



# 2004-2005 Supplement to the 2003-2005 Undergraduate Catalog

This supplement describes changes in degree and major requirements that apply to you if you first enroll in college during the 2004-2005 academic year. All other provisions of the 2003-2005 Undergraduate Catalog still apply to you, and this supplement should be used in conjunction with that catalog.

Also included are updates and descriptions of new programs and courses available beginning in the 2004-2005 academic year.

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Frostburg State University is an Affirmative Action/Equal Opportunity institution. Admission as well as all policies, programs and activities of the University are determined without regard to race, color, religion, sex, national origin, age or handicap.

FSU is committed to making all of its programs, services and activities accessible to persons with disabilities. You may request accommodations through the ADA Compliance Office, 307 Hitchins, 301/687-4102, TDD 301/687-7955.

Notwithstanding any other provision of this or any other University publication, the University reserves the right to make changes in tuition, fees, and other charges at any time such changes are deemed necessary by the University and the University System of Maryland Board of Regents.

The provisions of this catalog are not to be regarded as an irrevocable contract between the University and the student. The University reserves the right to change any provisions of requirement at any time, but its practice is to not make changes in degree and admission requirements retroactive. Other regulations and procedures, tuition and fees, and course offerings may change during the period of your enrollment. Such changes will be published in official University publications such as the Undergraduate Catalog and Schedule Booklet, with prior notice of changes provided if possible.

Frostburg State University is a constituent institution of the University System of Maryland.

# Academic Calendar 2004-2005

## Fall Semester 2004

Testing, new non-registered students only	August 26
Advising and Registration - new non-registered students only	August 27
Residence halls open 9 a.m.	August 29
Classes begin	August 30
Late registration/drop/add	Aug. 30 - Sept. 3
Last day to add classes	September 3
Labor Day - no classes	September 6
Family Weekend	October 8-10
Last day to withdraw with W - graduate students	October 11
Last day for removal of incomplete grades - undergrad. students	October 11
Mid-semester warnings distributed to undergraduate students	October 12
Homecoming	October 21-24
Last day to withdraw with W - undergraduate students	October 25
Spring 2005 registration, without payment	Nov. 1 - Nov. 19
Residence Halls close - 7 p.m.	Nov. 24
Thanksgiving Recess	Nov. 25 - Nov. 28
Residence Halls open - noon	November 28
Classes resume	November 29
Last day for removal of incomplete grades - graduate students	December 10
Last day to withdraw from courses with WF	December 10
Last day of classes	December 10
Reading Days/Common Finals	Dec. 11 - 12
Final Exams	Dec. 13 - 17
Residence halls close 7 p.m.	December 17
Commencement	December 18

## Spring Semester 2005

Residence halls open-9 a.m.	January 23
Testing, new non-registered students only	January 24
Advising and Registration - new non-registered students only	January 25
Classes begin	January 26
Late registration/drop/add	Jan. 26 - Feb. 2
Last day to add classes	February 2
Last day for removal of incomplete grades - undergraduate students	March 8
Last day to withdraw from courses with W - graduate students	March 8
Mid-semester warnings distributed to undergraduate students	March 9
Residence Halls close - 7 p.m.	March 18
Spring Break	March 19 - 27
Residence Halls open - 12 noon	March 27
Classes resume	March 28
Last day to withdraw from courses with W - undergraduate students	March 29
Fall 2005 registration	April 4 - 22
Last day for removal of incomplete grades - graduate students	May 12
Last day to withdraw from courses with WF	May 12
Last day of classes	May 12
Reading Days/Common Exams	May 13 - 15
Final Exams	May 16 - 20
Residence halls close 7 p.m.	May 20
Honors Convocation	May 20
Commencement	May 21
Hagerstown/Frederick Commencement	May 23

## Intersession 2005

Residence halls open, noon	Jan. 2
Classes begin	Jan. 3
Martin Luther King Day, no classes	Jan. 17
Last day of classes	Jan. 25

## Summer Sessions 2005

First Summer Session begins May 24  
See the Summer Session Schedule Booklet for complete calendar.

# Expenses 2004-2005

## Replaces page 15 of the 2003-2005 Undergraduate Catalog

This information applies to the academic year 2004-2005 only. Notwithstanding any other provision of this or any other University publication, the University reserves the right to make changes in tuition, fees, and other charges at any time such changes are deemed necessary by the University and the University System of Maryland Board of Regents.

### Tuition

Tuition for legal residents of Maryland is \$2,360 per semester plus all other applicable fees at the University. Tuition for out-of-state students is \$6,132 per semester plus all other applicable fees at the University. Tuition for residents of the contiguous counties\* is \$4,720 per semester plus all other applicable fees at the University.

**Evening and part-time tuition** is \$196 per credit hour for resident undergraduate students, \$346 per credit hour for non-resident undergraduate students, \$256 per credit hour for resident graduate students, and \$296 per credit hour for non-resident graduate students.

**Summer tuition** is \$196 per credit hour for resident undergraduate students, \$346 per credit hour for non-resident undergraduate students, \$256 per credit hour for resident graduate students and \$296 per credit hour for non-resident graduate students.

Students taking courses for audit or pass/fail or courses without credit designation will receive assigned equivalency credit hours for tuition and fee purposes.

**Tuition and Fees for Collaborative Engineering Programs** - Students enrolled in the electrical or mechanical engineering programs offered by FSU in collaboration with University of Maryland, College Park are subject to a different tuition and fee arrangement due to the unique nature of the program. During the freshman and sophomore years, students pay FSU tuition and fees. After completing 45 credits of designated course work, students will apply for formal acceptance into UMCP's Clark School of Engineering and will be considered UMCP students for the remainder of the program. Students will then pay UMCP tuition rates and FSU fees to the FSU University and Student Billing Office.

\*Contiguous counties include Berkeley, Grant, Hampshire, Jefferson, Mineral and Morgan counties in West Virginia; Bedford, Fulton, Franklin and Somerset counties in Pennsylvania; and Loudoun County, Virginia.

### Room and Board

The cost for room and board for each University residence hall student varies from \$5,392 per year to \$6,756 per year. Room contracts are binding for one academic year (fall and spring semesters). All students living in the residence halls are required to purchase a meal ticket for the University dining

hall. See the chart below for detailed room and board options and prices.

### Mandatory Fees

The following paragraphs explain how the University uses the mandatory fees which students pay. For information on other fees and expenses related to summer and graduate programs, refer to the respective catalogs and bulletins.

**Activities Fee:** An activities fee of \$65 per semester for full-time students or \$9 per credit hour for part-time students is collected to support student publications, the campus radio station, social activities, student government and a balanced program of cultural events.

## Undergraduate Tuition & Fees 2004- 2005

Tuition - full time (12 cr. or more)	1st Semester	2nd Semester	Total
Maryland Residents	\$2,360	\$2,360	\$4,720
Out-of-State Residents	6,132	6,132	12,264
Contiguous County Residents	4,720	4,720	9,440

### Mandatory Fees

Activities Fee	\$65	\$65	\$130
Athletic Fee	223	223	446
Auxiliary Facilities Fee	90	90	180
Student Union Operating Fee	107	107	214
Technology Fee	60	60	120
Transportation Fee	10	10	20
<b>Total Fees</b>	<b>\$555</b>	<b>\$555</b>	<b>\$1,110</b>

### Total Tuition and Fees

Maryland Residents	\$2,915	\$2,915	\$5,830
Out-of-State Residents	6,687	6,687	13,374
Contiguous County* Residents	5,275	5,275	10,550

### Room Charges

Frederick, Westminster	double	\$1,572	\$1,572	\$3,144
All other halls	double	1,536	1,536	3,072
	small single	1,697	1,697	3,394
	large single	1,840	1,840	3,680

### Board Charges

Carte Blanche with \$200 bonus bucks	\$1,538	\$1,538	\$3,076
Block Plan -150 meals w/\$100 bonus bucks	1,388	1,388	2,776
14-meal with \$100 bonus bucks	1,314	1,314	2,628
12-meal with \$250 bonus bucks	1,425	1,425	2,850
10-meal with \$75 bonus bucks	1,199	1,199	2,398
Straight 10-meal	1,124	1,124	2,248

### Total tuition, fees, room and board\*\*

Maryland Residents	\$6,025	\$6,025	\$12,050
Out-of-State Residents	9,797	9,797	19,594
Contiguous County* Residents	8,385	8,385	16,770

\*\*based on \$3,144 room rate and \$3,144 board rate

All fees subject to change.

**Athletic Fee:** An athletic fee of \$223 per semester for full-time students and a \$24 per credit hour fee for part-time students is used to support the University's program in intercollegiate and intramural athletics.

**Auxiliary Facilities Fee:** An auxiliary facilities fee of \$90 per semester for full-time students and \$8 per credit hour for part-time students is assessed for construction expenses of the auxiliary facilities.

**Student Union Operating Fee:** A Student Union operating fee of \$107 per semester for full-time students and \$12 per credit hour for part-time students is charged for operating expenses of the Lane Center.

**Technology Fee:** A Technology fee of \$60 per semester for full-time students or \$8 per credit hour for part-time students is collected to fund technology initiatives for student enhancement.

**Transportation Fee:** A Transportation fee of \$10 per semester for full-time students and \$1 per credit hour for part-time students is charged, allowing students to ride Allegany Transit Authority buses by showing a student ID.

**Other Fees and Expenses**

All other fees, payment and refund procedures remain as stated in the 2003-2005 Undergraduate Catalog.

All fees subject to change at any time by action of the Board of Regents of the University System of Maryland.

**Academic Common Market**

The State of Virginia has discontinued Academic Common Market access to the BA/BS in Wildlife and Fisheries effective Spring 2005. Students previously certified will continue to be ACM participants as long as they major in an approved program.

**FSU's Teacher Education Report Card**

**Contextual Information**

Total number of students admitted into teacher preparation, all specializations, AY 2002-03	742
Number of students in supervised student teaching	130
Number of faculty members who supervised student teachers:	
Full-time faculty in professional education	12
Part-time faculty in professional education but full-time in the institution	5
Part-time faculty in professional education, not otherwise employed by the institution	6
Total faculty student teaching supervisors	23
Student teacher/faculty ratio	5.7
The average number of student teaching hours per week required*	35
The total number of weeks of supervised student teaching required	20
Average total number of hours required	700

\*Student teaching varies by program with most being 20 weeks in the school.

**Aggregate and Summary Institutional-level Pass-rate Data: Regular Teacher Preparation Program**

Academic Year: 2002-2003

Number of Program Completers: 129<sup>1</sup>

Type of Assessment <sup>2</sup>	Number Taking Assessment <sup>3</sup>	Number Passing Assessment <sup>4</sup>	Institutional Pass Rate	Statewide Pass Rate
Aggregate - Basic Skills	129	128	99%	99%
Aggregate - Professional Knowledge	115	107	93%	96%
Aggregate - Academic Content Areas**	151	142	94%	98%
<b>Summary Totals and Pass Rates<sup>5</sup></b>	129	125	97%	85%

<sup>1</sup> The number of program completers found, matched and used in the passing rate calculation will not equal the sum of the column labeled "Number Taking Assessment" since a completer can take more than one assessment.

<sup>2</sup> Institutions and/or States did not require the assessments within an aggregate where data cells are blank.

<sup>3</sup> Number of completers who took one or more tests in a category and within their area of specialization.

<sup>4</sup> Number who passed all tests they took in a category and within their area of specialization.

<sup>5</sup> Summary Totals and Pass Rate: Number of completers who successfully completed one or more tests across all categories used by the state for licensure and the total pass rate.

See College of Education web site for detailed report: [www.frostburg.edu/about/teachreport.htm](http://www.frostburg.edu/about/teachreport.htm)

\*\*Math, English, Biology, etc.

**Accreditation**

The electrical and mechanical engineering programs, offered by Frostburg State University in collaboration with University of Maryland College Park, are currently accredited by the Accreditation Board for Engineering and Technology (ABET).

# College of Business

## Majors in

### ● Accounting

### ● Business Administration

Concentrations in:

- finance
- general management
- human resource management
- integrated business
- marketing
- small business/entrepreneurship

### ● Economics

Business Concentration

### **FSU Business Mission:**

FSU *Business* prepares students to meet challenges in a dynamic and competitive economy by providing a continually improving learning environment that emphasizes applied learning.

### **Mission Statement Components:**

- FSU *Business* provides all students access to a high quality professional education.
- FSU *Business* emphasizes excellence in teaching at the undergraduate and master's levels.
- FSU *Business* provides intellectual and professional development to business students through course work, student organizations, and various research opportunities.
- FSU *Business* secures inputs from significant constituencies, such as business practitioners and students, regarding their education needs and their view of FSU *Business*' quality.
- FSU *Business* faculty are involved in research and outreach endeavors, thereby allowing them to enhance their ability to engage in effective teaching and contribute to the body of knowledge in their academic fields.

### **Learning Goals for all FSU Business Undergraduate Programs:**

In addition to Institutional Learning Goals, the basic educational objectives of **FSU Business** undergraduate common body of knowledge courses and its major programs are:

Students will develop competencies in the following areas:	SPECIFIC LEARNING OBJECTIVES
Communication & Information technology skills (Reading, Writing, Speaking, Listening & Technological fluency)	Comprehend and critically interpret information in written and oral forms Communicate information and ideas effectively in varied formats Use technological resources to access and communicate relevant information
Analytic and reflective thinking skills (critical thinking)	Develop and apply various research methods to: <ul style="list-style-type: none"> <li>● gather and evaluate information critically</li> <li>● analyze complex issues and construct logical conclusions</li> </ul> Develop and exercise <i>qualitative</i> problem-solving skills to creatively synthesize ideas Develop and exercise <i>quantitative</i> problem-solving skills to creatively synthesize ideas
Leadership, team work & collaboration	Develop and exhibit effective leadership skills Develop the knowledge and skills essential for collaborating and communicating effectively in teams Exhibit the ability to anticipate changes in one's personal and professional environment, and manage the change process in conditions of ambiguity and risk
Personal Responsibility: Ethics, values, multicultural and diversity understanding	Develop and exhibit professional and personal judgments based on ethical consideration and societal values Develop and exhibit a personal and professional commitment to the community (civic responsibility, community service, natural environment) Develop an understanding of, and an appreciation for, life-long learning Demonstrate the knowledge, skills, and attitudes essential for working in partnership with people of diverse backgrounds
<b>FSU Business</b> core knowledge	Gain appreciation of global issues, the influence of political, social, legal and regulatory, environmental and technological issues Master foundational business knowledge and skills within the set of core courses required of all <b>FSU Business</b> students— accounting, organizational behavior, management, marketing, finance, operations, economics, and mathematics and statistics Master knowledge and skill sets beyond the foundational level within at least one business discipline Develop skills to assume managerial or professional responsibilities in the current business environment
Practice & Application	Apply the FSU <i>Business</i> CBK to real-world settings (e.g., service learning, field experiences, VITA Program, case studies, simulations, etc.) Develop a greater sense of professional community, as through memberships in student and professional organizations and subscriptions to professional publications

**FSU Business Common Body of Knowledge (CBK)**

All accounting, business administration and economics-business concentration students are required to complete the following courses with grades of C or better (P grades in BUAD 300 and BUAD 400):

**Outside FSU Business** (18-19 hours):

CMST 102 Introduction to Human Communication

COSC 100 Introduction to Computer Science

ECON 201/211 Principles of Economics (Macro) (*GEP LAC Group D*)

ECON 202/212 Principles of Economics (Micro)

*Choose one of the following (3-4 hours):*

MATH 106 Algebra with Calculus for Business

MATH 220 Calculus for Applications I

MATH 236 Calculus I

*Choose one of the following (3 hours):*MATH 209/219 Elements of Applied Probability and Statistics (*GEP BR Math*)

MATH 380 Introduction to Probability and Statistics

**Inside FSU Business** (33 hours):

ACCT 211 Financial Accounting

ACCT 212 Managerial Accounting

BLAW 291 Legal Environment of Business

BUAD 300 Professional Development I (2 hours)

MGMT 351 Management of Organizations

MGMT 355 Operations Management

MGMT 356 Leadership and Human Behavior

MKTG 361 Principles of Marketing

FINA 370 Corporate Finance

*or FINA 476 Financial Management (Accounting majors must take this as a CBK course)*

BUAD 400 Professional Development II (1 hour)

MGMT 405 Business Ethics and Social Responsibility

MGMT 485 Business Policy and Strategy

# Accounting

## Major

## Minor

## Combined BS/MBA Option

### Professors:

Bandura, R. Johnson,  
Middleton, Robinson (Chair),  
Shaffer-Wilson, D. Simmons

### Associate Professors:

Groer, Hollar, Ross

### Assistant Professor:

Bao

### Instructor:

Gilmore

- MBA courses for the combined BS in Accounting/MBA option may be completed at the Frostburg campus or at the University System of Maryland at Hagerstown.

	For Major	For Minor	Combined BS/MBA
Hours Required in FSUBusiness Common Body of Knowledge:	33	6	33
Hours Required in Accounting:	27	15	27
Economics Elective:	3	0	3
Hours Required in CBK Outside FSUBusiness	18-19	0	18-19
<b>Total Hours Required for Major/Minor</b>	<b>81-82</b>	<b>21</b>	<b>81-82</b>
General Education Program outside FSUBusiness	34		34
Free Electives	4-5		
Hours Required in MBA Program			30
<b>Total Hours Required:</b>	<b>120</b>	<b>21</b>	<b>150</b>

## Summary of Requirements for Major/Minor in Accounting

Major	Minor
<p><b>1. FSUBusiness CBK:</b> (33 hours)</p> <p>ACCT 211* Financial Accounting ACCT 212* Managerial Accounting BLAW 291* Legal Environment of Business BUAD 300 Professional Development I MGMT 351* Management of Organizations MGMT 355* Operations Management MGMT 356* Leadership &amp; Human Behavior MKTG 361* Principles of Marketing BUAD 400 Professional Development II MGMT 405* Business Ethics and Social Responsibility FINA 476* Financial Management MGMT 485* Business Policy and Strategy</p>	<p>(6 hours)</p> <p>ACCT 211* Financial Accounting ACCT 212* Managerial Accounting</p>
<p><b>2. CBK Courses Outside FSUBusiness:</b></p> <p><b>Communication Studies</b> (3 hours) CMST 102* Introduction to Human Communication</p> <p><b>Computer Science</b> (3 hours) COSC 100* Introduction to Computer Science</p> <p><b>Economics</b> (6 hours) ECON 201/211* Principles of Economics (Macro) (GEP LAC Group D) ECON 202/212* Principles of Economics (Micro)</p> <p><b>Mathematics</b> (6-7 hours) MATH 106* Algebra with Calculus for Business or MATH 220* Calculus for Applications I or MATH 236* Calculus I (GEP BR Math) MATH 209/219* Elements of Applied Probability and Statistics (GEP BR Math) or MATH 380* Introduction to Probability and Statistics</p>	
<p><b>3. Distribution Within Department:</b> (24 hours)</p> <p>ACCT 311* Intermediate Accounting I ACCT 312* Intermediate Accounting II ACCT 313* Intermediate Accounting III ACCT 305* Accounting Systems ACCT 315 Cost Accounting ACCT 325 Auditing ACCT 401 Advanced Financial Accounting ACCT 420 Tax</p>	<p>(6 hours)</p> <p>ACCT 311* Intermediate Accounting I ACCT 312 Intermediate Accounting II</p>
<p><b>4. Elective Hours in Department:</b> (3 hours)</p>	<p>(9 hours) From ACCT courses numbered higher than 312</p>
<p><b>5. Economics Elective</b> (3 hours) Three hours from ECON courses numbered higher than 212</p>	

\*You must receive a grade of "C" or better for this course to count toward major.

### **Combined B.S. in Accounting/MBA Program**

All CPA exam candidates in Maryland are required to have completed 150 hours of academic credit. This combined BS/MBA program will meet all educational requirements for CPA exam candidacy in Maryland. The combined BS/MBA program enables eligible students to complete FSU's B.S. in Accounting and MBA degree programs with 150 hours of academic credit. Separate pursuit of these degrees would require up to 168 hours of course work.

Graduates of FSU's accounting program who meet the eligibility requirements for the combined program will not have to complete the following FSU MBA courses:

- MGMT 501 Process and Production Management
- MGMT 502 Strategic Planning and Analysis
- MGMT 505 Business Ethics and Social Responsibility
- BLAW 504 Political, Regulatory, and Legal Environment
- ACCT 540 Financial Accounting
- ACCT 546 Managerial Accounting

Eligibility requirements for the combined BS/MBA:

- a) declared accounting major at FSU or FSU accounting graduate,
- b) a minimum score of 400 on the GMAT taken prior to the time of application,
- c) cumulative and major GPA of 2.5 or better at the time of application,
- d) approved application for admission to the 150-hour program to be submitted prior to the start of MBA classes.

### **Summary of Requirements for Combined BS in ACCT/MBA Option**

1. Complete all requirements for baccalaureate degree in accounting listed above (*120 hours*)
2. Apply for the combined BS/MBA program (*see eligibility requirements listed above*)
3. After acceptance, complete the following MBA courses: (*30 hours*)
  - MGMT 510 The Leadership Process
  - ECON 511 Economics for Managers
  - MGMT 512 Management Decision Analysis
  - MGMT 542 Organizational Behavior
  - BMIS 607 Management Information Systems
  - FINA 610 Financial Management
  - MGMT 620 Strategic Human Resource Management
  - MGMT 640 Marketing Management
  - MGMT 680 Strategic Integration
  - MGMT 690 Strategic Change Management



# Business Administration

## Major

## Minor

### Concentrations in:

- finance
- general management
- human resource management
- integrated business
- marketing
- small business/entrepreneurship

Department of Management and Department of Marketing and Finance

### Professors:

Hawk, Leonard, Lyons, McClive, Plucinski, Poorsoltan, Rahman, Shah, Tootoonchi (*Chair, Management*), Wilkinson

### Associate Professors:

Ashkeboussi, Ashley-Cotleur, McLellan, Shin, Singh

### Assistant Professor:

Harrell-Cook

### Instructors:

Gaumer (*Chair, Department of Marketing and Finance*), Higgins, Offstein, Shore, Sigerstad

- All concentrations may be completed on the Frostburg campus. The concentrations in general management and integrated business may be completed at the University System of Maryland at Hagerstown.

	Major	Minor
Hours Required in FSU <i>Business</i> Common Body of Knowledge:	33	0
Hours Required in Concentration:	27	15
Hours Required in CBK Outside FSU <i>Business</i> :	18-19	6
<b>Total Hours Required for Major/Minor:</b>	<b>78-79</b>	<b>21</b>
General Education Program outside FSU <i>Business</i> :	34	
Free Electives	7-8	
Hours Required for Bachelor's Degree	120	

## Summary of Requirements for Major/Minor in Business Administration

Major	Minor
<b>1. FSU <i>Business</i> CBK:</b> <i>(33 hours)</i> ACCT 211* Financial Accounting ACCT 212* Managerial Accounting BLAW 291* Legal Environment of Business BUAD 300 Professional Development I MGMT 351* Management of Organizations MGMT 355* Operations Management MGMT 356* Leadership & Human Behavior MKTG 361* Principles of Marketing FINA 370* Corporate Finance BUAD 400 Professional Development II MGMT 405* Business Ethics & Social Responsibility MGMT 485* Business Policy and Strategy	
<b>2. CBK Courses Outside <i>FSU Business</i>:</b> <b>Communication Studies</b> <i>(3 hours)</i> CMST 102* Intro. to Human Communication  <b>Computer Science</b> <i>(3 hours)</i> COSC 100* Introduction to Computer Science  <b>Economics</b> <i>(6 hours)</i> ECON 201/211* Principles of Economics (Macro) <i>(GEP LAC Group D)</i> ECON 202/212* Principles of Economics (Micro)  <b>Mathematics</b> <i>(6-7 hours)</i> MATH 106* Algebra with Calculus for Business <i>or</i> MATH 220* Calculus for Applications I <i>or</i> MATH 236* Calculus I <i>(GEP BR Math)</i> MATH 209/219* Elements of Applied Probability and Statistics <i>(GEP BR Math)</i> <i>or</i> MATH 380* Introduction to Probability and Statistics	
<b>3. Area of Concentration:</b> <i>(27 hours)</i> <i>Majors must choose to concentrate in one of the following. Requirements for each are specified below:</i> <ul style="list-style-type: none"> <li>· Finance</li> <li>· General Management</li> <li>· Human Resource Management</li> <li>· Integrated Business</li> <li>· Marketing</li> <li>· Small Business/Entrepreneurship</li> </ul>	

*\*You must receive a grade of C or better for this course to count toward major.*

*(18 hours)*

ACCT 100 Fundamentals of Accounting  
*or* ACCT 211 Financial Accounting  
 BUAD 100 Introduction to Business  
*or* BLAW 291 Legal Environment of Business  
 MGMT 351 Management of Organizations  
 MKTG 361 Principles of Marketing  
 FINA 303 Principles of Finance  
*or* FINA 370 Corporate Finance  
*or* FINA 476 Financial Management  
 MGMT356 Leadership & Human Behavior  
*or* BMIS 320 Advanced Computer Applications in Business

*(3 hours)*

ECON 200 Basic Economics  
*or* ECON 201/211 Principles of Economics-Macro *(GEP LAC Group D)*

## Requirements for Concentration in Finance

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- 1. Core Courses (51 - 52 hours):**  
Required of all majors in Business Administration.; listed above.
- 2. Required Courses in Concentration (12 hours):**  
FINA 375 Financial Institutions Management  
FINA 475 Securities Investment  
FINA 476 Financial Management  
FINA 479 Financial Policy
- 3. Elective Courses (15 hours):**  
*Three courses from among the following:*  
FINA 371 Insurance Planning and Risk Management  
FINA 373 Commercial Bank Management  
FINA 377 Retirement Income Planning  
FINA 381 Principles of Real Estate  
FINA 420 Entrepreneurial Finance  
FINA 470 International Financial Management  
  
*Two courses from among the following:*  
ACCT 311 Intermediate Accounting I  
ACCT 312 Intermediate Accounting II  
ACCT 420 Tax  
ECON 351 Intermediate Macro-Economics  
ECON 352 Intermediate Micro-Economics  
ECON 407 Business Cycles and Forecasting  
MATH 483 Theory of Interest  
MATH 484 Actuarial Mathematics I  
MATH 485 Actuarial Mathematics II

## Requirements for Concentration in General Management

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- 1. Core Courses (51- 52 hours):**  
Required of all majors in Business Administration; listed above.
- 2. Required courses in Concentration (15 hours):**  
BMIS 320 Advanced Computer Applications in Business  
BUAD 330 International Business  
MGMT 357 Human Resources Management  
MGMT 359 Quality Management  
ACCT 315 Cost Accounting  
*or* ECON 305 Managerial Economics  
*or* FINA 476 Financial Management
- 3. Elective Courses (12 hours):**  
*Four from among the following:*  
*Any ACCT, ECON, MGMT, MKTG or FINA courses numbered 300 and above not used to meet CBK or concentration requirements*  
CMST 300 Interpersonal Communication  
*or* CMST 322 Presentational Communication  
*or* CMST 335 Organizational Communication

## Requirements for Concentration in Human Resource Management

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- 1. Core Courses (51 - 52 hours):**  
Required of all majors in Business Administration; listed above.
- 2. Required courses in Concentration (18 hours):**  
BMIS 320 Advanced Computer Applications in Business  
BUAD 330 International Business  
MGMT 357 Human Resources Management  
MGMT 452 Staffing and Development  
MGMT 456 Compensation Management  
MGMT 457 Labor Relations
- 3. Elective Courses (9 hours):**  
*Three from among the following:*  
*Any ACCT, ECON, MGMT, MKTG or FINA courses numbered 300 and above not used to meet CBK or concentration requirements*  
CMST 300 Interpersonal Communication  
*or* CMST 322 Presentational Communication  
*or* CMST 335 Organizational Communication

## Requirements for Concentration in Integrated Business

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- 1. Core Courses (51 - 52 hours):**  
Required of all majors in Business Administration; listed above.
- 2. Required Courses in Concentration (6 hours):**  
BMIS 320\* Advanced Computer Applications in Business  
BUAD 330 International Business
- 3. Elective courses in Concentration (21 hours):**  
*Choose seven courses from the following, with at least two courses from a minimum of three disciplines:*  
**Accounting**  
ACCT 311\*Intermediate Accounting I  
ACCT 315 Cost Accounting *or* ACCT 325 Auditing  
ACCT 420 Tax  
**Economics**  
ECON 305 Managerial Economics  
ECON 306 Money and Banking  
ECON 307 Government, Business, and Public Policy  
**Finance**  
FINA 375 Financial Institutions Management  
FINA 420 Entrepreneurial Finance  
FINA 475 Securities Investment  
**Management**  
MGMT 357 Human Resources Management  
MGMT 359 Quality Management  
MGMT 415 New Business Ventures  
**Marketing**  
MKTG 363 Advertising  
MKTG 365 Principles of Selling  
MKTG 366 Consumer Behavior

*\*You must receive a grade of C or better for this course to count toward major.*

## Requirements for Concentration in Marketing

### 1. Core Courses (51 - 52 hours):

Required of all majors in Business Administration; listed above.

### 2. Required Courses in Concentration (15 hours):

MKTG 363 Advertising  
 MKTG 366 Consumer Behavior  
 MKTG 462 Marketing Research  
 MKTG 465 Marketing Strategies  
 MKTG 469 Marketing Plans Development

### 3. Elective Courses (12 hours):

Four (including at least two MKTG) from among the following:

MKTG 364 Retail Management  
 MKTG 365 Principles of Selling  
 MKTG 460 International Marketing  
 MKTG 466 Services Marketing  
 MKTG 467 Internet Marketing  
 ECON 460 Econometrics  
 GEOG 410 Locational Analysis  
 MATH 481 Applied Regression Analysis  
 SOCI 310 Statistics for Social Science  
 MGMT 359 Quality Management  
 or BMIS 320 Advanced Computer Applications in Business  
 or MGMT 415 New Business Ventures  
 or ACCT 315 Cost Accounting  
 or CMST 322 Presentational Analysis

## Requirements for Concentration in Small Business/ Entrepreneurship

### 1. Core Courses (51- 52 hours):

Required of all majors in Business Administration; listed above.

### 2. Required Courses in Concentration (21 hours):

BMIS 320 Advanced Computer Applications in Business  
 BUAD 330 International Business  
 MGMT 357 Human Resources Management  
 MKTG 366 Consumer Behavior  
 MGMT 415 New Business Ventures  
 FINA 420 Entrepreneurial Finance  
 MGMT 425 Entrepreneurial Business Plan

### 3. Elective Courses (6 hours):

Two from among the following:

Any ACCT, ECON, MGMT, MKTG or FINA courses numbered 300 and above not used to meet CBK or concentration requirements  
 CMST 300 Interpersonal Communication  
 or CMST 322 Presentational Communication  
 or CMST 335 Organizational Communication

## Economics

### Business Concentration

#### Professors:

Dalton, Mizak, Neral

#### Associate Professor:

Stair

#### Assistant Professors:

Anderson, Kiriazis (Chair),  
 Rossi

- The Concentration in Business Economics is recommended for students who intend to seek employment in the private sector and/or pursue graduate study in business.

	For Major
Hours Required in FSUBusiness Common Body of Knowledge:	33
Hours Required in Economics:	27
Hours Required in CBK Outside FSUBusiness:	18-21
<b>Total Hours Required for Major/Minor:</b>	<b>78-81</b>
General Education Program outside FSUBusiness	34
Free Electives	5-8
Hours Required for Bachelor's Degree	120

### Requirements for Major in Economics with Concentration in Business Economics

#### 1. FSUBusiness CBK:

(33 hours)

ACCT 211\* Principles of Accounting  
 ACCT 212\* Managerial Accounting  
 BLAW 291\* Legal Environment of Business  
 BUAD 300 Professional Development I  
 MGMT 351\* Management of Organizations  
 MGMT 355\* Operations Management  
 MGMT 356\* Leadership & Human Behavior  
 MKTG 361\* Principles of Marketing  
 FINA 370\* Corporate Finance  
 BUAD 400 Professional Development II  
 MGMT 405\* Business Ethics and Social Responsibility  
 MGMT 485\* Business Policy and Strategy

**2. CBK Courses Outside *FSUBusiness*:****Economics (6 hours)**ECON 201/211\* Principles of Economics (Macro) (*GEP LAC Group D*)

ECON 202/212\* Principles of Economics (Micro)

**Communication Studies (3 hours)**

CMST 102\* Intro. to Human Communication

**Computer Science (3 hours)**

COSC 100\* Introduction to Computer Science

**Mathematics (6 - 9 hours)**MATH 106\* Algebra with Calculus for Business **and** ECON 450\* Quantitative Economics

or MATH 220\* Calculus for Applications I

or MATH 236\* Calculus I (*GEP BR Math*)MATH 209/219\* Elements of Applied Probability and Statistics (*GEP BR Math*)

or MATH 380\* Introduction to Probability and Statistics

**3. Area of Concentration: (27 hours)**

ECON 351\* Intermediate Macro-Economics

ECON 352\* Intermediate Micro-Economics

ECON 305 Managerial Economics

ECON 400 International Trade

or ECON 401 International Finance

ECON 407 Business Cycles and Forecasting

or ECON 460 Introduction to Econometrics

ECON 491\* Seminar in Economics

*Select three of the following courses:*

ECON 301 Labor Economics

ECON 306 Money and Banking

ECON 307 Government, Business, and Public Policy

ECON 408 Urban and Regional Economics

ECON 492 Internship Research Paper

ECON 494 Field Experience in Economics

*\* Note: You must receive a grade of C or better for this course to count toward the major.*

# College of Business: Important Changes in Courses

The FSU College of Business has reorganized its administrative structure and course offerings, with full implementation beginning Fall 2004. The former Department of Business Management has been split into two departments: Management and Marketing/Finance. Most courses formerly identified by the discipline code BUAD will now have a more specific subject code, and some course titles and numbers have been changed.

If you are following a pre-2004 catalog, you should complete the course that is equivalent to the BUAD course listed in your requirements, as detailed in the following table.

If you have questions, contact your advisor or the sponsoring department.

**Important note: You cannot receive credit for both a course previously labelled BUAD and its current equivalent (as listed in this table).**

Old			New		
Disc Code	Course Number	Title	Disc Code	Course Number	Dept
<b>Accounting</b>					
ACCT	100	Financial Accounting new name: Fundamentals of Accounting	ACCT	100	
ACCT	201	Introductory Accounting I	ACCT	201	
ACCT	202	Introductory Accounting II	ACCT	202	
	<b>NEW</b>	Financial Accounting	ACCT	211	
ACCT	301	Intermediate Accounting I	ACCT	301	
ACCT	302	Intermediate Accounting II	ACCT	302	
ACCT	305	Accounting Systems	ACCT	305	
ACCT	310	Managerial Accounting for Business new name: Managerial Accounting	ACCT	212	
	<b>NEW</b>	Intermediate Accounting I	ACCT	311	
	<b>NEW</b>	Intermediate Accounting II	ACCT	312	
	<b>NEW</b>	Intermediate Accounting III	ACCT	313	
ACCT	315	Cost Accounting	ACCT	315	
ACCT	316	Advanced Cost Accounting	ACCT	316	
ACCT	325	Auditing	ACCT	325	
ACCT	326	Advanced Auditing	ACCT	326	
ACCT	330	Governmental and Nonprofit Accounting	ACCT	330	
ACCT	340	<del>Financial Reporting Issues</del>	<b>DELETED</b>		
ACCT	401	Advanced Financial Accounting I	ACCT	401	
ACCT	402	<del>Advanced Financial Accounting II</del>	<b>DELETED</b>		
ACCT	420	Tax	ACCT	420	
ACCT	421	Advanced Tax	ACCT	421	
ACCT	425	Volunteer Income Tax Assistance	ACCT	425	
ACCT	491	<del>Seminar in Accounting</del>	<b>DELETED</b>		
ACCT	494	Field Experience in Accounting	ACCT	494	

## Business Administration

BUAD	100	Introduction to Business	BUAD	100	MGMT
BUAD	291	Legal Environment of Business	BLAW	291	MK/FI
	<b>NEW</b>	Professional Development I	BUAD	300	MGMT
BUAD	301	Introduction to Personal Financial Planning	FINA	301	MK/FI
BUAD	303	Principles of Finance	FINA	303	MK/FI
BUAD	320	Advanced Computer Applications in Business	BMIS	320	MK/FI
BUAD	330	International Business	BUAD	330	MGMT
BUAD	351	Management of Organizations	MGMT	351	MGMT
BUAD	352	<del>Employment Law</del>	<b>DELETED</b>		MK/FI
BUAD	355	Operations Management	MGMT	355	MGMT
BUAD	356	Leadership and Interpersonal Skills new name: Leadership and Human Behavior	MGMT	356	MGMT
BUAD	357	Human Resources Management	MGMT	357	MGMT
BUAD	359	Total Quality Management new name: Quality Management	MGMT	359	MGMT
BUAD	361	Principles of Marketing	MKTG	361	MK/FI
BUAD	363	Advertising	MKTG	363	MK/FI
BUAD	364	Retail Management	MKTG	364	MK/FI

<b>Old</b>			<b>New</b>		
Disc Code	Course Number	Title	Disc Code	Course Number	Dept
BUAD	365	Principles of Selling	MKTG	365	MK/FI
BUAD	366	Consumer Behavior	MKTG	366	MK/FI
BUAD	370	Corporate Finance	FINA	370	MK/FI
BUAD	371	Insurance Planning and Risk Management	FINA	371	MK/FI
BUAD	373	Commercial Bank Management	FINA	373	MK/FI
BUAD	375	Financial Institutions Management	FINA	375	MK/FI
BUAD	377	Retirement Income Planning	FINA	377	MK/FI
BUAD	380	Social Responsibility in Business new name: Business Ethics and Social Responsibility	MGMT	405	MGMT
BUAD	381	Principles of Real Estate	FINA	381	MK/FI
<b>NEW</b>		Professional Development II	BUAD	400	MGMT
BUAD	415	New Business Ventures	MGMT	415	MGMT
<b>NEW</b>		Entrepreneurial Finance	FINA	420	MK/FI
<b>NEW</b>		Entrepreneurial Business Plan	MGMT	425	MGMT
BUAD	450	International Management	MGMT	450	MGMT
BUAD	452	Staffing and Development	MGMT	452	MGMT
BUAD	455	Management Information Systems	BMIS	455	MK/FI
BUAD	456	Compensation Management	MGMT	456	MGMT
BUAD	457	Labor Relations	MGMT	457	MGMT
BUAD	460	International Marketing	MKTG	460	MK/FI
BUAD	462	Marketing Research	MKTG	462	MK/FI
BUAD	465	Marketing Strategies	MKTG	465	MK/FI
BUAD	466	Services Marketing	MKTG	466	MK/FI
BUAD	467	Internet Marketing	MKTG	467	MK/FI
BUAD	469	Marketing Plans Development	MKTG	469	MK/FI
BUAD	470	International Financial Management	FINA	470	MK/FI
BUAD	475	Securities Investment	FINA	475	MK/FI
BUAD	476	Financial Management	FINA	476	MK/FI
BUAD	479	Financial Policy	FINA	479	MK/FI
BUAD	485	Business Policy and Strategy	MGMT	485	MGMT
<b>NEW</b>		Special Topics in Business Administration - Marketing	MKTG	490	MK/FI
<b>NEW</b>		Special Topics in Business Administration - Finance	FINA	490	MK/FI
<b>NEW</b>		Special Topics in Business Administration - Management	MGMT	490	MGMT
BUAD	490	<del>Special Topics in Business Administration</del>	<b>DELETED</b>		
BUAD	491	<del>Seminar in Business Administration</del>	<b>DELETED</b>		
BUAD	492	<del>Internship Research Paper</del>	<b>DELETED</b>		
BUAD	494	<del>Field Experience in Business Administration</del>	<b>DELETED</b>		
<b>NEW</b>		Field Experience in Marketing	MKTG	494	MK/FI
<b>NEW</b>		Field Experience in Finance	FINA	494	MK/FI
<b>NEW</b>		Field Experience in Management	MGMT	494	MGMT
BUAD	495	<del>Internship in Business Administration</del>	<b>DELETED</b>		
BUAD	499	Independent Study in Business Administration	BUAD	499	MGMT

## Economics

course titles and names remain the same except as noted:

ECON	313	<del>Economics of Race and Gender</del>	<b>DELETED</b>
ECON	440	<del>Introduction to Game Theory</del>	<b>DELETED</b>

## Accounting

The following courses are for students in the 2003 and prior catalogs only. These courses are being phased out and new students should not begin this sequence. These courses will NOT meet requirements for students in the 2004 and later catalogs.

- ACCT 201 Introductory Accounting I 3 cr.  
Credit cannot be earned for both ACCT 201 and ACCT 211.
- ACCT 202 Introductory Accounting II 3 cr.
- ACCT 301 Intermediate Accounting I 3 cr.  
Credit cannot be earned for both ACCT 301 and ACCT 311.
- ACCT 302 Intermediate Accounting II 3 cr.  
Credit cannot be earned for both ACCT 302 and ACCT 312 or ACCT 313.

ACCT 211 Financial Accounting 3 cr.  
**Required for students in 2004 and later catalogs.** An introduction to the principles and concepts of financial accounting, including the basic accounting process, required to make informed decisions based on financial statement information. Credit cannot be earned for both ACCT 211 and ACCT 201. Every semester.

ACCT 212 Managerial Accounting 3 cr.  
**Required for students in 2004 and later catalogs.** Accounting as a tool for decision making, control and evaluation. Volume-cost-profit analysis, budgeting, standard costing, variance analysis and product costing. Credit cannot be earned for both ACCT 212 and ACCT 310. *Prerequisite: C grade or better in ACCT 211.*

ACCT 305 Accounting Systems 3 cr.  
*Prerequisite change: C grade or better in ACCT 311 and COSC 100.*

ACCT 311 Intermediate Accounting I 3 cr.  
**Required for students in 2004 and later catalogs.** Accounting standards, conceptual framework, comprehensive development of the accounting process, financial statement preparation, and time value of money. Credit cannot be earned for both ACCT 301 and ACCT 311. *Prerequisites: C grade or better in ACCT 211 or 202.*

ACCT 312 Intermediate Accounting II 3 cr.  
**Required for students in 2004 and later catalogs.** Application of accounting theory and techniques, sequel to ACCT 311. Current assets, plant assets, intangible assets, liabilities and stockholders' equity. Credit cannot be earned for both ACCT 312 and ACCT 302. Every semester. *Prerequisite: C grade or better in ACCT 311.*

ACCT 313 Intermediate Accounting III 3 cr.  
**Required for students in 2004 and later catalogs.** Application of accounting theory and techniques, sequel to ACCT 311 and ACCT 312. Earnings per share, investments, revenue recognition, income taxes, pensions and postretirement benefits, leases, accounting changes and error analysis, statement of cash flows and full disclosure. Credit cannot be earned for both ACCT 313 and ACCT 302. Every semester. *Prerequisite: C grade or better in ACCT 312.*

ACCT 315 Cost Accounting 3 cr.  
In depth coverage of cost planning, determination, evaluation and analysis. Budgeting, pricing, and decision making are also emphasized. Spring. *Prerequisite: C grade or better in ACCT 212.*

ACCT 325 Auditing 3 cr.  
*Prerequisite change: C grade or better in ACCT 301 or ACCT 311.*

ACCT 330 Governmental and Nonprofit Accounting 3 cr.  
*Prerequisite change: C grade or better in ACCT 301 or ACCT 311.*

ACCT 401 Advanced Financial Accounting 3 cr.  
Partnerships, business combinations, consolidated financial statements, international accounting issues, foreign currency transactions, foreign currency financial statement translation and other current topics. Fall. *Prerequisite: C grade or better in ACCT 312 or ACCT 302.*

ACCT 420 Tax 3 cr.  
*Prerequisite change: 75 credits and C grades or better in ACCT 202 or ACCT 211.*

ACCT 421 Advanced Tax 3 cr.  
*Prerequisite change: ACCT 401 and C grade or better in ACCT 420.*

## Business Law

BLAW 291 Legal Environment of Business 3 cr.  
The workings and importance of legal institutions; the law as a system of social thought and social action. The analysis and study of the law of contracts, agency, employment, negotiable instruments, real property, personal property, sales and insurance. Every semester. *Prerequisite: 30 credits.*

## Business Administration

BUAD 300 Professional Development I 2 cr.  
Introduction to the professional aspects of a career in one of the majors or concentrations offered by the College of Business. Every semester. Graded Pass/Fail. Strict attendance policy. *Prerequisite: 24 credits.*

BUAD 400 Professional Development II 1 cr.  
Provides professional advice for students ending their academic careers and getting ready to embark on professional careers. BUAD 400 is a requirement for graduation with a degree from the College of Business. Every semester. Graded Pass/Fail. Strict attendance policy. *Prerequisite: 100 credits.*

## Economics

ECON 303 American Economic History 3 cr.  
*Prerequisite change: ECON 200; or ECON 201 and ECON 202.*

ECON 305 Managerial Economics 3 cr.  
*Prerequisite change: ECON 201 and ECON 202; and MATH 106 or MATH 220 or MATH 236.*

ECON 307 Government, Business, and Public Policy 3 cr.  
*Prerequisite change: ECON 200; or ECON 201 and ECON 202.*

## Finance

FINA 420 Entrepreneurial Finance 3 cr.  
Introduction to financial issues relevant to small and emerging businesses, with special emphasis on sourcing capital. Analysis of the financial needs of new business ventures, profit management and cash flow analysis, entrepreneurial capital budgeting, accessing government sources of financing, working capital management, long-term financial policy, as well as external expansion through mergers and acquisitions. Spring. *Prerequisite: FINA 370.*

FINA 494 Field Experience in Finance 3 or 6 cr.  
Guided work experience in finance for commercial, nonprofit, or government organizations. Minimum of 135 clock hours of experience for 3 credits. Minimum of 270 clock hours of experience for 6 credits. Academic component consists of two research papers on experience-related topics and a detailed report on the field experience. Previous experience not acceptable for credit. Repeatable up to 6 credits. Spring and Summer. *Prerequisites: Junior or senior standing; departmental approval.*

## Management

**MGMT 355 Operations Management** 3 cr.  
Introduction to the operations function of a business. Relation between value and efficient operations, forecasting, capacity planning, management of supply chain and materials, quality issues, and project management. Every semester. *Prerequisites: MATH 209, MGMT 351.*

**MGMT 356 Leadership and Human Behavior** 3 cr.  
Introduction to leadership theories and concepts; emphasis on applications of leadership qualities and human skills required for managerial success and organizational effectiveness. Every semester. *Prerequisite: 42 credits.*

**MGMT 359 Quality Management** 3 cr.  
The Quality Management concept; relationship between quality and competitiveness; developing a quality culture through establishing a customer focus, employee involvement and empowerment, team building, education and training; quality tools; implementing quality management. Every semester. *Prerequisite: MGMT 351, MATH 209.*

**MGMT 405 Business Ethics and Social Responsibility** 3 cr.  
Business ethics; the relationship of business with society; stakeholder relationships and the social responsibility of business to various constituencies; social, ethical and public policy issues affecting business and the managerial approaches for dealing with these issues. Not open to students who have credit for former BUAD 380 or 480. Every semester.

**MGMT 415 New Business Ventures** 3 cr.  
Development of new ideas and opportunities into new businesses, potential problems and requirements for success, sources of venture capital. This course will use a case study approach requiring both oral and written presentations. Fall. *Prerequisites: MGMT 351, MKT 361, and FINA 303 or FINA 370.*

**MGMT 425 Entrepreneurial Business Plan** 3 cr.  
Opportunity assessment and feasibility analysis, as well as implementation, deal structure and operations for entrepreneurially-minded FSU students. Each topic is approached from a pragmatic perspective. The class discussions and assignments are based upon live experiences. The lecture, the readings, and the speakers all reflect that purpose. Spring. *Prerequisite: MGMT 415.*

**MGMT 452 Staffing and Development** 3 cr.  
Offered every fall. *Prerequisite: MGMT 357.*

**MGMT 494 Field Experience in Management** 3 or 6 cr.  
Guided work experience in management for commercial, nonprofit or government organizations. Minimum of 135 clock hours of experience for 3 credits. Minimum of 270 clock hours of experience for 6 credits. Academic component consists of two research papers on experience-related topics and a detailed report on the field experience. Previous experience not acceptable for credit. Repeatable up to 6 credits. Spring and Summer. *Prerequisites: Junior or senior standing; departmental approval.*

## Marketing

**MKTG 364 Retail Management** 3 cr.  
Offered fall of odd-numbered years.

**MKTG 365 Principles of Selling** 3 cr.  
Offered every fall.

**MKTG 460 International Marketing** 3 cr.  
Offered every spring.

**MKTG 462 Marketing Research** 3 cr.  
The role of marketing research in the formulation and solution of marketing problems and the development of the student's basic skills in conducting and evaluating marketing research products. Special emphasis on problem formulation, research design, alternative methods of data collection (including data collection instruments, sampling and field operations) and data analysis techniques. Every semester. *Prerequisite: MKTG 361 and MATH 209.*

**MKTG 465 Marketing Strategies** 3 cr.  
Market analysis, product planning, channels of distribution, pricing and promotional decision making; analysis of environmental constraints and market opportunities. Every semester. *Prerequisites: MKTG 361 and 366.*

**MKTG 466 Services Marketing** 3 cr.  
Offered every fall.

**MKTG 469 Marketing Plans Development** 3 cr.  
Development of complete and formal marketing plans for existing or new consumer products. Structure encompasses all aspects of a contemporary marketing plan from situational analysis through implementation and control. Every semester. *Prerequisites: MKTG 363, 366, 462, 465.*

**MKTG 494 Field Experience in Marketing** 3 or 6 cr.  
Guided work experience in marketing for commercial, nonprofit or government organizations. Minimum of 135 clock hours of experience for 3 credits. Minimum of 270 clock hours of experience for 6 credits. Academic component consists of two research papers on experience-related topics and a detailed report on the field experience. Previous experience not acceptable for credit. Repeatable up to 6 credits. Spring and Summer. *Prerequisites: Junior or senior standing; departmental approval.*



# Courses of Study

## Athletic Training

### Major

*Change in admission requirements:*

The admission requirements remain as stated in the 2003-2005 Undergraduate Catalog with the addition of the following:

- 8. Signed copy of the Technical Standards for admission into the Athletic Training Program.

The total number of students that can be accepted into the program is dependent on the availability of clinical placements. Meeting the criteria listed in the section on the Application Review Process does not guarantee acceptance into the Athletic Training Program.

*Change in major requirements:*

Major

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#### 1. HPE Courses:

HEED 413 Rehabilitation Techniques in Sports Medicine (*replaces PHEC 413*)

## Economics

### Major

#### Concentrations in

**business economics**

(see College of Business section)

**public policy economics**

**quantitative economics**

### Minor

*Change in concentrations:*

- All economics majors other than those with a business economics concentration must complete a common core curriculum. Students may major in economics without pursuing a specialized concentration or they may pursue a concentration in Business Economics, Public Policy Economics or Quantitative Economics.
- The economics major without specialized concentration is appropriate for students with a social science perspective. It provides excellent preparation for entry-level employment in the private or public sectors, as well as for law school or graduate school.
- The Concentration in Business Economics is recommended for students who intend to seek employment in the private sector and/or pursue graduate study in business. Requirements for this major are listed in the College of Business section of the catalog
- The Concentration in Public Policy Economics is recommended for students who intend to seek employment in government or with other policy-oriented organizations.
- The Concentration in Quantitative Economics is recommended for students who intend to seek employment in economic consulting or forecasting and/or pursue graduate study in economics.
- A concentration in International Economics is available in the International Studies Major.

#### Requirements for Major in Economics with Concentration in Quantitative Economics

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#### 2. Other Economics Courses: (21 hours)

ECON 300 History of Economic Thought

*or* ECON 303 American Economic History

ECON 407 Business Cycles and Forecasting

ECON 450 Quantitative Economics

ECON 460 Introduction to Econometrics

*Students must also complete at least 9 additional elective credit hours in economics (excluding ECON 495) or Mathematics (excluding MATH 495) at the 300 or 400 level.*

## Education

### K-12 Programs

#### Teaching Certification

*Change in course numbers:*

#### Professional Education Sequence for K-12 Programs

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#### ART

**Phase II** EDUC 451 Art Education Methods for the Elementary Teacher

(14.5 hours) EDUC 450 Art Education Methods for the Secondary Teacher

# Criminal Justice

## Collaborative Program

### Major

#### Coordinator:

David Lewis, Department of Political Science

#### Coordinating Committee:

##### Professor:

T. Mappes (Philosophy)

#### Associate Professors:

Lewis (Political Science)  
Olson (Sociology)

#### Assistant Professor:

Johnson (Political Science)  
McMullen (Sociology)

- If you complete the major in criminal justice, you will earn the Bachelor of Technical and Professional Studies (BTPS) degree.
- Since criminal justice is an interdisciplinary program, grades in all program courses completed at FSU count in the major grade point average.
- Six credits of field experience are required.
- Students who do not hold an AAS in criminal justice should see the Law and Society major with concentrations in criminal justice and legal studies for additional paths to careers in law and law enforcement.
- The program described here will be offered at the University System of Maryland at Hagerstown. See the *2003-2005 Undergraduate Catalog* for a description of the BTPS in Criminal Justice offered at the Frostburg campus in collaboration with Allegany College of Maryland.

	Major
Hours required at Hagerstown or Frederick Community College:	62-70
Hours required at Frostburg State University:	50-58
Total Hours Required:	120

The Bachelor of Technical and Professional Studies degree in criminal justice is a collaborative program between Frostburg State University, Hagerstown Community College, and Frederick Community College. The program is designed to provide advanced career opportunities for students who hold an Associate of Applied Science degree in criminal justice from HCC or FCC, or an AA degree in criminal justice from FCC. If you hold a similar degree from another program, you may be considered for admission based on an articulation agreement between FSU and the other undergraduate institution.

The program is designed to prepare students for advancement in careers in law enforcement, corrections, and probation and parole. Building on the technical skills gained in the associate degree program, and on experience in the field, the baccalaureate program will enhance your understanding of societal issues, political processes, and administrative structures that impact the criminal justice system, and provide opportunities to hone your writing, research, and management skills.

## Summary of Requirements for a Major in Criminal Justice

**1. An Associate of Applied Science in Administration of Justice** from Hagerstown Community College or an Associate's or Associate of Applied Science degree in Criminal Justice from Frederick Community College.

**2. General Education Requirements:** You must complete a minimum of 40 credits in general education as part of the baccalaureate program.

**3. Program Core Courses** at Hagerstown and Frederick Community Colleges:  
(27 hours)

Hagerstown Community College	Frederick Community College
ADJ 101 Intro to Criminal Justice	CJ 101 Intro to Criminal Justice
PSY 201 General Psychology	PS 101 Intro to Psychology
POL 101 American Government	PI 104 American Government National
SOC 103 Criminology	SO 201 Criminology
ADJ 209 Corrections Management	CJ 214 The Correctional Process
ADJ 204 Criminal Investigation	CJ 220 Criminal Evidence and Procedure
ADJ 208 Police Management	CJ 204 Police Operational Services
POL 202 Constitutional Law	CJ 110 Criminal Law
ADJ 201 Law Enforcement/Community	CM or CMSP 103 Speech Fundamentals

**4. Program Core Courses** at Frostburg State University:  
(27-30 hours)

SOCI 442 Juvenile Delinquency  
POSC 323 Public Administration  
POSC 423 Constitutional Law II  
ENGL 338 Technical Writing or ENGL 330 Business Writing  
SOCI 311 Basic Research Methods  
CRJU 490 Advanced Topics in Criminal Justice (6 hours)  
CRJU 494 Field Experience (6-9 hours)

**5. Program Elective Courses** at Frostburg State University:  
(6 hours)

MGMT 351 Management of Organizations  
MGMT 356 Leadership and Interpersonal Skills\*  
MGMT 357 Human Resource Management\*  
POSC 321 State and Local Politics  
POSC 358 American Public Policy  
POSC 422 American Constitutional Law I

\*Requires MGMT 351 as prerequisite

# History

*Change in concentration:*

The concentration in public history has been discontinued effective Fall 2004. Concentrations still are available in international history and history of the Americas.

# International Studies

*Change in concentrations:*

**Four concentrations offered:**

- globalization and culture (*see description for International Business in previous catalog*)
- international development
- international economics
- international politics

**Major**

**Minor**

See the chart in the College of Business section for discipline code and other changes in business courses included in the major.

# Music

**Major**

*Changes in requirements for major:*

All students entering or re-entering the major are required to pass an audition in their primary performance area before being accepted as a music major. Students changing their primary performance area must re-audition before being re-accepted as a music major.

*MUSC 414 Class Piano deleted from supplementary requirements:*

**2. Supplementary Requirements:**

*(5 hours for performance specializations, 4 hours for music management and teacher certification)*

*Select from:*

- MUSA 116-123 Private Instruction
- MUSA 356-363 Private Instruction
- MUSC 319, 329, 330, 333 Ensembles
- MUSA 104, 105, 203 Class Piano
- MUSA 106-112, 208-311 Class Instruments, Class Voice

*Changes in Music Management Concentration requirements:*

	Music Mgmt
Hours Required in Music:	65-68
Hours Required in Other Depts:	21
<b>Total Hours Required:</b>	<b>86- 89</b>

**3. Advanced Courses:**

*(14-17 hours)*

- MUSC 358 The Business of Music and Arts Management
- MUSC 356 Computer Music Technology
- MUSC 492 Senior Project Paper
- MUSC 495 Internship in Music Management *(6 or 9 hours)*

# Psychology

*Changes in Requirements for Child and Family Psychology Certificate*

**2. Required course work in Psychology that must be taken in sequence (12 hours minimum):**  
*(May be used to satisfy group and elective requirements for the major above)*

D) **One** of the following 400-level learning experiences:

PSYC 404 Psychology of the Exceptional Child

**PSYC 440 Survey of Family Psychology and Intervention Issues**

PSYC 490 Special Topics in Psychology involving children and/or adolescents

PSYC 492/495 Internship in Psychology involving children and/or adolescents

PSYC 498 Readings in Psychology involving children and/or adolescents

PSYC 499 Psychology Projects involving research concerning children and/or adolescents

# Recreation and Parks Management

*Changes in major requirements:*

**2. Courses Outside Department:**

*(3 hours)*

COSC 100 Introduction to Computer Science

or COSC 220 Introduction to Software Applications

or EDUC 454 Microcomputer Application in Education

or approved computer application course

*Changes in concentration requirements:*

	Hospitality & Tourism
Hours Required in RECR:	39
Hours Required in Other Departments:	9
Additional Hours Required:	19
Total Hours Required:	67

## Hospitality Management & Tourism Concentration

**C. Hotel and Resort courses:**

*(19 hours)*

\*\*30-110 Food Service Sanitation

\*\*30-160 Quantity Food Production

\*\*30-203 Food Purchasing, Inventory and Cost Control

\*\*30-204 Menu Planning and Food Merchandising

\*\*30-205 Food and Beverage Cost Control

\*\*30-209 Hotel/Motel Front Office Management

\*\*30-215 Hotel/Motel Property Management

*\*\*Allegany College of Maryland courses*

# New and revised course descriptions

Listed alphabetically by department

## Criminal Justice

**CRJU 490 Advanced Topics in Criminal Justice** 1-3 cr.  
Selected topics in criminal justice relating to law enforcement or corrections. Does not duplicate any other FSU course. May be repeated for credit if topics are substantially different. Variable. *Prerequisite: POSC 324 or permission of instructor.*

**CRJU 494 Field Experience** 6-9 cr.  
Guided work experience in a criminal justice agency. Minimum 225 work hours of experience for 6 credits; 339 work hours for 9 credits. Academic component of course consists of at least one writing project and an oral presentation. Variable. *Prerequisite: POSC 324 or course equivalent.*

## Educational Professions

**EDUC 450 Art Education Methods for the Secondary Teacher** 3 cr.  
Curriculum, goals, content and organization of secondary art education. Theories of visual development and artistic behavior in age-appropriate students; materials, resources and processes for teaching art; classroom management, and technology applications. Two hrs. lecture, 2 hr. lab. Credit cannot be earned for both EDUC 450 and EDUC 308. Fall. *Prerequisites: admission to Phase II or permission of the Department Chair; EDUC 392 and EDUC 451 recommended concurrently.*

**EDUC 451 Art Education Methods for the Elementary Teacher** 3 cr.  
Curriculum, goals, content, and organization of elementary art education. Theories of visual development and artistic behavior in age-appropriate students; materials, resources and processes for teaching art; classroom management and technology applications. Two hrs. lecture, 2 hr. lab. Credit cannot be earned for both EDUC 451 and EDUC 309. Fall. *Prerequisites: admission to Phase II or permission of the Department Chair; EDUC 392 and EDUC 450 recommended concurrently.*

**SCED 416 Business Education in the Secondary School** 3 cr.  
Methods of teaching business content and skill competencies, organization and evaluation of work experiences, and the leadership role of the teacher in the development of student organizations. Included are: philosophy, aims, purposes and objectives of Business Education; planning, organizing, and evaluating the educational process, facilities and equipment; survey techniques used in business; teacher role in developing attitudes and preparing students for life-long learning. Proficiency in the skill areas required. Credit cannot be earned for both SCED 416 and SCED 316. Fall. *Prerequisites: Phase II admission or permission of Department Chair; EDUC 391 recommended concurrently.*

## English

**ENGL 221 Intro. to Literature/Intermediate Composition** 4 cr.  
Open only to students never enrolled in ENGL 101/111.

**ENGL 281 Literature Into Film** 3 cr.  
Critical examination of how literary works are translated into film, analyzing the means by which the director and others (actors, cinematographers, editors) interpret the literary work being adapted. Weekly film viewing. Fall, even-numbered years. *Prerequisite: C or better in ENGL 101 or 111 or equivalent.*

**ENGL 282 Shakespeare on Film** 3 cr.  
A critical examination of Shakespeare's plays on film, considering the films as interpretations and adaptations. The emphasis will be both literary - how do the films interpret and revise Shakespeare's drama - and cultural - what do these films reveal about the culture that produced them. Weekly film viewing. Fall, odd-numbered years. *Prerequisite: C or better in ENGL 101 or 111 or equivalent.*

**ENGL 344 Film Theory** 3 cr.  
Critical survey of world film with an emphasis on theoretical schools and movements. Three hours discussion with a weekly film viewing. Spring, odd-numbered years. *Prerequisites: ENGL 101 or equivalent, ENGL 207 or permission of instructor.*

*Course number change:*

**ENGL 494 Field Experience in Writing** 3 cr.  
Requires nine work-hours per week of practical writing experience in an approved, supervised, professional setting. Every semester. *Prerequisites: junior or senior standing. Permission of the department chair and a faculty coordinator.*

## Health, Physical Education and Recreation

**HEED 318 Orthopedic Assessment I: Upper Extremity** 4 cr.  
Three hrs. lecture, 2 hrs. lab.

**HEED 319 Orthopedic Assessment II: Lower Extremity** 4 cr.  
Three hrs. lecture, 2 hrs. lab.

**HEED 413 Rehabilitation Techniques in Sport Medicine** 3 cr.  
Various aspects of the rehabilitation process for the physically active or athletic population. Goals, techniques, evaluation methods and specific rehabilitation programs covered. Credit cannot be earned for both HEED 413 and PHEC 413. Fall. *Prerequisite: HEED 319.*

## International Studies

**INST 100 Introduction to International Studies** 3 cr.  
An introductory study of the diverse areas of the world with a focus on contemporary issues and conflicts. Fall.

**INST 491 Seminar in International Studies** 3 cr.  
In-depth examination of topics in international studies through presentations, discussions and the preparation of a seminar paper. Spring. *Prerequisites: completion of International Studies core courses and six hours in an area of focus, or permission of the instructor.*

## Mathematics

**MATH 238 Calculus III** 4 cr.  
Credit cannot be earned for MATH 238 and either MATH 228 or MATH 320.

## Music

*Change in credit hours:*

**MUSC 329 Marching Band: Concert Band** 1 cr.  
**MUSC 495 Music Internship** 6-9 cr.

*Change in course title:*

**MUSC 340 Chamber Chorale**

## Psychology

**PSYC 440 Survey of Family Psych. & Intervention Issues** 3 cr.  
General survey of the principal theories and research about family interaction patterns and interventions with families. Includes systems approaches, family life cycle development, social forces affecting families, and mental health issues including substance abuse/dependency. Not intended to prepare students to provide family therapy. Summer or Intersession. *Prerequisites: PSYC 210 or 212, at least 90 credits, or permission of instructor.*

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**FSU at a glance****Notes****Majors**

Accounting  
Actuarial Science  
Art & Design  
Athletic Training  
Biology  
Business Administration  
Business Education  
Chemistry  
Communication Studies  
Computer Science  
Criminal Justice  
Dance  
Early Childhood/Elementary Education  
Earth Science  
Economics  
Electrical Engineering  
Elementary Education  
English  
Environmental Analysis & Planning  
Exercise & Sport Science  
Foreign Languages & Literature  
Geography  
Health & Physical Education  
Health Science Administration  
History  
Information Technology  
International Studies  
Interpretive Biology & Natural History  
Law and Society  
Liberal Studies  
Mass Communication  
Mathematics  
Mechanical Engineering  
Music  
Philosophy  
Physics  
Political Science  
Psychology  
Recreation & Parks Management  
Social Science  
Social Work  
Sociology  
Theatre  
Urban & Regional Planning  
Wildlife & Fisheries

**Pre-Professional Programs**

BS Chemistry/ Doctor of Pharmacy  
Dental Hygiene  
Dentistry  
Law  
Medical Technology  
Medicine  
Nursing  
Occupational Therapy  
Optometry  
Pharmacy  
Physical Therapy  
Veterinary Medicine