS 9557	Managerial Skills for Accountancy Professionals (not subject to waiver)	3
CIS 9000	Information Technology Strategy	3	CIS 9000	Information Technology Strategy	3
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
LAW 9800	Intensive Survey of Business	4	LAW 9800	Intensive Survey of Business	4
	Contracts and Law of Corporations			Contracts and Law of Corporations	
MGT 9301	Managing People and Organizations	3	MGT 9301	Managing People and Organizations	3
MKT 9703	Marketing Management	3	MKT 9703	Marketing Management	3
STA 9708	Managerial Statistics	3	STA 9708	Managerial Statistics	3
Additional advanced business (Zicklin) courses in areas other than accounting and taxation.		11	Additional advanced business (Zicklin) courses in areas other than accounting and taxation.		11
CPA Accounting and Taxation Requirements (34 credits)			CPA Accounting and Taxation Requirements (34 credits)		
ACC 9818	Auditing and Accounting Information Systems	3	ACC 9818	Auditing and Accounting Information Systems	3
ACC 9112	Financial Accounting: Intensive	3	ACC 9112	Financial Accounting: Intensive	3
ACC 9804	Intermediate Financial Accounting	4	ACC 9804	Intermediate Financial Accounting	4
ACC 9805	Advanced Financial Accounting	4	ACC 9805	Advanced Financial Accounting	4

ACC 9811	Managerial Accounting Theory and Practice	4	ACC 9811	Managerial Accounting Theory and Practice	4
ACC 9821	Auditing	4	ACC 9821	Auditing	4
TAX 9861*	Federal Income Taxation: Theory and Practice	3	TAX 9861*	Federal Income Taxation: Theory and Practice	3
TAX 9878*	Taxation of Business Entities	3	TAX 9878*	Taxation of Business Entities	3
At least two electives to be selected from the following:			At least two electives to be selected from the following:		
ACC 9810	Current Topics in Financial Accounting	3	ACC 9810	Current Topics in Financial Accounting	3
ACC 9806	Financial Statement Analysis and Reporting	3	ACC 9806	Financial Statement Analysis and Reporting	3
ACC 9815	Advanced Managerial Accounting	3	ACC 9815	Advanced Managerial Accounting	3
ACC	Special Topics in Accounting	3	ACC	Special Topics in Accounting	3
			<u>ACC 9886</u>	<u>Data Analytics in Accounting</u>	<u>4</u>
After application of waivers, students may choose any Zicklin graduate electives to complete the degree credit requirements of the MSA. This does not include courses on the list of general business requirements that have been waived.			After application of waivers, students may choose any Zicklin graduate electives to complete the degree credit requirements of the MSA. This does not include courses on the list of general business requirements that have been waived.		
*Students may substitute TAX 9863 for TAX 9861 and TAX 9866 for TAX 9878 with permission of the department.			*Students may substitute TAX 9863 for TAX 9861 and TAX 9866 for TAX 9878 with permission of the department.		

**May take more than once with different topics; topics may include: forensic accounting, advanced accounting, cases in business/accounting.

**May take more than once with different topics; topics may include: forensic accounting, advanced accounting, cases in business/accounting.

Rationale: This program revision adds a new elective, ACC 9886: Data Analytics in Accounting. Data have proliferated in business. Accounting professionals need to understand the implications of their availability in decision-making and be able to utilize data effectively to provide insights into a firm/client/customer/supplier. This course is intended to provide students with an understanding of data analytic thinking and hands-on experience with data analytics tools and techniques.

The following recommendations of the committee on Undergraduate Curriculum were approved at the Zicklin School of Business Faculty Meeting on December 11, 2018 effective Fall 2019 semester pending approval of the Board of Trustees.

Changes in Degree Programs

All.1.1 The following revisions are proposed for the BBA in Statistics and Quantitative Modeling in the Zicklin School of Business

Program: BBA in Statistics and Quantitative Modeling

Program Code: 01916

MHC Program Code: 60029

HEGIS Code: 0699.00

Effective: Fall 2019

From:			To:		
BBA in Statistics and Quantitative Modelling			BBA in Statistics and Quantitative Modelling		
Course	Description	Crd	Course	Description	Crd
Required Courses (12 credits)			Required Courses (12 credits)		
<u>CIS 3100</u>	Object-Oriented Programming	3	<u>STA 3000</u>	<u>Statistical Computing</u>	<u>3</u>
OPR 3450	Quantitative Decision Making for Business I	3	OPR 3450	Quantitative Decision Making for Business I	3
STA 3154	Business Statistics II	3	STA 3154	Business Statistics II	3
STA 3155	Intermediate Statistical Methods	3	STA 3155	Intermediate Statistical Methods	3

Elective Courses (12 credits) Electives may be selected after consultation with an advisor:		Crd	Elective Courses (12 credits) Electives may be selected after consultation with an advisor:		
CIS 3400	Database Management Systems I	3	CIS 3400	Database Management Systems I	3
CIS 4100	Object-Oriented Programming II	3	CIS 4100	Object-Oriented Programming II	3
OPR 3451	Quantitative Decision Making for Business II	3	OPR 3451	Quantitative Decision Making for Business II	3
OPR 3452	Systems Simulation	3	OPR 3452	Systems Simulation	3
OPR 3453	Bayesian Statistical Inference and Decision Making	3	OPR 3453	Bayesian Statistical Inference and Decision Making	3
OPR 4470	Special Topics in Operations Research	3	OPR 4470	Special Topics in Operations Research	3
OPR 5000	Independent Study and Research in Operations Research	3	OPR 5000	Independent Study and Research in Operations Research	3
STA 3156	Sampling Theory and Practice	3	STA 3156	Sampling Theory and Practice	3
STA 3253	Categorical Data Analysis	3	STA 3253	Categorical Data Analysis	3
STA 3255	Statistical Quality Control Methods	3	STA 3255	Statistical Quality Control Methods	3
STA 3560	Nonparametric Statistics	3	STA 3560	Nonparametric Statistics	3
STA 4000	Introduction to SAS Programming	3	STA 4000	Introduction to SAS Programming	3
STA 4157	Design and Analysis of Experimental Data	3	STA 4157	Design and Analysis of Experimental Data	3
STA 4158	Analysis of Time Series	3	STA 4158	Analysis of Time Series	3
STA 4370	Special Topics in Applied Statistics	3	STA 4370	Special Topics in Applied Statistics	3
STA 5000	Independent Study in Statistics	3	STA 5000	Independent Study in Statistics	3

MKT 3600	Marketing Research	3	MKT 3600	Marketing Research	3
MTH 3020	Intermediate Calculus	3	MTH 3020	Intermediate Calculus	3
MTH 4120	Introduction to Probability	3	MTH 4120	Introduction to Probability	3
MTH 4125	Introduction to Stochastic Processes	3	MTH 4125	Introduction to Stochastic Processes	3
MTH 4130	Mathematics of Statistics	3	MTH 4130	Mathematics of Statistics	3
MTH 4140	Graph Theory	3	MTH 4140	Graph Theory	3
MTH 4320	Fundamental Algorithms	3	MTH 4320	Fundamental Algorithms	3
MTH 4451	Risk Theory	3	MTH 4451	Risk Theory	3
MTH 4500	Introductory Financial Mathematics	3	MTH 4500	Introductory Financial Mathematics	3
<p>Other quantitative courses may be selected subject to approval of the area advisor. A maximum of 3 elective courses may be taken outside the Zicklin School of Business.</p> <p>Note: OPR 3300 Quantitative Methods for Accounting may be substituted for OPR 3450 with the approval of the area advisor.</p>					

Rationale: R is currently a very popular computing tool in statistics, while statisticians generally do not use C++ (which is taught in CIS 3100). Moreover, in Fall 2019, CIS 3100 will change and will have a prerequisite of CIS 2300. Because of the transition, we will not offer any CIS 3100 in Fall 2019. This will create a problem for students in the SQM major if they still have CIS 3100 as a required course in the core. They will not be able to take it in the Fall 2019 semester and moving forward in subsequent semesters it will require a prerequisite that they will not have.

All.1.2 The following revisions are proposed for the BBA in Computer Information Systems (Computer Information Systems Track) in the Zicklin School of Business

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

Program Code: 21849

MHC Program Code: 60006

HEGIS Code: 0702.00

Effective: Fall 2019

From:	BBA in Computer Information Systems (Computer Information Systems Track)		To:	BBA in Computer Information Systems (Computer Information Systems Track)	
Course	Description	Crd	Course	Description	Crd
Required Courses			Required Courses		
CIS 2300	Programming and Computational Thinking	3	CIS 2300	Programming and Computational Thinking	3
Choose from			Choose from		
CIS 3100 OR CIS 3110 OR CIS 3120	Object Oriented Programming I OR Object Oriented Programming with Java OR Programming for Analytics	3	CIS 3100 OR CIS 3110 OR CIS 3120	Object Oriented Programming I OR Object Oriented Programming with Java OR Programming for Analytics	3
CIS 3400	Database Management System-I	3	CIS 3400	Database Management Systems	3
CIS 4800	Systems Analysis and Design	3	CIS 4800	Systems Analysis and Design	3

CIS 5800	Information Technology Development and Project Management	3	CIS 5800	Information Technology Development and Project Management	3
Elective Courses		Crd	Elective Courses		Crd
CIS 3100 OR CIS 3110 OR CIS 3120	Object Oriented Programming I OR Object Oriented Programming with Java OR Programming for Analytics [†]	3	CIS 3100 OR CIS 3110 OR CIS 3120	Object Oriented Programming I OR Object Oriented Programming with Java OR Programming for Analytics [†]	3
CIS 3150	Introduction to Semantic Technologies	3	CIS 3150	Introduction to Semantic Technologies	3
CIS 3367	Spreadsheet Applications in Business	3	<u>CIS 3250</u>	<u>Blockchain Technologies and Applications</u>	<u>3</u>
CIS 3444	e-Business Technologies	3	CIS 3367	Spreadsheet Applications in Business	3
CIS 3500	Networks and Telecommunications I	3	CIS 3444	e-Business Technologies	3
CIS 3550	Cybersecurity	3	CIS 3500	Networks and Telecommunications I	3
CIS 3630	Principles of Web Design	3	CIS 3550	Cybersecurity	3
CIS 3700	Green IT	3	CIS 3630	Principles of Web Design	3
CIS 3710	Foundations of Business Analytics	3	CIS 3700	Green IT	3
CIS 3750	Social Media Technologies in Organizations	3	CIS 3710	Foundations of Business Analytics	3
CIS 3770	Usability, Privacy and Security	3	CIS 3750	Social Media Technologies in Organizations	3
CIS/STA 3920	Data Mining for Business Analytics	3	CIS 3770	Usability, Privacy and Security	3
CIS 4100	Object Oriented Programming II	3	CIS/STA 3920	Data Mining for Business Analytics	3
CIS 4160	Web Applications Development	3	CIS 4100	Object Oriented Programming II	3

CIS/STA 4170	Data Visualization	3	CIS 4160	Web Applications Development	3
CIS 4350	Information Technology Audit	3	CIS/STA 4170	Data Visualization	3
CIS 4400	Data Warehousing for Analytics	3	CIS 4350	Information Technology Audit	3
CIS 4500	Networks and Telecommunications II	3	CIS 4400	Data Warehousing for Analytics	3
CIS 4610	Expert (Knowledge-Based) Systems and Related Technologies	3	CIS 4500	Networks and Telecommunications II	3
CIS 4620	Financial Information Technologies	3	CIS 4610	Expert (Knowledge-Based) Systems and Related Technologies	3
CIS 4650	Operating Systems Concepts	3	CIS 4620	Financial Information Technologies	3
CIS 4093	Special Topics in Computer Information Systems (3 credits)	3	CIS 4650	Operating Systems Concepts	3
OPR 3300	Quantitative Methods for Accounting*	3	CIS 4093	Special Topics in Computer Information Systems (3 credits)	3
OPR 3450	Quantitative Decision Making for Business I**	3	OPR 3300	Quantitative Methods for Accounting*	3
STA 4920	Advanced Data Mining	3	OPR 3450	Quantitative Decision Making for Business I**	3
			STA 4920	Advanced Data Mining	3

** Students may not receive credit for both OPR 3450 and OPR 3300.

† If you have used one of these programming courses as a required course, you may use the other two as electives.

Rationale: We are making CIS 3250: Blockchain Technologies and Applications available as an elective in the general CIS track.

All.1.3 The following revisions are proposed for the BBA in Computer Information Systems (Computer Information Systems Track) in the Zicklin School of Business

Program: BBA in Data Analytics (Data Analytics Track)

Program Code: 21849

MHC Program Code: 60006

HEGIS Code: 0702.00

Effective: Fall 2019

From:	BBA in Computer Information Systems (Computer Information Systems Track)		To:	BBA in Computer Information Systems (Computer Information Systems Track)	
Course	Description	Crd	Course	Description	Crd
Required Courses			Required Courses		
CIS 2300	Programming and Computational Thinking	3	CIS 2300	Programming and Computational Thinking	3
CIS 3120	Programming for Analytics	3	CIS 3120	Programming for Analytics	3
CIS 3400	Database Management System I	3	CIS 3400	Database Management Systems	3
CIS 3920 / STA 3920	Data Mining for Business Analytics	3	CIS 3920 / STA 3920	Data Mining for Business Analytics	3
CIS 4400	Data Warehousing for Analytics	3	CIS 4400	Data Warehousing for Analytics	3
Elective Courses			Elective Courses		
CIS 3100	Object-Oriented Programming I	3	CIS 3100	Object-Oriented Programming I	3

CIS 3150	Introduction to Semantic Technologies	3	CIS 3150	Introduction to Semantic Technologies	3
CIS 3710	Foundations of Business Analytics	3	CIS 3710	Foundations of Business Analytics	3
CIS/STA 4170	Data Visualization	3	CIS/STA 4170	Data Visualization	3
STA 3154	Business Statistics II	3	STA 3154	Business Statistics II	3
STA 3155	Regression and Forecasting Models for Business Applications	3	STA 3155	Regression and Forecasting Models for Business Applications	3
OPR 3450	Quantitative Decision Making for Business I*	3	<u>OPR 3300</u>	<u>Quantitative Methods for Accounting*</u>	<u>3</u>
OPR 3451	Quantitative Decision Making for Business II	3	OPR 3450	Quantitative Decision Making for Business I	3
MKT 4123	Marketing Web Analytics and Intelligence	3	OPR 3451	Quantitative Decision Making for Business II	3
MKT 4561	Marketing Analytics	3	MKT 4123	Marketing Web Analytics and Intelligence	3
STA 4920	Advanced Data Mining	3	MKT 4561	Marketing Analytics	3
			STA 4920	Advanced Data Mining	3
* <u>Students may not receive credit for both OPR 3450 and OPR 3300.</u>					

Rationale: OPR 3300 and OPR 3450 though similar courses, are targeted for students in different majors (accounting and CIS/SQM, respectively). In the past, the department has given credit to students who have taken OPR 3300 in the general track only. It was an oversight that we didn't address for the data analytics track. We would like to make this consistent.

All.1.4 The following revisions are proposed for the Business Minor in Computer Applications in Business

<p>From:</p>	<p>To:</p>
<p>Choose any three courses (9 credits) from the list of 3000, 4000, or 5000 level CIS courses except CIS 3270, CIS 3810, and CIS 4910. Prerequisites must be satisfied.</p>	<p><u>Three courses (9 credits) from any of the following:</u></p> <ul style="list-style-type: none"> • <u>Any courses from the list of 3000-, 4000-, or 5000-level CIS courses with the exception of CIS 3270, CIS 3810, and CIS 4910;</u> • <u>At most one course from either OPR3300: Quantitative Methods for Accounting or OPR3450: Quantitative Decision Making for Business I</u> • <u>All prerequisites must be satisfied.</u>

Rationale: The last time the department revised this minor, it left out the provision to include one of the OPR courses, which had been in the program originally. This change is to include those courses officially in the program. Including the OPR courses specifically helps Accountancy students take a business minor, because many of those students take OPR as a course toward CPA eligibility.

All.2.1 The following revisions are proposed for the BBA in Marketing Major (Marketing Management Track) in the Zicklin School of Business

Program: BBA in Marketing Management (General Marketing Track)

Program Code: 01927

MHC Program Code: 60018

HEGIS Code: 0905

Effective: Fall 2019

From:			To:		
BBA in Marketing Management (General Marketing Track)			BBA in Marketing Management (General Marketing Track)		
Course	Description	Crd	Course	Description	Crd
Required Courses (12 Credits)			Required Courses (12 Credits)		
MKT 3400	International Business Principles	3	MKT 3400	International Business Principles	3
MKT 3600	Marketing Research	3	MKT 3600	Marketing Research	3
MKT 3605	Consumer Behavior	3	MKT 3605	Consumer Behavior	3
MKT 5750	Marketing Strategy	3	MKT 5750	Marketing Strategy	3
Elective Courses (12 Credits)		Crd	Elective Courses (12 Credits)		Crd

MKT 3140	Interaction Design: Designing Innovative Digital Products and Services	3	MKT 3140	Interaction Design: Designing Innovative Digital Products and Services	3
MKT 3420	Persuasion and Customer Decision Making	3	MKT 3420	Persuasion and Customer Decision Making	3
MKT 3520	Advertising and marketing Communications	3	MKT 3520	Advertising and marketing Communications	3
MKT 4093*	Selected Topics in Marketing	3	MKT 4093*	Selected Topics in Marketing	3
MKT 4120	Media Planning	3	MKT 4120	Media Planning	3
MKT 4123	Marketing Web Analytics and Intelligence	3	MKT 4123	Marketing Web Analytics and Intelligence	3
MKT 4131	Advertising Creative Strategy and Tactics	3	MKT 4131	Advertising Creative Strategy and Tactics	3
MKT 4151	Direct Marketing I: Strategies and Tactics	3	MKT 4151	Direct Marketing I: Strategies and Tactics	3
MKT 4171	Public Relations	3	<u>MKT 4160</u>	<u>Advertising Account Management</u>	<u>3</u>
MKT 4200	Search Marketing	3	MKT 4171	Public Relations	3
MKT 4401	International Trade Financing	3	MKT 4200	Search Marketing	3
MKT 4410	International Trade Operations	3	MKT 4401	International Trade Financing	3
MKT 4420	International Marketing Research and Management	3	MKT 4410	International Trade Operations	3
MKT 4460	International Supply chain Management	3	MKT 4420	International Marketing Research and Management	3
MKT 4493*	Special Topics in Advertising and Marketing Communications	3	MKT 4460	International Supply chain Management	3
MKT 4511	Marketing Channels	3	MKT 4493*	Special Topics in Advertising and Marketing Communications	3

MKT 4540	Branding	3	MKT 4511	Marketing Channels	3
MKT 4555	Internet Marketing	3	MKT 4540	Branding	3
MKT 4557	Digital Advertising	3	MKT 4555	Internet Marketing	3
MKT 4560	Entertainment Marketing	3	MKT 4557	Digital Advertising	3
MKT 4561	Marketing Analytics	3	MKT 4560	Entertainment Marketing	3
MKT 4593*	Special Topics in Digital Marketing	3	MKT 4561	Marketing Analytics	3
MKT 4620	Text Analytics for Marketing	3	MKT 4593*	Special Topics in Digital Marketing	3
MKT 4630	Marketing Analytics with Big Data	3	MKT 4620	Text Analytics for Marketing	3
MKT 4693*	Special Topics in Marketing Analytics	3	MKT 4630	Marketing Analytics with Big Data	3
MKT 4876	Advertising Account Planning	3	MKT 4693*	Special Topics in Marketing Analytics	3
MKT 4910	Selling and Sales Management	3	MKT 4876	Advertising Account Planning	3
MKT 4911	Communication Skills for Selling and Marketing	3	MKT 4910	Selling and Sales Management	3
MKT 4912	Retailing I: Retail Marketing	3	MKT 4911	Communication Skills for Selling and Marketing	3
MKT 4913	Retailing II: Retailing Management and Merchandising	3	MKT 4912	Retailing I: Retail Marketing	3
MKT 4966	Social Media Marketing and New Ventures	3	MKT 4913	Retailing II: Retailing Management and Merchandising	3
MKT 5000	Independent Study	3	MKT 4966	Social Media Marketing and New Ventures	3
MKT 5150	Advertising Campaigns I: Ad Competition	3	MKT 5000	Independent Study	3

MKT 5151	Advertising Campaigns II: Ad Competition	3	MKT 5150	Advertising Campaigns I: Ad Competition	3
MKT 5200	Marketing Consulting Practicum	3	MKT 5151	Advertising Campaigns II: Ad Competition	3
MKT 5550	Product Planning	3	MKT 5200	Marketing Consulting Practicum	3
IBS 3000**	Technology, Innovation, and the Global Enterprise	3	MKT 5550	Product Planning	3
ECO 3250**	International Economics	3	IBS 3000**	Technology, Innovation, and the Global Enterprise	3
LAW 3106**	Law & Entrepreneurship	3	ECO 3250**	International Economics	3
LAW 3111**	Law and International Business	3	LAW 3106**	Law & Entrepreneurship	3
LAW 3118**	Law of Unfair Competition and Intellectual Property	3	LAW 3111**	Law and International Business	3
LAW 3220**	Law and the Entertainment Business	3	LAW 3118**	Law of Unfair Competition and Intellectual Property	3
MGT 4880**	Management of Multinational Corporations	3	LAW 3220**	Law and the Entertainment Business	3
			MGT 4880**	Management of Multinational Corporations	3

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

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

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

Rationale: Advertising account management is one of the five “pillars” within today’s advertising agencies along with research, media, account planning, and creative. The advertising account manager is the principal link between the client and the entire agency. Within the agency, they are responsible for managing the workflow focusing on the following areas:

- Client Relationships – through a deep understanding of the client, their personal and business needs, and through an ability to marshal the agency's (particularly creative) resources in an efficient and effective manner.
- Creativity – through an understanding of the creative product, the consumer, and the process to get to the most powerful creative work.
- Process Management – through the efficient planning and management of the creative process.

Many of our students wanting to enter the advertising and communications field will take on internships and jobs in account co-ordination and management. Therefore, it is imperative that we have one advertising and communications course to provide our students with knowledge and experience of how to manage projects as well as people, and to better prepare them for the varied opportunities within the job market. Interestingly, account managers are not based in one industry; they are in demand in a variety of industries from advertising and marketing (e.g., sales) to technology and fashion. Even if they choose to go into other areas within advertising agencies such as media, research, production or account planning, they will be working closely with account managers. Students will walk away from this course with sufficient knowledge they can readily apply to the business world of how an agency operates and how an account manager functions.

AIII.2.2 The following revisions are proposed for the BBA in Marketing Management (Advertising and Marketing Communication) in the Zicklin School of Business.

Program: BBA in Marketing Management (Advertising and Marketing Communication Track)

Program Code: 01927

MHC Program Code: 60018

HEGIS Code: 0509

Effective: Fall 2019

From:		To:			
BBA in Marketing Management (Advertising and Marketing Communication Track)		BBA in Marketing Management (Advertising and Marketing Communication Track)			
Course	Description	Crd	Course	Description	Crd
Required Courses (12 Credits)			Required Courses (12 Credits)		
MKT 3520	Advertising and Marketing Communications	3	MKT 3520	Advertising and Marketing Communications	3
MKT 3600	Marketing Research	3	MKT 3600	Marketing Research	3
MKT 3605	Consumer Behavior	3	MKT 3605	Consumer Behavior	3
MKT 5750	Marketing Strategy	3	MKT 5750	Marketing Strategy	3
Elective Courses (12 Credits)			Elective Courses (12 Credits)		
MKT 4120	Media Planning	3	MKT 4120	Media Planning	3
MKT 4123	Marketing Web Analytics and Intelligence	3	MKT 4123	Marketing Web Analytics and Intelligence	3
MKT 4131	Advertising Creative Strategy and Tactics	3	MKT 4131	Advertising Creative Strategy and Tactics	3
MKT 4151	Direct and Interactive Marketing	3	MKT 4151	Direct and Interactive Marketing	3
MKT 4171	Public Relations	3	<u>MKT 4160</u>	<u>Advertising account Management</u>	<u>3</u>
MKT 4493*	Special Topics in Advertising and Marketing Communications	3	MKT 4171	Public Relations	3
MKT 4540	Branding	3	MKT 4493*	Special Topics in Advertising and Marketing Communications	3

MKT 4555	Internet Marketing	3	MKT 4540	Branding	3
MKT 4557	Digital Advertising	3	MKT 4555	Internet Marketing	3
MKT 4561	Marketing Analytics	3	MKT 4557	Digital Advertising	3
MKT 4876	Advertising Account Planning	3	MKT 4561	Marketing Analytics	3
MKT 4966	Social Media Marketing and New Ventures	3	MKT 4876	Advertising Account Planning	3
MKT 5150	Advertising Campaigns I: Ad Competition	3	MKT 4966	Social Media Marketing and New Ventures	3
MKT 5151	Advertising Campaigns II: Ad Competition	3	MKT 5150	Advertising Campaigns I: Ad Competition	3
MKT 5200	Marketing Consulting Practicum	3	MKT 5151	Advertising Campaigns II: Ad Competition	3
			MKT 5200	Marketing Consulting Practicum	3
* May be taken more than once if a different topic is dealt with. Topics are announced in Schedule of Classes.					

Rationale: Advertising account management is one of the five “pillars” within today’s advertising agencies along with research, media, account planning, and creative. The advertising account manager is the principal link between the client and the entire agency. Within the agency, they are responsible for managing the workflow focusing on the following areas:

- Client Relationships – through a deep understanding of the client, their personal and business needs, and through an ability to marshal the agency’s (particularly creative) resources in an efficient and effective manner.
- Creativity – through an understanding of the creative product, the consumer, and the process to get to the most powerful creative work.
- Process Management – through the efficient planning and management of the creative process.

Many of our students wanting to enter the advertising and communications field will take on internships and jobs in account co-ordination and management. Therefore, it is imperative that we have one advertising and communications

course to provide our students with knowledge and experience of how to manage projects as well as people, and to better prepare them for the varied opportunities within the job market. Interestingly, account managers are not based in one industry; they are in demand in a variety of industries from advertising and marketing (e.g., sales) to technology and fashion. Even if they choose to go into other areas within advertising agencies such as media, research, production or account planning, they will be working closely with account managers. Students will walk away from this course with sufficient knowledge they can readily apply to the business world of how an agency operates and how an account manager functions.

All.3 The following revisions are proposed for Business Minors for Non-Business Majors

Students in the Weissman School of Arts and Sciences or in the Marx School of Public and International Affairs who wish to take business courses may do so by declaring a minor in business. Before declaring the minor, they must complete either Bus 1001 (1 credit) ~~or BUS 1000 or BUS 1011~~ (3 credits). Eligibility to declare the minor is restricted to students who have an overall GPA of 2.0 or higher at the time they declare the minor. To be awarded credit for the minor, students must have a GPA of 2.0 or higher in the courses included in the minor. Courses that apply to the minor may not be used for any other requirement. This minor does not fulfill the College Option requirement to complete a liberal arts minor.

Rationale: BUS 1000 is no longer offered and has been replaced by BUS 1011.

All.4 The following revisions are proposed for the Business Minor in Economics and Finance offered by Bert W. Wasserman Department of Economics and Finance

From:			To:		
<p>Business Minor in Economics and Finance</p> <p>A minor in economics and finance consists of any three courses listed below. Each course is 3 credits, for a total of 9 credits</p>			<p>Business Minor in Economics and Finance</p> <p><u>A minor in economics and finance requires 9 credits using any combination of the courses listed below</u></p>		
Course	Description	Crs	Course	Description	Crs
ECO 3100	Intermediate Micro-Economics	3	<u>Any 3000- or 4000-level ECO course.</u>		
ECO 3200	Intermediate Macro-Economics	3	FIN 3610	Corporate Finance	3
ECO 3220	Money, Banking, and Monetary Policy	3	FIN 3710	Investment Analysis	3

ECO 3250	International Economics and Finance	3		
ECO 3310	Principles of Public Finance	3		
ECO 3501	Economics of Labor	3		
ECO 4000	Statistical Analysis for Economics and Finance	3		
ECO 4100	Advanced Micro-Economics	3		
ECO 4200	Advanced Macro-Economics	3		
ECO 4201	Monetary Economics	3		
FIN 3610	Corporate Finance	3		
FIN 3710	Investment Analysis	3		

Rationale: The set of courses offered by the Department changes over time. Some of the courses currently listed are no longer offered. New courses have been developed and approved that could be taken by students interested in this minor. The new language gives students more flexibility in terms of course choices.

All.5 The following revisions are proposed for the Minor in Real Estate

From:			To:		
Minor in Real Estate			Minor in Real Estate		
Course	Description	Crs	Course	Description	Crs
Select three courses from the following:			Select three courses from the following:		
RES 3000	Real Estate Law	3	RES 3000	Real Estate Law	3
RES 3200	Real Estate Finance and Investment	3	<u>RES 3100</u>	<u>Real Estate Principles</u>	<u>3</u>
RES 3300	Real Estate Valuation and Feasibility Study	3	RES 3200	Real Estate Finance and Investment	3

RES 3320	Urban Economics (ECO 3320)	3	RES 3300	Real Estate Valuation and Feasibility Study	3
RES 3400	Real Estate Capital Markets	3	RES 3400	Real Estate Capital Markets	3
RES 3550	Analytical Skills in Real Estate	3	RES 3800	Real Estate Construction Process: Building, Cost, and Management Issues	3
RES 3800	Real Estate Construction Process: Building, Cost, and Management Issues	3	RES 3900	Real Estate Development	3
RES 3900	Real Estate Development	3			

Rationale: The Economics department has stopped offering ECO 3320/RES 3320: Urban Economics and the Real Estate department has stopped offering RES 3550: Analytical Skills in Real Estate. The latter has been replaced by a course at the 4000 level that is not an elective for the minor. We believe RES 3100 (Real Estate Principles) is a good option for the Real Estate Minor.

Section AIV: New Courses

AIV.1.1 New Course

CUNYfirst Course ID	
Department(s)	Paul H. Chook Department of Information Systems and Statistics
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	STA
Course Prefix	STA
Course Number	3000
Course Title	Statistical Computing
Catalogue Description	Computational statistics is a fundamental part of modern data analysis. This course provides an understanding of the principles and concepts of using modern statistical

	<p>programming languages for data analysis. Students will learn a programming language, such as R, to handle the manipulation of large datasets, as well as to simulate data, and to import and export data. As an introductory course in statistically-oriented programming, no extensive programming background is assumed. Students will gain experience in analyzing both quantitative and qualitative data. They will learn important ideas of programming— data structures, functions, iteration, input and output, debugging, logical design, and abstraction. They will learn how to fit basic statistical models and to assess and present the results. Students will also learn how to comment and organize code.</p>
Pre-Requisites	Prerequisite: STA 2000 And ZICK or ZKTP
Credits	3
Contact Hours	3
Liberal Arts	[] Yes [x] No
Course Attribute (e.g. Writing Intensive, Honors, etc)	
Course Applicability	<input checked="" type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail _____ <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective Term	Fall 2019

Rationale: This new course will be one of the required courses for the students in the Data Science track that is currently

under development in the department.

AIV.1.2 New Course

CUNYfirst Course ID	
Department(s)	Paul H. Chook Department of Information Systems and Statistics
Career	<input checked="" type="checkbox"/> Undergraduate <input type="checkbox"/> Graduate
Academic Level	<input checked="" type="checkbox"/> Regular <input type="checkbox"/> Compensatory <input type="checkbox"/> Developmental <input type="checkbox"/> Remedial
Subject Area	CIS
Course Prefix	CIS
Course Number	3250
Course Title	Blockchain Technologies and Applications
Catalogue Description	Blockchain is a technology platform that is intended to overcome trust barriers among different parties over the Internet. Blockchain is attracting significant flows of capital and talent. The course focuses on the components of blockchain technologies, and surveys the competing platforms available. The course examines potential applications of blockchain technologies in domains as wide ranging as finance to logistics to healthcare in light of various societal, legal, and monetary implications. This course also traces the history of cryptocurrencies and the relationship between cryptocurrencies and blockchain.
Pre-Requisites	Prerequisite: CIS 2200 And ZICK or ZKTP
Credits	3
Contact Hours	3
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, Honors, etc)	

Course Applicability	<input checked="" type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail _____ <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective Term	Fall 2019

Rationale: Blockchain has the potential to be a successful technology platform to overcome trust barriers among different parties over the Internet. IBM argues that blockchains can do for business what Internet did for communication. Department has offered this course as a special topics course for a few semesters and would like to make it part of the department's regular course offering at the undergraduate level.

AIV.1.3 New Course

CUNYfirst Course ID	
Department(s)	Alan Aaronson Department of Marketing and International Management
Career	<input checked="" type="checkbox"/> Undergraduate [] Graduate
Academic Level	<input checked="" type="checkbox"/> Regular [] Compensatory [] Developmental [] Remedial
Subject Area	Marketing
Course Prefix	MKT
Course Number	4160
Course Title	Advertising Account Management
Catalogue Description	This course teaches the fundamentals of advertising account management, one of the five "pillars" within today's advertising agencies along with research, media, account planning, and creative. The highly interactive curriculum combines concepts, models with practical applications, assignments and exercises. It provides students with a primer on how to

	function as an Account Manager in today's highly competitive and technological advertising and communications world. Students will benefit by learning: (1) how today's modern advertising and communications agencies operate; (2) the roles and responsibilities of an account manager and key agency department; (3) how advertising campaigns are developed and executed; and (4) how to analyze advertising strategies and campaigns.
Pre/Co Requisites	Pre-requisite: MKT 3000, Co-Requisite MKT 3520 And ZICK or ZKTP group
Credits	3
Contact Hours	3
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, Honors, etc)	
Course Applicability	<input checked="" type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail _____ <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective Term	Fall 2019

Rationale: This highly interactive course will provide students with a primer on how to function as an account manager (or Account Coordinator) in today's highly competitive and technological communications world. As outlined in the course description, students will benefit by learning: (1) how today's modern advertising and communications agencies operate; (2) the roles and responsibilities of not only an account manager but also the key departments within an agency such as creative, account planning, media, research, and production/traffic departments; (3) how advertising campaigns are

developed and executed; and (4) how to strengthen their ability to analyze advertising strategies and campaigns. The course is expected to be offered during spring terms and enroll approximately 20-30 students.

Section AV: Changes in Existing Courses

AV.1.1 Change in course prerequisites and course description to be offered in the Stan Ross Department of Accountancy

CUNYFirst Course ID	089922		
FROM		TO	
Departments	Stan Ross Department of Accountancy	Department	Stan Ross Department of Accountancy
Course	ACC 2101 Principles of Accounting	Course	ACC 2101 Principles of Accounting
Pre-requisite	Prerequisite/Co-requisite: MTH 2003 or equivalent Prerequisite: Sophomore Standing	Pre-requisite	Prerequisite/Co-requisite: MTH 2003 or <u>MTH 2009</u> or equivalent Prerequisite: Sophomore Standing
Hours	3	Hours	3
Credits	3	Credits	3
Description	ACC 2101 introduces the student to financial accounting and includes the accounting cycle, fundamental concepts of accounting for business transactions, and preparation and analysis of financial statements. No credit allowed unless ACC 2203 or 3200 is completed.	Description	ACC 2101 introduces the student to financial accounting and includes the accounting cycle, fundamental concepts of accounting for business transactions, and preparation and analysis of financial statements. No credit allowed unless ACC 2203 or 3200 is completed.
Requirement Designation	Business	Requirement Designation	Business
Liberal Arts	[] Yes [x] No	Liberal Arts	[] Yes [x] No
Course Attribute (e.g. Writing		Course Attribute (e.g. Writing	

Intensive, Honors, etc)		Intensive, Honors, etc)	
Course Applicability	<input checked="" type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Gen Ed Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World <input type="checkbox"/> Gen Ed – College Option College Option Detail	Course Applicability	<input checked="" type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Gen Ed Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective Term	Fall 2019		

Rationale: The Math Department has recently added another pre-calculus option for students: MTH 2009. The addition of MTH 2009 among the prerequisites reflects this change. Also, students can receive credit for ACC 2101 without having to complete ACC 2203 or ACC 3200. This was likely a past error introduced into the course description.

AV.1.2. Change in course prerequisites and course description to be offered in the Stan Ross Department of Accountancy

CUNYFirst Course ID	089926		
FROM		TO	
Departments	Stan Ross Department of Accountancy	Department	Stan Ross Department of Accountancy
Course	ACC 2203 Principles of Managerial Accounting for Non-accounting	Course	ACC 2203 Principles of Managerial Accounting for Non-accounting
Pre-requisite	Prerequisite: ACC 2101 and Sophomore Standing	Pre-requisite	Prerequisite: <u>MTH 2003 or MTH 2009 or equivalent</u> , ACC 2101 and Sophomore Standing
Hours	3	Hours	3
Credits	3	Credits	3
Description	An introductory course in managerial accounting for non-accounting majors. Emphasis is placed on the use and analysis of accounting data for management decision making. Topics covered include short-term budgeting, cost-volume-profit planning, capital budgeting, product costing, joint costs, standard costs, responsibility accounting, and the behavioral aspects of managerial accounting. Credit will not be granted for both ACC 2203 and ACC 3200.	Description	An introductory course in managerial accounting for non-accounting majors. Emphasis is placed on the use and analysis of accounting data for management decision making. Topics covered include short-term budgeting, cost-volume-profit planning, capital budgeting, product costing, joint costs, standard costs, responsibility accounting, and the behavioral aspects of managerial accounting. Credit will not be granted for both ACC 2203 and ACC 3200.

Requirement Designation	Business	Requirement Designation	Business
Liberal Arts	[] Yes [x] No	Liberal Arts	[] Yes [x] No
Course Attribute (e.g. Writing Intensive, Honors, etc)		Course Attribute (e.g. Writing Intensive, Honors, etc)	
Course Applicability	<input checked="" type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Gen Ed Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World <input type="checkbox"/> Gen Ed – College Option College Option Detail	Course Applicability	<input checked="" type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Gen Ed Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective Term	Spring 2019		

Rationale: The Math Department has recently added another pre-calculus option for students: MTH 2009. The addition of MTH 2009 among prerequisites reflects this change. Students who transfer ACC 2101 from other colleges sometimes

have not completed pre-calculus. For that reason, we have added pre-calculus as part of the prerequisite to ACC 2203. Pre-calculus has long been a pre-requisite for this course for Baruch students, since it is a prerequisite for ACC 2101, which itself is a prerequisite for 2203.

AV.2.1 Change in course prerequisites to be offered in the Bert W. Wasserman Department of Economics and Finance

CUNYFirst Course ID	090855		
FROM		TO	
Departments	Bert w, Wasserman Department of Economics and Finance	Department	Bert w, Wasserman Department of Economics and Finance
Course	ECO 1001 Micro-Economics	Course	ECO 1001 Micro-Economics
Pre-requisite	Prerequisite: MTH 2001 or MTH 2002T or MTH 2003 or MTH 2000 or Pre/Co-requisite: MTH 2610 or MTH 2205 or MTH 2207.	Pre-requisite	Prerequisite: MTH 2001 or MTH 2002T or MTH 2003 or MTH 2000 or <u>MTH 2009</u> or Pre/Co-requisite: MTH 2610 or MTH 2205 or MTH 2207
Hours	3	Hours	3
Credits	3	Credits	3
Description	The theory of pricing and distribution under various marketing conditions. Government intervention in the market. Comparison of free enterprise with alternative, existing economic systems. The department offers special sections of	Description	The theory of pricing and distribution under various marketing conditions. Government intervention in the market. Comparison of free enterprise with alternative, existing economic systems. The department offers special sections of

	this course to highly qualified students. Department permission for registration in these special sections is required.		this course to highly qualified students. Department permission for registration in these special sections is required.
Requirement Designation	Business	Requirement Designation	Business
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, Honors, etc)		Course Attribute (e.g. Writing Intensive, Honors, etc)	
Course Applicability	<input checked="" type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Gen Ed Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World <input type="checkbox"/> Gen Ed – College Option College Option Detail	Course Applicability	<input checked="" type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Gen Ed Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective Term	Fall 2019		

Rationale: The Math Department has recently added another pre-calculus option for students: MTH 2009. The addition of MTH 2009 among the prerequisites reflects this change.

AV.2.2 Change in course prerequisites to be offered in the Bert W. Wasserman Department of Economics and Finance

CUNYFirst Course ID	090857		
FROM		TO	
Departments	Bert w, Wasserman Department of Economics and Finance	Department	Bert w, Wasserman Department of Economics and Finance
Course	ECO 1002 Macro-Economics	Course	ECO 1002 Macro-Economics
Pre-requisite	Pre-requisite: MTH 2001 or MTH 2002T or MTH 2003 or MTH 2000 or Pre/co-requisite: MTH 2610 or MTH 2205 or MTH 2207 or MTH 3010	Pre-requisite	Pre-requisite: MTH 2001 or MTH 2002T or MTH 2003 or MTH 2000 or <u>MTH 2009</u> or Pre/Co-requisite: MTH 2610 or MTH 2205 or MTH 2207 or MTH 3010
Hours	3	Hours	3
Credits	3	Credits	3
Description	A study of the determinants of aggregate levels of production, employment, and prices. Impact of government spending, taxation, and monetary policy on the level of unemployment and the rate of inflation. Emphasis on the institutional framework within which monetary policy operates. The department offers special sections of this course to highly qualified students. Departmental permission for registration in these special sections is required.	Description	A study of the determinants of aggregate levels of production, employment, and prices. Impact of government spending, taxation, and monetary policy on the level of unemployment and the rate of inflation. Emphasis on the institutional framework within which monetary policy operates. The department offers special sections of this course to highly qualified students. Departmental permission for registration in these special sections is required.
Requirement	Business	Requirement	Business

Designation		Designation	
Liberal Arts	[] Yes [x] No	Liberal Arts	[] Yes [x] No
Course Attribute (e.g. Writing Intensive, Honors, etc)		Course Attribute (e.g. Writing Intensive, Honors, etc)	
Course Applicability	<input checked="" type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Gen Ed Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World <input type="checkbox"/> Gen Ed – College Option College Option Detail	Course Applicability	<input checked="" type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Gen Ed Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective Term	Fall 2019		

Rationale: The Math Department has recently added another pre-calculus option for students: MTH 2009. The addition of MTH 2009 among the prerequisites reflects this change.

AV.3.1. Change in course prerequisites to be offered in the Paul H. Chook Department of Information Systems and Statistics

CUNYFirst Course ID	094642		
FROM		TO	
Departments	Paul H. Chook Department of Information Systems and Statistics	Department	Paul H. Chook Department of Information Systems and Statistics
Course	STA 2000 Business Statistics I	Course	STA 2000 Business Statistics I
Pre-requisite	Prerequisites: MTH 2003 or equivalent Pre or Co-requisite: CIS 2200. Not open to students who have completed STA 2100	Pre-requisite	Prerequisite: MTH 2003 <u>or MTH 2009 or</u> equivalent, Pre/Co-requisite: CIS 2200. Not open to students who have completed STA 2100.
Hours	3	Hours	3
Credits	3	Credits	3
Description	A one-semester broad-based introductory business statistics course that focuses on descriptive statistics, control charts, regression, and inferential statistics. Topics covered include graphical methods, descriptive statistics with exploratory data analysis, an introduction to control charts (with a focus on special cause and common cause variation), linear regression and correlation, the normal distribution and sampling	Description	A one-semester broad-based introductory business statistics course that focuses on descriptive statistics, control charts, regression, and inferential statistics. Topics covered include graphical methods, descriptive statistics with exploratory data analysis, an introduction to control charts (with a focus on special cause and common cause variation), linear regression and correlation, the normal distribution and sampling

	distribution of the mean, estimation for means and proportions, and hypothesis testing for one and two groups. Students will use a microcomputer statistical package for analyzing selected data sets. This course is required for all BBA students. Credit can be received for only one of the following: STA 2000 or 2100.		distribution of the mean, estimation for means and proportions, and hypothesis testing for one and two groups. Students will use a microcomputer statistical package for analyzing selected data sets. This course is required for all BBA students. Credit can be received for only one of the following: STA 2000 or 2100.
Requirement Designation	Business	Requirement Designation	Business
Liberal Arts	[] Yes [x] No	Liberal Arts	[] Yes [x] No
Course Attribute (e.g. Writing Intensive, Honors, etc)		Course Attribute (e.g. Writing Intensive, Honors, etc)	
Course Applicability	<input checked="" type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Gen Ed Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World	Course Applicability	<input checked="" type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Gen Ed Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World

	_____ Gen Ed – College Option College Option Detail		
Effective Term	Fall 2019		

Rationale: The Math Department has recently added another pre-calculus option for students: MTH 2009. The addition of MTH 2009 among the prerequisites reflects this change.

AV.3.2 Changes in course title and description to be offered in the Paul H. Chook Department of Information Systems & Statistics

CUNYFirst Course ID	090612		
FROM		TO	
Departments	Paul H. Chook Department of Information Systems & Statistics		Paul H. Chook Department of Information Systems & Statistics
Course	CIS 3400 Database Management Systems I	Course	CIS 3400 Database Management Systems
Pre-requisite	CIS 2200 AND ZICK OR ZKTP Student Group OR STA-BA Plan with 45 credits OR NBTBIN-MIN Plan AND BUS 1000 OR 1001 OR 1011).	Pre-requisite	CIS 2200 AND ZICK OR ZKTP Student Group OR STA-BA Plan with 45 credits OR NBTBIN-MIN Plan AND BUS 1000 OR 1001 OR 1011).
Hours	3	Hours	3
Credits	3	Credits	3
Description	This course provides students with the background to design, implement, and use database management systems. It introduces, in a comparative framework,	Description	<u>This course provides students with the background to design, implement, and use database management systems. It introduces the structures, requirements,</u>

	<p>the structure, requirements, functions, and evolution of database management systems. After covering conceptual data modeling and the entity relationship data model, the course focuses on the relational data model. Students learn abstract languages such as relational algebra and relational calculus, including their commercial implementations like SQL, QBE, etc. Database design is covered and concepts of data integrity, security, privacy, and concurrence control are introduced. Students implement a major database application project.</p>		<p><u>functions, and evolution of database management systems. After covering conceptual data modeling and the entity relationship data model, the course focuses on the relational data model. Students learn commercial relational database implementations using languages such as Query By Example (QBE) and Structured Query Language (SQL). Concepts including data integrity, security, privacy, transaction processing, and ethical stewardship of data are introduced. Students implement a major database application project.</u></p>
Requirement Designation	Business	Requirement Designation	Business
Liberal Arts	[] Yes [x] No	Liberal Arts	[] Yes [x] No
Course Attribute (e.g. Writing Intensive, Honors, etc)		Course Attribute (e.g. Writing Intensive, Honors, etc)	
Course Applicability	<p><input checked="" type="checkbox"/> Major</p> <p><input type="checkbox"/> Gen Ed Required</p> <p><input type="checkbox"/> English Composition</p> <p><input type="checkbox"/> Mathematics</p> <p><input type="checkbox"/> Science</p> <p><input type="checkbox"/> Gen Ed Flexible</p>	Course Applicability	<p><input checked="" type="checkbox"/> Major</p> <p><input type="checkbox"/> Gen Ed Required</p> <p><input type="checkbox"/> English Composition</p> <p><input type="checkbox"/> Mathematics</p> <p><input type="checkbox"/> Science</p> <p><input type="checkbox"/> Gen Ed Flexible</p>

	<input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World <input type="checkbox"/> Gen Ed – College Option College Option Detail		<input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective Term	Fall 2019		

Rationale: CIS 3400 and CIS 4400 used to cover "beginning" and "advanced" databases. CIS 4400 is now purely a data warehousing course so the "I" designation for CIS 3400 is no longer meaningful. As technologies have evolved over the years, some of the topics are no longer relevant or emphasized as strongly. New topics such as the ethical stewardship of data have been a part of the course for many years but the description had previously not reflected this.

AV.4.1 Change in course prerequisites to be offered in the Narendra Paul Loomba Department of Management

CUNYFirst Course ID	092643		
FROM		TO	
Departments	Narendra Paul Loomba Department of Management	Department	Narendra Paul Loomba Department of Management
Course	MGT 4340 Organizational Change	Course	MGT 4340 Organizational Change
Pre-requisite	MGT 3300 and ZICK or ZKTP Student Group	Pre-requisite	<u>MGT 3120</u> and (ZICK or ZKTP Student Group)
Hours	3	Hours	3
Credits	3	Credits	3

Description	This course provides an overview of models and approaches from Organizational Behavior and Organization Theory pertinent to the analysis and implementation of change in organizations. This course represents a synthesis of theory, practice, and training methodologies. Projects to analyze organizational situations and to effect change are conducted in groups.	Description	This course provides an overview of models and approaches from Organizational Behavior and Organization Theory pertinent to the analysis and implementation of change in organizations. This course represents a synthesis of theory, practice, and training methodologies. Projects to analyze organizational situations and to effect change are conducted in groups.
Requirement Designation	Business	Requirement Designation	Business
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, Honors, etc)		Course Attribute (e.g. Writing Intensive, Honors, etc)	
Course Applicability	<input checked="" type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Gen Ed Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society	Course Applicability	<input checked="" type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Gen Ed Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society

	___ Scientific World _____ Gen Ed – College Option College Option Detail		___ Scientific World
Effective Term	Fall 2019		

Rationale: MGT 3120 presents sufficient organizational behavior material for students to learn about organizational change decision making and implementation. This curriculum change will provide students with more scheduling flexibility and thus should expedite progress toward their degrees.

AV.4.2 Change in course prerequisites to be offered in the Narendra Paul Loomba Department of Management

CUNYFirst Course ID	092667		
FROM		TO	
Departments	Narendra Paul Loomba Department of Management	Department	Narendra Paul Loomba Department of Management
Course	MGT 4420 The Management of Compensation	Course	MGT 4420 The Management of Compensation
Pre-requisite	MGT 3300 and ZICK or ZKTP Student Group or NBHRPS-MIN Plan with BUS 1000 or 1001	Pre-requisite	MGT 4400 and [(ZICK or ZKTP Student Group) or (NBHRPS-MIN Plan with BUS 1000 or 1011 or 1001)]
Hours	3	Hours	3
Credits	3	Credits	3
Description	This course offers a systematic study of the basic wage administration techniques of job evaluation, merit rating, and wage incentive, together with related compensation, philosophies, policies, and practices. Cases and projects.	Description	This course offers a systematic study of the basic wage administration techniques of job evaluation, merit rating, and wage incentive, together with related compensation, philosophies, policies, and practices. Cases and projects.
Requirement Designation	Business	Requirement Designation	Business
Liberal Arts	[] Yes [x] No	Liberal Arts	[] Yes [x] No
Course Attribute (e.g. Writing Intensive, Honors, etc)		Course Attribute (e.g. Writing Intensive, Honors, etc)	

Course Applicability	<input checked="" type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Gen Ed Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World <input type="checkbox"/> Gen Ed – College Option College Option Detail	Course Applicability	<input checked="" type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Gen Ed Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective Term	Fall 2019		

Rationale: Management 3300 is an organizational behavior course and is not necessary in order for students to learn about Management 4420's compensation systems, which involve salary structure and benefits. Management 4400, an introductory human resource management course, provides brief exposure to compensation and to other human resource management topics with compensation.

AV.4.3 Change in course prerequisites to be offered in the Narendra Paul Loomba Department of Management

CUNYFirst Course ID	092669		
FROM		TO	
Departments	Narendra Paul Loomba Department of Management	Department	Narendra Paul Loomba Department of Management
Course	MGT 4460 Labor Relations and Collective Bargaining	Course	MGT 4460 Labor Relations and Collective Bargaining
Pre-requisite	MGT 3300 and ZICK or ZKTP Student Group or NBHRPS-MIN Plan with BUS 1000 or 1001	Pre-requisite	<u>MGT 4400</u> and [(ZICK or ZKTP Student Group) or (NBHRPS-MIN Plan with BUS 1000 or 1011 or 1001)]
Hours	3	Hours	3
Credits	3	Credits	3
Description	The development of industrial relations policies and practices; collective bargaining rights and obligations; negotiation and administration of the collective agreement; analysis of typical labor contracts, grievance procedures, seniority, wage problems and settlement of labor disputes, application of the basic elements of federal and state regulations affecting employers, employees, and labor organization.	Description	The development of industrial relations policies and practices; collective bargaining rights and obligations; negotiation and administration of the collective agreement; analysis of typical labor contracts, grievance procedures, seniority, wage problems and settlement of labor disputes, application of the basic elements of federal and state regulations affecting employers, employees, and labor organization.
Requirement Designation	Business	Requirement Designation	Business
Liberal Arts	[] Yes [x] No	Liberal Arts	[] Yes [x] No
Course Attribute (e.g. Writing		Course Attribute (e.g. Writing	

Intensive, Honors, etc)		Intensive, Honors, etc)	
Course Applicability	<input checked="" type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Gen Ed Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World <input type="checkbox"/> Gen Ed – College Option College Option Detail	Course Applicability	<input checked="" type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Gen Ed Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective Term	Fall 2019		

Rationale: Management 3300 is an organizational behavior course and is not educationally necessary in order for students to learn about labor relations in Management 4460. Management 4400 Human Resource Management provides brief exposure to labor relations and to other human resource management topics with labor relations.

AV.4.4 Change in course prerequisites to be offered in the Narendra Paul Loomba Department of Management

CUNYFirst Course	092671
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ID		TO	
FROM		Department	Narendra Paul Loomba Department of Management
Departments	Narendra Paul Loomba Department of Management	Department	Narendra Paul Loomba Department of Management
Course	MGT 4480 Conflict Management Procedures	Course	MGT 4480 Conflict Management Procedures
Pre or Co-requisite	MGT 4400 and ZICK or ZKTP Student Group or NBHRPS-MIN Plan with BUS 1000 or 1001	Pre-requisite	<u>MGT 3120</u> and [(ZICK or ZKTP Student Group) or (NBHRPS-MIN Plan with BUS 1000 or 1011 or 1001)]
Hours	3	Hours	3
Credits	3	Credits	3
Description	This course explores the major concepts and theories of bargaining, negotiation, and mediation and the dynamics of interpersonal and intergroup conflict and its resolution. A second major objective of this course is to help students develop the abilities to analyze bargaining and conflict relationships, and to learn about their own individual approaches to handling conflicts. A final objective of the course is to teach conflict resolution skills and techniques that can be applied by managers in diverse work situations, focusing on enabling the student to acquire and practice the skills and behaviors necessary to mediate conflict among employees and to negotiate	Description	This course explores the major concepts and theories of bargaining, negotiation, and mediation and the dynamics of interpersonal and intergroup conflict and its resolution. A second major objective of this course is to help students develop the abilities to analyze bargaining and conflict relationships, and to learn about their own individual approaches to handling conflicts. A final objective of the course is to teach conflict resolution skills and techniques that can be applied by managers in diverse work situations, focusing on enabling the student to acquire and practice the skills and behaviors necessary to mediate conflict among employees and to negotiate

	effectively with others in the employment setting. Emphasis is placed on supervised practice of negotiation and mediation skills in simulated work settings.		effectively with others in the employment setting. Emphasis is placed on supervised practice of negotiation and mediation skills in simulated work settings.
Requirement Designation	Business	Requirement Designation	Business
Liberal Arts	[<input type="checkbox"/>] Yes [<input checked="" type="checkbox"/>] No	Liberal Arts	[<input type="checkbox"/>] Yes [<input checked="" type="checkbox"/>] No
Course Attribute (e.g. Writing Intensive, Honors, etc)		Course Attribute (e.g. Writing Intensive, Honors, etc)	
Course Applicability	<input checked="" type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Gen Ed Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World <input type="checkbox"/> Gen Ed – College Option College Option Detail	Course Applicability	<input checked="" type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Gen Ed Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World

Effective Term	Fall 2019
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Rationale: MGT 4480: Conflict Management Procedures does not require a prerequisite of MGT 4400 (a human resource introductory course) for students to learn about managing conflict. The comprehensiveness of MGT 3120 will allow students to learn the strategic, operational, and behavioral contexts in which conflict in organizations develops and can be managed. This proposal introduces more flexibility for students' course scheduling and therefore should expedite progress toward degree completion.

AV.4.5 Changes to the course pre-requisite and course description to be offered in the Narendra Paul Loomba Department of Management.

CUNYFirst Course ID			
FROM		TO	
Departments	Narendra Paul Loomba Department of Management	Departments	Narendra Paul Loomba Department of Management
Course	MGT 4969 Social Entrepreneurship	Course	MGT 4969 Social Entrepreneurship
Pre or corequisite	MGT 3960 (formerly MGT 3860) or MGT 3960H or permission of the Department	Pre requisite	<u>Students who wish to use this course as the capstone for the liberal arts minor in Social Innovation must have satisfied the 3000-level course requirements for this minor in order to enroll in this course.</u>
Hours	3	Hours	3
Credits	3	Credits	3
Description	Social Entrepreneurship is the set of activities involved in creating a private or nonprofit venture with a public or social	Description	<u>This course is designed to provide students with an understanding of the ways in which individuals pursue</u>

	<p>purpose. This course is designed to prepare students to better understand how social entrepreneurship fits within the larger rubric of entrepreneurship; how social entrepreneurship is unique in its purpose; and how one goes about creating and sustaining a social enterprise. Students will be guided through the process of developing a social venture. Emphasis will be placed on opportunity recognition and how a social entrepreneur refines an idea into a viable opportunity. Other topics to be covered include building an entrepreneurial team, strategic planning, business planning, competitive analysis, marketing, risk management, and financial management. The importance of accountability will be emphasized. The course will be crosslisted with the School of Public Affairs.</p>		<p><u>opportunities to catalyze social change and/or address pressing, unmet social and/or environmental needs. To achieve this end, students will develop their own "Theories of Change," that will articulate how they intend to transform patterns of thought, behavior, social relationships, institutions, and/or social structures to generate beneficial outcomes for communities, organizations, and/or the environment.</u></p>
Requirement Designation		Requirement Designation	
Liberal Arts	[] Yes [X] No	Liberal Arts	[X] Yes [] No
Course Attribute (e.g. Writing Intensive, Honors, etc.)		Course Attribute (e.g. Writing Intensive, Honors, etc.)	<u>Communication-Intensive</u>
Course Applicability	_X__ Major	Course Applicability	_X__ Major

	<input type="checkbox"/> Gen Ed Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Gen Ed Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World <input type="checkbox"/> Gen Ed – College Option College Option Detail		<input type="checkbox"/> Gen Ed 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 checked="" type="checkbox"/> <u>Gen Ed – College Option</u> <u>College Option Detail: This course will serve as the CIC capstone for a new Liberal Arts Minor in “Social Innovation”</u>
Effective Term	Fall 2019		

Rationale: This course will remain as an elective for the entrepreneurship major in order to provide students an

understanding of the ways in which entrepreneurship (i.e., the ability to see and the willingness to pursue opportunity where others see chaos, contradiction, and confusion) can be employed for the benefit of the individual and society-at-large. To achieve this end, social entrepreneurship is defined as the transformation of patterns of thought, behavior, social relationships, institutions, and/or social structures to generate beneficial outcomes for communities, organizations, and/or the environment, culminating in what is known in the field as a “Theory of Change.” In so doing, this course expands the previous course description by emphasizing that social entrepreneurship need not manifest solely in the creation of a new business, but rather constitutes any prosocial value-creating activity. In addition to serving as an entrepreneurship elective, this course is also intended to serve as the CIC capstone for a new interdisciplinary Liberal Arts minor in “Social Innovation.” A proposal for this minor has received preliminary support from the Weissman School of Arts & Sciences.

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 November 29, 2018 effective the Fall 2019 semester, pending approval of the Board of Trustees.

AIII.1.1 The following revisions are proposed for the BA in Economics

Program: BA in Economics
Program Codes: 33692 and 60008 (Macaulay Honors)
HEGIS Code: 2204.00
Effective: Fall 2019

FROM			TO		
<p>A BA degree with a major in economics deals with concepts, techniques, and cases in economics that acquaint the student with the general economic problems of modern society. This degree provides students with an excellent general background for a wide range of challenging business careers.</p> <p>There are several prerequisites for the major. The major itself includes three required courses (9 credits) and five electives (15 credits).</p>			<p>A BA degree with a major in economics deals with concepts, techniques, and cases in economics that acquaint the student with the general economic problems of modern society. This degree provides students with an excellent general background for a wide range of challenging business careers.</p> <p>There are several prerequisites for the major. The major itself includes three required courses (9 credits) and five electives (15 credits).</p>		
<p>Prerequisites to the Major 12-13 credits (Not Credited to the Major)</p>			<p>Prerequisites to the Major <u>18-19</u> credits (Not Credited to the Major)</p>		
Course	Description	Crs	Course	Description	Crs

Economics: 6 credits			Business Courses: 15 credits		
ECO 1001	Micro-Economics	3 credits	BUS 1000	Introduction to Business	3 credits
ECO 1002	Macro-Economics	3 credits	or		
			BUS 1101	Business Fundamentals: The Contemporary Business Landscape	3 credits
Statistics: 3 credits*			CIS 2200	Introduction to Information Systems and Technologies	3 credits
STA 2000	Business Statistics I	3 credits	ECO 1001	Micro-Economics	3 credits
			ECO 1002	Macro-Economics	3 credits
			STA 2000	Business Statistics I *	3 credits
Mathematics 3-4 credits**			Mathematics 3-4 credits**		
MTH 2003	Precalculus and Elements of Calculus	3 credits	MTH 2003	Precalculus and Elements of Calculus	3 credits
or			or		
MTH 2009	Precalculus	3 credits	MTH 2009	Precalculus	3 credits
or			or		
A more advanced calculus course		3-4 credits	A more advanced calculus course		3-4 credits
NOTES: * PSY 2100 (previously STA 2100) is not applicable to the major. ** Students with credit for MTH 2000 or MTH 2001 must complete a calculus course, typically, MTH 2207.			NOTES: * PSY 2100 (previously STA 2100) is not applicable to the major. ** Students with credit for MTH 2000 or MTH 2001 must complete a calculus course, typically, MTH 2207.		
Required Courses in the Major: 9 credits			Required Courses in the Major: 9 credits		
The three required courses build on the foundations of the introductory micro- and macro-economics courses, ECO 1001 and ECO 1002. Economics majors should plan on taking			The three required courses build on the foundations of the introductory micro- and macro-economics courses, ECO 1001 and ECO 1002. Economics majors should plan on		

all three of the required courses, especially ECO 4000, as early in their major program as possible.			taking all three of the required courses, especially ECO 4000, as early in their major program as possible.		
ECO 3100	Intermediate Micro-Economics	3 credits	ECO 3100	Intermediate Micro-Economics	3 credits
ECO 3200	Intermediate Macro-Economics	3 credits	ECO 3200	Intermediate Macro-Economics	3 credits
ECO 4000	Statistical Analysis for Economics and Finance	3 credits	ECO 4000	Statistical Analysis for Economics and Finance	3 credits
<p>Elective Courses: 15 credits The BA economics major includes five elective courses, at least two of which must be at the 4000 level or higher, chosen from the following list:</p>			<p>Elective Courses: 15 credits <u>Please note:</u></p> <ul style="list-style-type: none"> • <u>Six (6) of the major's elective credits must be 4000-level ECO courses</u> • <u>At least one of the 4000-level ECO courses must be a 3-credit communication-intensive (CIC) capstone course.</u> • <u>With the exception of ECO 4000, ECO 4091 (1 credit), ECO 4092 (2 credits), ECO 4093 (3 credits), and ECO 4094 (1.5 credits), all 4000-economics level courses are CIC. ECO 4093 (the 3-credit special topics course) may be communication-intensive, depending on the course material. Students are required to check CUNYfirst section descriptions to determine any given topic's CIC status.</u> <p><u>The elective courses for the BA in Economics should be chosen from the list below:</u></p>		
BLS 3015	Black Economic Development: 1860 to the Present	3 credits	<u>Any 3000 or 4000 level ECO course</u>		<u>1-3 credits each</u>
BLS 3016	Urban Economic Structure (LTS	3 credits	BLS 3015	Black Economic Development:	3 credits

	3016)			1860 to the Present	
ECO 3110	Industrial Organization and Public Policy	3 credits	BLS 3016	Urban Economic Structure (LTS 3016)	3 credits
ECO 3160	Field Study of the Economics of the Environment, Business, Culture and Global Sustainability	3 credits	HIS 3410	History of American Business Enterprise	3 credits
ECO 3220	Money, Banking, and Monetary Policy	3 credits	<u>PAF 3102</u>	<u>Economic Analysis of Public Policy</u>	<u>3 credits</u>
ECO 3250	International Economics and Finance	3 credits	PAF 3103	Economics of the Public Sector	3 credits
ECO 3310	Principles of Public Finance	3 credits	PHI 3050	Ethics, Economics, and the Business System	3 credits
ECO 3400	Evolution of Economic Thought	3 credits	POL 3103	Political Economy	3 credits
ECO 3501	Economics of Labor	3 credits	POL 3315	Government and the American Economy	3 credits
ECO 4051	Financial Econometrics	3 credits			
ECO 4100	Advanced Micro Economics	3 credits			
ECO 4200	Advanced Macro Economics	3 credits			
ECO 4201	Monetary Economics	3 credits			
ECO 4300	Mathematical Economics	3 credits			
ECO 4501	Advanced Labor Economics (3503)	3 credits			
HIS 3410	History of American Business Enterprise	3 credits			
PAF 3101	Public Finance/Managing Public Resources*	3 credits			
PAF 3102	Economic Analysis and Public Policy*	3 credits			
PHI 3050	Ethics, Economics, and the Business System	3 credits			
POL 3103	Political Economy	3 credits			
POL 3315	Government and the American	3 credits			

Economy			
*For the purposes of this program, this course counts as an Arts and Sciences course.			
As with all BA majors, the liberal arts minor must be completed outside the department of the students major. A student majoring in economics cannot minor in finance.			
Subtotal: 36-37 (Program Prerequisites, Required Courses, and Major Electives) Total credits required for the BA degree: 120		Subtotal: 42-43 (Program Prerequisites, Required Courses, and Major Electives) Total credits required for the BA degree: 120	

Rationale: The set of courses offered by Bert W. Wasserman Department of Economics and Finance changes over time. Some of the courses currently listed in the Undergraduate Bulletin are no longer offered. New courses have been developed and approved that could be taken by students interested in this major. The revised major gives students more flexibility in terms of course choices. The program prerequisite section is being updated to include the implied STA 2000 course prerequisites – CIS 2200 is a pre/co-requisite for STA 2000, and BUS 1000 or 1011 are the prerequisites for CIS 2200. Per faculty in the Marxe School of Public and International Affairs, one of their courses, PAF 3101 Public Finance/Managing Public Resources, is being replaced by PAF 3102 Economic Analysis of Public Policy, as it is a better fit for the major. The notations at the bottom of the major description are no longer necessary because: (1) per the undergraduate bulletin, economics courses are coded as liberal arts in CUNYfirst, and (2) the Zicklin School of Business no longer offers a minor in finance.

AIII.1.2 The following revisions are proposed for the BA in English

Program: BA in English
Program Codes: 01956 and 60009 (Macaulay Honors)
HEGIS Code: 1501.00
Effective Term: Fall 2019

FROM	TO
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The English major offers a rich variety of courses for students interested in literature, creative writing, and language and society. Among the interdisciplinary offerings are courses in film, linguistics, and global studies.

Students may prepare for the study of literature on the graduate level. Concentrated work in English will be of great value to students preparing for such business and professional careers as editing, publishing, science and technical writing, advertising, public relations, and communications. The literature courses are designed to help students sharpen their reading and writing skills, gain new insights into human nature and cultural diversity, and achieve increased flexibility in their own approach to life.

Students preparing for graduate study in literature should have some knowledge of the range of English, American, and non-Western literature and should be acquainted with such major figures as Chaucer and Shakespeare. Because most graduate schools have foreign language requirements and candidates must sometimes demonstrate competence in several languages, prospective graduate students are urged to undertake their study of foreign languages as early as possible.

Students in English are encouraged to broaden their base of knowledge in as many fields as possible, many of which will resonate with interdisciplinary approaches in their English courses. Courses in comparative literature, foreign languages, communication studies, history, art, music, religion, philosophy, psychology, sociology, and education are especially

The English major offers a rich variety of courses for students interested in literature, creative writing, and language and society. Among the interdisciplinary offerings are courses in film, linguistics, and global studies.

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Students in English are encouraged to broaden their base of knowledge in as many fields as possible, many of which will resonate with interdisciplinary approaches in their English courses. Courses in comparative literature, foreign languages, communication studies, history, art, music,

recommended.			religion, philosophy, psychology, sociology, and education are especially recommended.		
Base Curriculum Courses: 9 credits No credit toward the major/specialization			Program Prerequisites: 9 credits No credit toward the major/specialization		
Course	Description	Crs	Course	Description	Crs
ENG 2100	Writing I (or its equivalent)	3 credits	ENG 2100	Writing I (or its equivalent)	3 credits
ENG 2150	Writing II	3 credits	ENG 2150	Writing II	3 credits
ENG 2800 or CMP 2800	Great Works of Literature I	3 credits	ENG 2800 or CMP 2800	Great Works of Literature I	3 credits
or			or		
ENG 2850 or CMP 2850	Great Works of Literature II	3 credits	ENG 2850 or CMP 2850	Great Works of Literature II	3 credits
Major/Specialization: 30 credits			Major/Specialization: 30 credits		
Required Courses: 15 credits			Required Courses: 15 credits		
ENG 3010	Survey of English Literature I	3 credits	ENG 3010	Survey of English Literature I	3 credits
ENG 3015	Survey of English Literature II	3 credits	ENG 3015	Survey of English Literature II	3 credits
ENG 3020	Survey of American Literature I	3 credits	ENG 3020	Survey of American Literature I	3 credits
or			or		
ENG 3025	Survey of American Literature II	3 credits	ENG 3025	Survey of American Literature II	3 credits
ENG 3030	Contemporary Literature from Asia, Africa, and Latin America	3 credits	ENG 3030	Contemporary Literature from Asia, Africa, and Latin America	3 credits
or			or		
ENG 3032	Ethnic Literature	3 credits	ENG 3032	Ethnic Literature	3 credits

or			or		
ENG 3034	A Survey of African American Literature	3 credits	ENG 3034	A Survey of African American Literature	3 credits
or			or		
ENG 3036	Postcolonial Literature	3 credits	ENG 3036	Postcolonial Literature	3 credits
or					
ENG 3038	A Survey of Caribbean Literature in English	3 credits	ENG 3038	A Survey of Caribbean Literature in English	3 credits
ENG 4120	Chaucer	3 credits	ENG 4120	Chaucer	3 credits
or			or		
ENG 4140	Shakespeare	3 credits	ENG 4140	Shakespeare	3 credits
			or		
			ENG 4145	Topics in Shakespeare	3 credits
<p>Elective Courses Choose five additional courses for 15 credits. Electives must be selected from Department of English offerings numbered at the 3000, 4000, 5000, and 6000-levels. Courses offered by the Harman Writer-in-Residence are also included.</p> <p>Note: Interdisciplinary courses, such as Feit Seminars (IDC 4050H), and appropriate film studies courses may be included with prior permission of the department.</p>			<p>Elective Courses Choose five additional courses for 15 credits. Electives must be selected from Department of English offerings numbered at the 3000, 4000, 5000, and 6000-levels. Courses offered by the Harman Writer-in-Residence are also included.</p> <p>Note: Interdisciplinary courses, such as Feit Seminars (IDC 4050H), and appropriate film studies courses may be included with prior permission of the department.</p>		
<p>Subtotal: 39 credits (Base Curriculum Courses, Required Courses, and Major Electives) Total credits required for the BA degree: 120</p>			<p>Subtotal: 39 credits (Program Prerequisites, Required Courses, and Major Electives) Total credits required for the BA degree: 120</p>		

Rationale: This update reflects the addition of ENG 4145 as an option to satisfy the Chaucer/Shakespeare major requirement, and replaces the outdated base curriculum heading, that referred to requirements within the previous set of general education requirements – the Baruch Common Core.

The following recommendations of the Graduate Affairs Committee were approved at the Mildred and George Weissman School of Arts and Sciences Faculty Meeting on November 29, 2018 effective the Fall 2019 semester, pending approval of the Board of Trustees.

All.1.3 The following revisions are proposed for the MA in Mental Health Counseling

Program: MA in Mental Health Counseling
Program Code: 34189
HEGIS Code: 2104.10
Effective: Fall 2019

FROM	TO
<p>The Master of Arts in Mental Health Counseling program at Baruch College prepares its graduates to be professional practitioners in a variety of mental health settings (e.g. clinics, hospitals, counseling centers, outreach programs, and private practice settings). Students graduating from this program will be prepared to be generalists in mental health counseling with a focus on the area of health and well-being counseling.</p> <p>The program provides students with a comprehensive background that emphasizes both academic coursework and supervised clinical internship training. This 60 credit master’s program operates on a cohort model whereby all students complete the same program of study. Enrollment is offered on a full-time basis only, and the program is designed in a lock-</p>	<p>The Master of Arts in Mental Health Counseling program at Baruch College prepares its graduates to be professional practitioners in a variety of mental health settings (e.g. clinics, hospitals, counseling centers, outreach programs, and private practice settings). Students graduating from this program will be prepared to be generalists in mental health counseling with a focus on the area of health and well-being counseling.</p> <p>The program provides students with a comprehensive background that emphasizes both academic coursework and supervised clinical internship training. This 60 credit master’s program operates on a cohort model whereby all students complete the same program of study. Enrollment is</p>

<p>step sequence where courses taken each semester are outlined in advance.</p> <p>The MHC Program is designed specifically to address the needs of those training for the mental health counseling license. When graduating from the program students are prepared for practice in a variety of settings with diverse populations. The program is approved by the New York State Education Department and meets all of the NYSED standards. After 3000 hours of supervised post-degree experience, a graduate of this program would be eligible to take an exam for licensure.</p>	<p>offered on a full-time basis only, and the program is designed in a lock-step sequence where courses taken each semester are outlined in advance. <u>The Masters in Mental Health Counseling Program does not accept transfer credits.</u></p> <p>The MHC Program is designed specifically to address the needs of those training for the mental health counseling license. When graduating from the program students are prepared for practice in a variety of settings with diverse populations. The program is approved by the New York State Education Department and meets all of the NYSED standards. After 3000 hours of supervised post-degree experience, a graduate of this program would be eligible to take an exam for licensure.</p>
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Rationale: Language is being added to the program description to make clear that transfer credits are not accepted. The program operates on a cohort model, and all students complete the same program of study.

Section AIV. New Courses

AIV.1.1

Department(s)	English
Career	<input checked="" type="checkbox"/> Undergraduate <input type="checkbox"/> Graduate
Academic Level	<input checked="" type="checkbox"/> Regular <input type="checkbox"/> Compensatory <input type="checkbox"/> Developmental <input type="checkbox"/> Remedial
Subject Area	English
Course Prefix	ENG
Course Number	4145
Course Title	Topics in Shakespeare
Catalogue Description	<p>This course offers in-depth study of a single aspect of Shakespeare's work, such as his use of sources, his lyric poetry, his Roman plays, his late Romances, his major tragedies, or his afterlives in adaptations or on film. Students will develop expertise in Shakespeare's writing, his craft as a dramatist, and his innovations as a poet. Specific topics change each semester (please see the department website and CUNYfirst for details).</p> <p>Students may enroll in ENG 4145 more than once if the topic is different. The F-replacement may be used only if the same topic is repeated.</p>
Prerequisites	ENG/CMP/LTT 2800 or 2850; or departmental permission
Credits	3
Contact Hours	3
Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, Honors, etc.)	
Course Applicability	<input type="checkbox"/> Not Applicable <input checked="" type="checkbox"/> Major

	<input type="checkbox"/> Gen Ed Required <input type="checkbox"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <input type="checkbox"/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> <input type="checkbox"/> Individual and Society <input type="checkbox"/> <input type="checkbox"/> Scientific World
Effective Term	Fall 2019

Rationale: Currently, Baruch offers one Shakespeare course (ENG 4140), a general introduction and survey of Shakespeare's works. It always fills, and many enrolled students (majors and non-majors alike) have expressed interest in continued study of Shakespeare. Many if not most peer institutions offer at least two Shakespeare courses (often called Shakespeare I and Shakespeare II). Faculty in the English department believe that keeping ENG 4140 ("Shakespeare") as a general introduction to the playwright's work and adding ENG 4145 ("Topics in Shakespeare") as a class exploring particular aspects of Shakespeare's work, in-depth, diversifies the curriculum in a way that meets a demonstrated student need. Students may take one or both Shakespeare courses, in any order. ENG 4140 will not be a prerequisite for ENG 4145.

ENG 4145 will be offered every year with a projected enrollment of 25 students. It may serve as an alternative to ENG 4120 or ENG 4140 for the Chaucer/Shakespeare requirement or as an elective within the English major (NYSED program codes 01956 and 60009); as a capstone or as an elective within the English minor; or as a general elective for the BA, BBA, and BS degrees for new and continuing students.

AIV.1.2

Department(s)	Modern Languages and Comparative Literature (cross-listed with the Asian and Asian American Studies Program)
Career	<input checked="" type="checkbox"/> Undergraduate <input type="checkbox"/> Graduate
Academic Level	<input checked="" type="checkbox"/> Regular <input type="checkbox"/> Compensatory <input type="checkbox"/> Developmental <input type="checkbox"/> Remedial
Subject Areas	Japanese and Asian and Asian American Studies
Course Prefix	JPN/AAS
Course Number	4005

Course Title	Advanced Japanese: Learning through Content and Multimedia
Catalogue Description	This course is an advanced Japanese language course. Students will continue to improve their mastery of Japanese language skills through readings about Japanese social and cultural topics as well as multimedia online content. This course may be used as a capstone for the Japanese minor. (Students may receive credit for JPN 4005 or AAS 4005, not both. These courses may substitute for each other with the F-replacement policy).
Prerequisites	JPN 3002 or departmental permission
Credits	3
Contact Hours	3
Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, Honors, etc.)	
Course Applicability	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail <input type="checkbox"/> <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective Term	Fall 2019

Rationale: The course is designed to allow students to continue to improve their language skills after they finish two intermediate courses (JPN 3001 and JPN 3002). JPN 4005 uses a new textbook, Tobira: Gateway to Advanced Japanese Learning Through Content and Multimedia, that is oriented toward learning Japanese through readings and multimedia online materials. The course is also being created as a response to the high demand from students who finished JPN 4000-level courses who express their wish to continue to learn Japanese.

JPN/AAS 4005 will be offered once per year with a projected enrollment of 23 students. It may be used may be used as a capstone or as an elective within the Japanese minor, as an elective within the Asian and Asian American studies minor, as a course toward the foreign language component of the pre-Weissman Core, or as a general elective for the BA, BBA, and BS degrees for new and continuing students.

AIV.1.3

Department(s)	Communication Studies
Career	<input type="checkbox"/> Undergraduate <input checked="" type="checkbox"/> Graduate
Academic Level	<input checked="" type="checkbox"/> Regular <input type="checkbox"/> Compensatory <input type="checkbox"/> Developmental <input type="checkbox"/> Remedial
Subject Area	Communication Studies
Course Prefix	COM
Course Number	9801
Course Title	Internship in Corporate Communication
Catalogue Description	<p>Students work within an organization under the supervision of both their professional mentors and the internship coordinator. Internship fields in Corporate Communication include: Public Relations, Media Relations, Investor Relations, Advertising, Human Resources, Government Relations, and Public Affairs. This experience must incorporate at least 15 experiential (work) hours during the semester. A report on the internship experience will be submitted to the faculty advisor at the end of the term.</p> <p>This course is graded on a pass/fail basis, and it may be taken multiple times.</p>
Prerequisites	<p>Departmental Permission.</p> <p>The internship is reserved for graduate students in Corporate Communication who have completed at least 24 credits and/or are in their 3rd semester of the program. All students must have at least a 3.0 overall GPA. Students should arrange an interview with the internship coordinator during the prior semester.</p>
Credits	1
Contact Hours	15
Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, Honors, etc.)	

Course Applicability	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail _ <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective Term	Fall 2019

Rationale: Students have the option to take this Internship course multiple times to gain a variety of work experiences in the corporate communication profession in U.S. based organizations.

COM 9801 will be offered every semester with a projected enrollment of 10 students. It may be used as an elective for the MA in Corporate Communication (NYSED program code 22302).

Section AV. Changes in Existing Courses

AV.1.1 Change in Course Title and Description to be offered by the English Department; New Cross-listing with the Modern Languages and Comparative Literature Department

CUNYfirst Course ID	091381		
FROM		TO	
Departments	English	Departments	English <u>and Modern Languages and Comparative Literature</u>
Course	ENG 4150 A Century of Renaissance Drama	Course	ENG/ <u>CMP</u> 4150 Renaissance Drama
Prerequisite	ENG/CMP/LTT 2800 or 2850; or departmental permission	Prerequisite	n/c
Hours	3	Hours	n/c

Credits	3	Credits	n/c
Description	<p>This course surveys the extraordinary development of English drama from 1540 to 1640, from the initial enthusiasm that encouraged the building of the first theatres in London to the harsh repression that culminated in the closing of all theatres by the Puritans. Readings demonstrate the stylistic diversity of popular plays by major playwrights, such as Kyd, Marlowe, Jonson, and continental authors.</p>	Description	<p><u>This course surveys the flourishing of dramatic literature in the Renaissance. It frames drama's development in terms of stage practices and stylistic innovations, and it tracks plays' engagement with the period's cultural, political, economic, and religious upheavals. Readings cover a range of dramatic genres, such as revenge tragedy, city comedy, and domestic tragedy. The course may survey the work of English writers, such as Christopher Marlowe, Ben Jonson, Thomas Kyd, and Margaret Cavendish. It may incorporate work by their continental interlocutors, including Lope de Vega, Lodovico Ariosto, and Molière. Please see the department website and CUNYfirst for details. (Students will receive credit for either ENG 4150 or CMP 4150. These courses may substitute for each other with the F-replacement option.)</u></p>
Requirement Designation		Requirement Designation	
Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, WAC,		Course Attribute (e.g. Writing Intensive, WAC,	

etc.)		etc.)	
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective		Effective	Fall 2019

Rationale: The redesigned version of ENG 4150 offers a capacious and flexible framework for students to encounter Renaissance drama in a variety of aspects, from its extraordinary flourishing in Shakespeare’s London to its varying instantiations in Europe. Instructors may focus on a particular strand of dramatic literature or offer a more comprehensive survey. The previous title and description were unnecessarily restrictive. The course focused on a very specific timespan, bounded by two dates in English theater history (dates which are by no means the only significant landmarks for study, even in England). The department has removed this restriction in the title, updated the possible range of critical approaches in the description, drawn up new learning goals, and added a new cross-listing with the Department of Modern Languages and Comparative Literature.

ENG/CMP 4150 will be offered every year with a projected enrollment of 25 students. It serves as an elective within the English major (NYSED program codes 01956 and 60009), as a capstone or as an elective within the English minor, as a capstone or as an elective within the Comparative Literature minor, or as a general elective for the BA, BBA, and BS degrees for new and continuing students.

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

CUNYfirst Course ID	091382		
FROM		TO	
Departments	English	Departments	n/c
Course	ENG 4160 Religion and Revolution in Renaissance English Literature	Course	ENG 4160 Renaissance <u>Poetry</u>
Prerequisite	ENG/CMP/LTT 2800 or 2850, or departmental permission.	Prerequisite	n/c
Hours	3	Hours	n/c
Credits	3	Credits	n/c
Description	<p>This course examines the range of literary masterpieces produced in England between 1557 and 1678. The close relation between the work of writers as diverse as Spenser, Donne, Jonson, Herbert, Marvell, Milton, and Bunyan and the upheavals in religion and politics that led to the killing of a king will be explored. Works studied may vary from semester to semester.</p> <p>This course may serve as the capstone for the liberal arts English minor.</p>	Description	<p><u>This course examines the range of poetry produced in England in the sixteenth- and seventeenth centuries. It surveys Renaissance poetry in its literary, cultural, and political contexts. Readings include foundational works in poetry and poetics, experiments in genre and form, and exemplary texts, such as Spenser's The Faerie Queene, Herbert's The Temple, and Milton's Paradise Lost.</u></p>
Requirement Designation		Requirement Designation	

Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, WAC, etc.)		Course Attribute (e.g. Writing Intensive, WAC, etc.)	
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective		Effective	Fall 2019

Rationale: The English department is revising the title of ENG 4160 in order to open up a range of possibilities for teaching “Renaissance Poetry” and to reflect the pedagogical goals of the early modern English faculty. With the new title, faculty may teach according to genre (lyric, epic, romance), period (16th or 17th century poetry), and/or critical methodology.

ENG 4160 will be offered every year with a projected enrollment of 25 students. It serves as an elective within the English major (NYSED program codes 01956 and 60009), as a capstone or as an elective within the English minor, or as a general elective for the BA, BBA, and BS degrees for new and continuing students.

AV.1.3 Change in Course Prerequisites and Description to be offered by the Journalism and the Writing Professions Department; New Cross-listing with the Modern Languages and Comparative Literature Department

CUNYfirst Course ID	092367		
FROM		TO	
Departments	Journalism and the Writing Professions	Departments	Journalism and the Writing Professions and <u>Modern Languages and Comparative Literature</u>
Course	JRN 4730 Journalism and the Literary Imagination	Course	JRN/CMP 4730 Journalism and the Literary Imagination
Prerequisite	ENG 2150 or equivalent, ENG/LTT 2800 or 2850, or departmental permission.	Prerequisite	ENG/CMP/LTT 2800 or 2850; or departmental permission.
Hours	3	Hours	n/c
Credits	3	Credits	n/c
Description	This course examines the stylistic connections between fiction and journalism within a chronological framework. Readings span four centuries and encompass such diverse literary forms as the diary, political pamphlet, and newspaper column, in addition to appropriate novels and essays. Writers studied include Jonathan Swift, Stephen Crane, Ernest Hemingway, Truman Capote, E.L. Doctorow, Norman Mailer, Tom Wolfe, James Baldwin, and Joan Didion.	Description	This course examines the <u>kinship and stylistic connections between literature</u> and journalism within a chronological framework. Readings span <u>the</u> centuries and encompass such diverse literary forms as the diary, political pamphlet, and newspaper column, in addition to appropriate novels and essays <u>and literary traditions that promoted the dialogue (and at times the rivalry) between fact and fiction, history and fabrication, oral and written traditions, and private and public knowledge, on both sides of the Atlantic.</u> Writers studied <u>will vary from semester to semester but might</u>

	Formerly ENG 4730 . Students will receive credit for JRN 4730 or ENG 4730. Please note: Unless otherwise specified, JRN courses may not be used within the English major or minor.		include Swift, <u>Whitman</u> , Crane, <u>Zola</u> , Hemingway, <u>Camus</u> , Capote, Mailer, Wolfe, Baldwin, and Didion. (Students will receive credit for <u>only one of the following courses: CMP 4730; ENG 4730; or JRN 4730. These courses may substitute for each other in the F-replacement policy</u>). Please note: Unless otherwise specified, JRN courses may not be used within the English major or minor.
Requirement Designation		Requirement Designation	
Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, WAC, etc.)		Course Attribute (e.g. Writing Intensive, WAC, etc.)	
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society

	___ Scientific World		___ Scientific World
Effective		Effective	Fall 2019

Rationale: Faculty of both departments would like to reconfigure and expand the breadth of this course to add an international perspective, rather than focusing solely on American authors. Within the Modern Languages and Comparative Literature, adding the CMP cross-listing will strengthen the course offerings for that department's comparative literature minor and satisfy the increasing demand for 4000-level liberal arts capstone courses in the Pathways College Option.

JRN/CMP 4730 will be offered every semester with a projected enrollment of 24 students. It may be used as an elective within the Journalism and Creative Writing and the Business Journalism Specializations of the Journalism major (NYSED program codes 32365 and 60015), as an elective or capstone within the Journalism minor, as an elective or capstone within the Business Writing minor, as an elective or capstone within the Comparative Literature minor, or as a general elective for the BA, BBA, and BS degrees.

AV.1.4 Change in Course Title and Description to be offered by the Communication Studies Department

CUNYfirst Course ID	090788		
FROM		TO	
Departments	Communication Studies	Departments	n/c
Course	COM 9651 Theories of Persuasion	Course	COM 9651 Persuasion <u>and Advocacy</u>
Prerequisite	none	Prerequisite	n/c
Hours	3	Hours	n/c
Credits	3	Credits	n/c
Description	<p>This course is designed to familiarize the student with various significant theories and research programs in persuasion, with special attention paid to the applications of these theories and this research in the world of corporate communication. Persuasion is an expansive term and therefore difficult to define. At its core, it concerns attempts to cause persons to change their beliefs or desires through the manipulation of symbol systems. This course approaches the study of persuasion from both humanistic and social-science perspectives. Accordingly, we will begin our study of persuasion with an examination of classical texts on rhetoric--the first systematic</p>	Description	<p><u>This seminar provides an interdisciplinary analysis of the phenomenon of mass persuasion and advocacy in modern society. How does it “work”? How should we characterize the individuals and institutions that shape and disseminate it? What are the specific languages and visual symbols that propagandists have typically used to affect mass audiences? How have both “democratic” and “authoritarian” societies sought to generate consent, and how, in turn, have individuals and social groups drawn the line between what is truth and what is propaganda? Although the manipulation of information for political ends has been intrinsic to human societies across history, this course focuses on the so-called “axial age of propaganda,”</u></p>

	<p>treatment of persuasion in the Western world. Here we will pay special attention to the relationship between persuasion and politics and also to the relationship between persuasion and ethics.</p>		<p><u>beginning with World War I, which saw the emergence of tightly organized, large-scale, government-sponsored efforts across Europe and the United States. This course will use a variety of case studies to explore the symbolic content of specific kinds of propaganda, and the institutional contexts that produce it, paying attention both to advocacy programs that seek to overthrow social structures, as well as to maintain them. Finally, the course will consider the ubiquity of persuasion, advocacy, and influence in contemporary society, focusing on the role of image-making professionals working in the spheres of political campaigning, advertising, and public relations.</u></p>
Requirement Designation		Requirement Designation	
Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	Liberal Arts	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, WAC, etc.)		Course Attribute (e.g. Writing Intensive, WAC, etc.)	
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition

	<input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World		<input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective		Effective	Fall 2019

Rationale: The change in title and description will now focus the course on the active role of persuasion, advocacy, and influence in contemporary corporations and not-for-profit organizations.

COM 9651 will be offered every year with a projected enrollment of 24 students. It serves as an elective for the MA in Corporate Communication (NYSED 22302).

AV.1.5 Change in Course Title, Prerequisite, and Description to be offered by the Psychology Department

CUNYfirst Course ID	120626		
FROM		TO	
Departments	Psychology	Departments	n/c
Course	PSY 9821 Cognitive and Behavioral Approaches in Health Psychology	Course	PSY 9821 Cognitive Behavioral Therapy
Prerequisite	This course is for Mental Health Counseling majors only or Permission of WSAS Office of Graduate Studies.	Prerequisite	This course is for Mental Health Counseling majors only. <u>All other students must obtain permission from the WSAS Office of Graduate Studies.</u>

Hours	3	Hours	n/c
Credits	3	Credits	n/c
Description	<p>Health Psychology is the aggregate of the specific educational, scientific, and professional contributions of the discipline of psychology applied to the promotion and maintenance of health, the prevention and treatment of illness, and the identification of etiologic and diagnostic correlates of health, illness, and relation dysfunction (Matarazzo, 1980). This course will examine current empirically validated approaches to addressing health behaviors and illness according to the biopsychosocial model. (This course is for Mental Health Counseling majors only. All other students must obtain permission from the WSAS Office of Graduate Studies.</p>	Description	<p><u>This course is an introduction to theoretical and therapeutic concepts of cognitive behavioral therapy (CBT). This course was designed to help student understand the practical application of cognitive behavioral techniques in psychotherapy. Empirical research by leading researchers in the field will be reviewed. Core concepts used in CBT will be discussed at length. Students will learn how to identify and evaluate automatic thoughts (ATs), identify emotions, and restructure ATs, assumptions, and schemas. The core strategies and techniques of CBT will be incorporated in an overall framework for students to utilize from assessment through the process of treatment. In addition, the course will focus on the various disorders in which CBT has demonstrated efficacy and will introduce students to the effective behavioral interventions utilizing CBT as well as therapeutic interventions that integrate CBT (i.e ACT, DBT, MCBT).</u></p>
Requirement Designation		Requirement Designation	
Liberal Arts	[x] Yes [] No	Liberal Arts	[x] Yes [] No

Course Attribute (e.g. Writing Intensive, WAC, etc.)		Course Attribute (e.g. Writing Intensive, WAC, etc.)	
General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World	General Education Component	<input checked="" type="checkbox"/> Not Applicable <input type="checkbox"/> Required <input type="checkbox"/> English Composition <input type="checkbox"/> Mathematics <input type="checkbox"/> Science <input type="checkbox"/> Flexible <input type="checkbox"/> World Cultures <input type="checkbox"/> US Experience in its Diversity <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society <input type="checkbox"/> Scientific World
Effective		Effective	Fall 2019

Rationale: Although this course has a focus in health psychology and in the assessment of disorders using a biopsychosocial perspective, it is a general cognitive behavioral therapy course. As such, the use of CBT as an intervention is discussed across a range of disorders and mental illness.

PSY 9821 is offered once per year with typical enrollment of 20 students. It is a required course for the MA in Mental Health Counseling (NYSED program code 34189).

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 December 13, 2018. They will be effective for the Fall 2019 semester, pending approval of the Board of Trustees.

Part A: Academic Matters

All: Changes in Degree Programs

All.1:1. The following revisions are proposed for the Master of International Affairs program in the Marxe School of Public and International Affairs.

Program Code: 37904

HEGIS Code: 2212.00

From			To		
Course Crs	Description		Course Crs	Description	
Requirements for the International Non-Governmental Organizations concentration in the Master of International Affairs program			Requirements for the International Non-Governmental Organizations concentration in the Master of International Affairs program		
Required Courses (27-30 credits)			Required Courses (27-30 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 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	<u>PAF 9490</u>	<u>International Affairs Capstone Seminar</u>	3
*PAF 9195	Public Affairs Internship	3	*PAF 9195	Public Affairs Internship	3
INGO Concentration Required Courses (3 credits)			INGO Concentration Required Courses (3 credits)		
PAF 9183	International Nonprofit Organizations	3	PAF 9183	International Nonprofit Organizations	3
INGO Concentration Elective Courses (12 credits) 6 credits from list below plus 6 credits either from list below or from another graduate program with advisor approval			INGO Concentration Elective Courses (12 credits) 6 credits from list below plus 6 credits either from list below or from another graduate program with advisor approval		
PAF 9109	Government Contracting	3	PAF 9109	Government Contracting	3
PAF 9120	Public and Nonprofit Management I	3	PAF 9120	Public and Nonprofit Management I	3
PAF 9150	Introduction to the Nonprofit Sector	3	PAF 9150	Introduction to the Nonprofit Sector	3
PAF 9151	Administration of the Nonprofit Sector and Voluntary Agencies	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 9152	Fundraising and Grants Administration in Nonprofit and Voluntary Organizations	3
PAF 9153	Budgeting and Finance for Nonprofits	3	PAF 9153	Budgeting and Finance for Nonprofits	3
PAF 9156	Emergency Preparation, Response, and Recovery	3	PAF 9156	Emergency Preparation, Response, and Recovery	3
PAF 9157	Introduction to Philanthropy	3	PAF 9157	Introduction to Philanthropy	3
PAF 9158	Religion, Nonprofits, Politics, Policy	3	PAF 9158	Religion, Nonprofits, Politics, Policy	3
PAF 9182	Development Administration	3	PAF 9182	Development Administration	3
PAF 9199	Selected Topics in Public Affairs	3	PAF 9199	Selected Topics in Public Affairs	3
PAF 9299	Selected Topics in Nonprofit	3	PAF 9299	Selected Topics in Nonprofit	3

PAF 9410	Management Global Economic Governance: Pacts, Actors, and Regimes	3	PAF 9410	Management Global Economic Governance: Pacts, Actors, and Regimes	3
PAF 9425	Western Hemisphere Affairs: Past, Present and Future	3	PAF 9425	Western Hemisphere Affairs: Past, Present and Future	3
PAF 9426	Illicit Trade	3	PAF 9426	Illicit Trade	3
PAF 9430	Diaspora, Migration and Transnational Life in the Western Hemisphere and Beyond	3	PAF 9430	Diaspora, Migration and Transnational Life in the Western Hemisphere and Beyond	3
PAF 9699	Selected Topics in Public Policy	3	PAF 9699	Selected Topics in Public Policy	3
IBS 9761	Emerging Markets and the International Business Environment	3	IBS 9761	Emerging Markets and the International Business Environment	3
IBS 9767	Global Firms, Cultures, and Governments	3	IBS 9767	Global Firms, Cultures, and Governments	3
CIS 9230	Globalization and Technology	3	CIS 9230	Globalization and Technology	3
* The internship is required of candidates who have less than 1-year relevant international work experience.			* The internship is required of candidates who have less than 1-year relevant international work experience		
Total credits required for the INGO Concentration in the Masters of International Affairs program 42-45			Total credits required for the INGO Concentration in the Masters of International Affairs program 42-45		

Rationale: PAF 9490 replaces PAF 9190 as a required course to create an MIA cohort Capstone class, with all students focused on topics in international affairs and incorporating skills and knowledge from the core MIA curriculum.

From		To	
Course Crs	Description	Course Crs	Description
Requirements for the Trade Policy and Global Economic Governance concentration in the Master of International Affairs program		Requirements for the Trade Policy and Global Economic Governance concentration in the Master of International Affairs program	
Required Courses (27-30 credits)		Required Courses (27-30 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 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	<u>PAF 9490</u>	<u>International Affairs Capstone Seminar 3</u>
*PAF 9195	Public Affairs Internship 3	*PAF 9195	Public Affairs Internship 3
TPGEG Concentration Required Courses (6 credits)		TPGEG Concentration Required Courses (6 credits)	
PAF 9440	Trade Policy 3	PAF 9440	Trade Policy 3
PAF 9450	International Development 3	PAF 9450	International Development 3
TPGEG Concentration Elective Courses (9 credits) 6 from the list below or 3 from another graduate program with advisor approval		TPGEG Concentration Elective Courses (9 credits) 6 from the list below or 3 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 9182	Development Administration	3	PAF 9182	Development Administration	3
PAF 9199	Selected Topics in Public Affairs	3	PAF 9199	Selected Topics in Public Affairs	3
PAF 9299	Selected Topics in Nonprofit Management	3	PAF 9299	Selected Topics in Nonprofit Management	3
PAF 9410	Global Economic Governance: Pacts, Actors, and Regimes	3	PAF 9410	Global Economic Governance: Pacts, Actors, and Regimes	3
PAF 9425	Western Hemisphere Affairs: Past, Present and Future	3	PAF 9425	Western Hemisphere Affairs: Past, Present and Future	3
PAF 9426	Illicit Trade	3	PAF 9426	Illicit Trade	3
PAF 9430	Diaspora, Migration and Transnational Life in the Western Hemisphere and Beyond	3	PAF 9430	Diaspora, Migration and Transnational Life in the Western Hemisphere and Beyond	3
PAF 9445	International Political Economy	3	PAF 9445	International Political Economy	3
PAF 9455	International Regulatory Policy	3	PAF 9455	International Regulatory Policy	3
PAF 9699	Selected Topics in Public Policy	3	PAF 9699	Selected Topics in Public Policy	3
IBS 9761	Emerging Markets and the International Business Environment	3	IBS 9761	Emerging Markets and the International Business Environment	3
IBS 9767	Global Firms, Cultures, and Governments	3	IBS 9767	Global Firms, Cultures, and Governments	3
CIS 9230	Globalization and Technology	3	CIS 9230	Globalization and Technology	3
LAW 9740	International Trade and Investment Law	3	LAW 9740	International Trade and Investment Law	3
MKT 9739	Global Advertising and Marketing Communication	3	MKT 9739	Global Advertising and Marketing Communication	3
MKT 9764	Internet Marketing and Global Business	3	MKT 9764	Internet Marketing and Global Business	3
*The internship is required of candidates who have less than			*The internship is required of candidates who have less than		

1-year relevant international work experience		1-year relevant international work experience	
Total credits required for the Trade Policy and Global Economic Governance Concentration in the Masters of International Affairs program	42-45	Total credits required for the Trade Policy and Global Economic Governance Concentration in the Masters of International Affairs program	42-45

Rationale: PAF 9490 replaces PAF 9190 as a required course to create an MIA cohort Capstone class, with all students focused on topics in international affairs and incorporating skills and knowledge from the core MIA curriculum.

From			To		
Course	Description	Crs	Course	Description	Crs
Requirements for the Western Hemisphere Affairs concentration in the Master of International Affairs program			Requirements for the Western Hemisphere Affairs concentration in the Master of International Affairs program		
Required Courses (27-30 credits)			Required Courses (27-30 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 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	<u>PAF 9490</u>	<u>International Affairs Capstone Seminar</u>	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) 6 from list below, plus 3 credits either from list below or from another graduate program with advisor approval			WHA Concentration Elective Courses (9 credits) 6 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 9199	Selected Topics in Public Affairs	3	PAF 9199	Selected Topics in Public Affairs	3
PAF 9299	Selected Topics in Nonprofit Management	3	PAF 9299	Selected Topics in Nonprofit Management	3
PAF 9410	Global Economic Governance: Pacts, Actors, and Regimes	3	PAF 9410	Global Economic Governance: Pacts, Actors, and Regimes	3
PAF 9426	Illicit Trade	3	PAF 9426	Illicit Trade	3
PAF 9430	Diaspora, Migration and Transnational Life in the Western Hemisphere and Beyond	3	PAF 9430	Diaspora, Migration and Transnational Life in the Western Hemisphere and Beyond	3
PAF 9440	Trade Policy	3	PAF 9440	Trade Policy	3
PAF 9445	International Political Economy	3	PAF 9445	International Political Economy	3
PAF 9450	International Development	3	PAF 9450	International Development	3
PAF 9699	Selected Topics in Public Policy	3	PAF 9699	Selected Topics in Public Policy	3
IBS 9761	Emerging Markets and the International Business Environment	3	IBS 9761	Emerging Markets and the International Business Environment	3

IBS 9767	Global Firms, Cultures, and Governments	3	IBS 9767	Global Firms, Cultures, and Governments	3
CIS 9230	Globalization and Technology	3	CIS 9230	Globalization and Technology	3
LAW 9740	International Trade and Investment Law	3	LAW 9740	International Trade and Investment Law	3
MKT 9739	Global Advertising and Marketing Communication	3	MKT 9739	Global Advertising and Marketing Communication	3
MKT 9764	Internet Marketing and Global Business	3	MKT 9764	Internet Marketing and Global Business	3
*The internship is required of candidates who have less than 1-year relevant international work experience			*The internship is required of candidates who have less than 1-year relevant international work experience		
Total credits required for the Western Hemisphere Affairs Concentration in the Masters of International Affairs program		42-45	Total credits required for the Western Hemisphere Affairs Concentration in the Masters of International Affairs program		42-45

Rationale: PAF 9490 replaces PAF 9190 as a required course to create an MIA cohort Capstone class, with all students focused on topics in international affairs and incorporating skills and knowledge from the core MIA curriculum.

Section AIV: New Courses

AIV: 1.1 The following new course is proposed for the Master of International Affairs program in the Marxe School of Public and International Affairs.

Program Code: 37904

HEGIS Code: 2210.00

CUNYfirst Course ID	PAF 9490
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Department(s)	Marxe School of Public and International Affairs
Career	<input type="checkbox"/> Undergraduate <input checked="" type="checkbox"/> Graduate
Academic Level	<input checked="" type="checkbox"/> Regular <input type="checkbox"/> Compensatory <input type="checkbox"/> Developmental <input type="checkbox"/> Remedial
Subject Area	Public Affairs
Course Prefix	PAF
Course Number	9490
Course Title	International Affairs Capstone Seminar
Catalogue Description	<p>This course is an advanced seminar in which students in their last semester before graduation produce a semester project drawing from the full course of study toward the Master of International Affairs (MIA). The project may involve policy research, intensive study of an organization, development of a rationale for new or changed policy or programs, or some combination of these. Special attention is placed on incorporating knowledge from the core MIA curriculum.</p> <p>Open with permission to Austin W. Marxe School of Public and International Affairs students.</p>
Pre/ Co Requisites	PAF 9172
Credits	3
Contact Hours	3
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, Honors, etc)	None
Course Applicability	<input checked="" type="checkbox"/> Major <input type="checkbox"/> Gen Ed Required <input type="checkbox"/> Gen Ed - Flexible <input type="checkbox"/> Gen Ed - College Option <input type="checkbox"/> English Composition <input type="checkbox"/> World Cultures <input type="checkbox"/> Mathematics <input type="checkbox"/> US Experience in its Diversity College Option Detail _____ <input type="checkbox"/> Science <input type="checkbox"/> Creative Expression <input type="checkbox"/> Individual and Society

	____ Scientific World
Effective Term	Fall 2019

Rationale: PAF 9490 would serve as the Capstone class for the MIA cohort, with students focused on topics in international affairs, and incorporating skills and knowledge from the core MIA curriculum.

This course is a core for the Master of Public Administration and Master of International Affairs programs, to be offered once per semester with a projected enrollment of 15 students.

Section AV: Changes in Existing Courses

AV: 1.1 Changes in Title and Description in the MPA program in the Marxe School of Public and International Affairs

Program Code: 01966

HEGIS Code: 2102.00

CUNYFirst Course ID	PAF 9190		
FROM		TO	
Departments			
Course	Public Affairs Capstone Seminar	Course	Public Affairs Capstone Seminar
Pre or co requisite	PAF 9172	Prerequisite	PAF 9172
Hours	3	Hours	3
Credits	3	Credits	3

Description	<p>This course is an advanced seminar in which students in their last semester before graduation produce a semester project drawing from the full course of study toward the Master of Public Administration (MPA) or Master of International Affairs (MIA). The project may involve policy research, intensive study of an organization, development of a rationale for new or changed service programs, or some combination of these. Special attention is placed on incorporating knowledge from the core MPA or MIA curriculum.</p> <p>Open with permission to Austin W. Marxe School of Public and International Affairs students.</p>	Description	<p>This course is an advanced seminar in which students in their last semester before graduation produce a semester project drawing from the full course of study toward the Master of Public Administration (MPA). The project may involve policy research, intensive study of an organization, development of a rationale for new or changed service programs, or some combination of these. Special attention is placed on incorporating knowledge from the core MPA curriculum.</p> <p>Open with permission to Austin W. Marxe School of Public and International Affairs students.</p>
Requirement Designation		Requirement Designation	
Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Liberal Arts	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Course Attribute (e.g. Writing Intensive, Honors, etc)		Course Attribute (e.g. Writing Intensive, Honors, etc)	
Course Applicability	<p><input checked="" type="checkbox"/> Major</p> <p><input type="checkbox"/> Gen Ed Required</p> <p><input type="checkbox"/> English Composition</p>	Course Applicability	<p><input checked="" type="checkbox"/> Major</p> <p><input type="checkbox"/> Gen Ed Required</p> <p><input type="checkbox"/> English Composition</p>

	<p> <input type="checkbox"/> Mathematics <input type="checkbox"/> Science </p> <p> <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 </p> <p> <input type="checkbox"/> Gen Ed – College Option </p> <p> College Option Detail </p> <hr/>		<p> <input type="checkbox"/> Mathematics <input type="checkbox"/> Science </p> <p> <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 </p>
Effective Term	Fall 2019		

Rationale: The Master of International Affairs program is proposing creating a separate International Affairs Capstone for an MIA-only cohort, focused on international affairs. This change would remove the two references to the MIA from the 9190 description.