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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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

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

Spring Semester 2005

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

Interession 2005

<table>
<thead>
<tr>
<th>Event</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Residence halls open, noon</td>
<td>Jan. 2</td>
</tr>
<tr>
<td>Classes begin</td>
<td>Jan. 3</td>
</tr>
<tr>
<td>Martin Luther King Day, no classes</td>
<td>Jan. 17</td>
</tr>
<tr>
<td>Last day of classes</td>
<td>Jan. 25</td>
</tr>
</tbody>
</table>

Summer Sessions 2005

<table>
<thead>
<tr>
<th>Session</th>
<th>Begin</th>
<th>End</th>
</tr>
</thead>
<tbody>
<tr>
<td>First Summer Session</td>
<td>May 24</td>
<td></td>
</tr>
<tr>
<td>See the Summer Session Schedule Booklet for complete calendar.</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
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.

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

<table>
<thead>
<tr>
<th>Tuition - full time (12 cr. or more)</th>
<th>1st Semester</th>
<th>2nd Semester</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Maryland Residents</td>
<td>$2,360</td>
<td>$2,360</td>
<td>$4,720</td>
</tr>
<tr>
<td>Out-of-State Residents</td>
<td>6,132</td>
<td>6,132</td>
<td>12,264</td>
</tr>
<tr>
<td>Contiguous County Residents</td>
<td>4,720</td>
<td>4,720</td>
<td>9,440</td>
</tr>
</tbody>
</table>

Mandatory Fees

| Activities Fee | $85 | $85 | $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  |
| Total Fees     | $555| $555| $1,110|

Total Tuition and Fees

<table>
<thead>
<tr>
<th>Financial Aid Status</th>
<th>Tuition &amp; Fees</th>
<th>1st Semester</th>
<th>2nd Semester</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Maryland Residents</td>
<td>$2,915</td>
<td>$2,915</td>
<td>$5,830</td>
<td></td>
</tr>
<tr>
<td>Out-of-State Residents</td>
<td>6,687</td>
<td>6,687</td>
<td>13,374</td>
<td></td>
</tr>
<tr>
<td>Contiguous County Res.</td>
<td>5,275</td>
<td>5,275</td>
<td>10,550</td>
<td></td>
</tr>
</tbody>
</table>

Room Charges

<table>
<thead>
<tr>
<th>Location</th>
<th>Double</th>
<th>$1,572</th>
<th>$1,572</th>
<th>$3,144</th>
</tr>
</thead>
<tbody>
<tr>
<td>All other halls</td>
<td>$1,536</td>
<td>$1,536</td>
<td>$3,072</td>
<td></td>
</tr>
<tr>
<td>Small single</td>
<td>$1,697</td>
<td>$1,697</td>
<td>$3,394</td>
<td></td>
</tr>
<tr>
<td>Large single</td>
<td>$1,840</td>
<td>$1,840</td>
<td>$3,680</td>
<td></td>
</tr>
</tbody>
</table>

Board Charges

<table>
<thead>
<tr>
<th>Dining Plan</th>
<th>1st Semester</th>
<th>2nd Semester</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Carte Blanche with $200 bonus bucks</td>
<td>$1,538</td>
<td>$1,538</td>
<td>$3,076</td>
</tr>
<tr>
<td>Block Plan -150 meals w/ $100 bonus bucks</td>
<td>1,388</td>
<td>1,388</td>
<td>2,776</td>
</tr>
<tr>
<td>14-meal with $100 bonus bucks</td>
<td>1,314</td>
<td>1,314</td>
<td>2,628</td>
</tr>
<tr>
<td>12-meal with $250 bonus bucks</td>
<td>1,425</td>
<td>1,425</td>
<td>2,850</td>
</tr>
<tr>
<td>10-meal with $75 bonus bucks</td>
<td>1,199</td>
<td>1,199</td>
<td>2,398</td>
</tr>
<tr>
<td>Straight 10-meal</td>
<td>1,124</td>
<td>1,124</td>
<td>2,248</td>
</tr>
</tbody>
</table>

Total tuition, fees, room and board**

<table>
<thead>
<tr>
<th>Financial Aid Status</th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Maryland Residents</td>
<td>$6,025</td>
<td>$6,025</td>
<td>$12,050</td>
</tr>
<tr>
<td>Out-of-State Residents</td>
<td>9,797</td>
<td>9,797</td>
<td>19,594</td>
</tr>
<tr>
<td>Contiguous County Res.</td>
<td>8,385</td>
<td>8,385</td>
<td>16,770</td>
</tr>
</tbody>
</table>

*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.

**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.

## FSU's Teacher Education Report Card

### Contextual Information

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

*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

<table>
<thead>
<tr>
<th>Type of Assessment</th>
<th>Number Taking Assessment</th>
<th>Number Passing Assessment</th>
<th>Institutional Pass Rate</th>
<th>Statewide Pass Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aggregate - Basic Skills</td>
<td>129</td>
<td>128</td>
<td>99%</td>
<td>99%</td>
</tr>
<tr>
<td>Aggregate - Professional Knowledge</td>
<td>115</td>
<td>107</td>
<td>93%</td>
<td>96%</td>
</tr>
<tr>
<td>Aggregate - Academic Content Areas**</td>
<td>151</td>
<td>142</td>
<td>94%</td>
<td>98%</td>
</tr>
<tr>
<td><strong>Summary Totals and Pass Rates</strong></td>
<td><strong>129</strong></td>
<td><strong>125</strong></td>
<td><strong>97%</strong></td>
<td><strong>85%</strong></td>
</tr>
</tbody>
</table>

1. 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.
2. Institutions and/or States did not require the assessments within an aggregate where data cells are blank.
3. Number of completers who took one or more tests in a category and within their area of specialization.
4. Number who passed all tests they took in a category and within their area of specialization.
5. 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)

**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.

**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:

<table>
<thead>
<tr>
<th>Students will develop competencies in the following areas:</th>
<th>SPECIFIC LEARNING OBJECTIVES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Communication &amp; Information technology skills (Reading, Writing, Speaking, Listening &amp; Technological fluency)</td>
<td>Comprehend and critically interpret information in written and oral forms</td>
</tr>
<tr>
<td>Analytic and reflective thinking skills (critical thinking)</td>
<td>Develop and apply various research methods to:</td>
</tr>
<tr>
<td></td>
<td>• gather and evaluate information critically</td>
</tr>
<tr>
<td></td>
<td>• analyze complex issues and construct logical conclusions</td>
</tr>
<tr>
<td></td>
<td>Develop and exercise qualitative problem-solving skills to creatively synthesize ideas</td>
</tr>
<tr>
<td></td>
<td>Develop and exercise quantitative problem-solving skills to creatively synthesize ideas</td>
</tr>
<tr>
<td>Leadership, team work &amp; collaboration</td>
<td>Develop and exhibit effective leadership skills</td>
</tr>
<tr>
<td></td>
<td>Develop the knowledge and skills essential for collaborating and communicating effectively in teams</td>
</tr>
<tr>
<td></td>
<td>Exhibit the ability to anticipate changes in one’s personal and professional environment, and manage the change process in conditions of ambiguity and risk</td>
</tr>
<tr>
<td>Personal Responsibility: Ethics, values, multicultural and diversity understanding</td>
<td>Develop and exhibit professional and personal judgments based on ethical consideration and societal values</td>
</tr>
<tr>
<td></td>
<td>Develop and exhibit a personal and professional commitment to the community (civic responsibility, community service, natural environment)</td>
</tr>
<tr>
<td></td>
<td>Develop an understanding of, and an appreciation for, life-long learning</td>
</tr>
<tr>
<td></td>
<td>Demonstrate the knowledge, skills, and attitudes essential for working in partnership with people of diverse backgrounds</td>
</tr>
<tr>
<td><strong>FSU Business</strong> core knowledge</td>
<td>Gain appreciation of global issues, the influence of political, social, legal and regulatory, environmental and technological issues</td>
</tr>
<tr>
<td></td>
<td>Master foundational business knowledge and skills within the set of core courses required of all FSU Business students—accounting, organizational behavior, management, marketing, finance, operations, economics, and mathematics and statistics</td>
</tr>
<tr>
<td></td>
<td>Master knowledge and skill sets beyond the foundational level within at least one business discipline</td>
</tr>
<tr>
<td></td>
<td>Develop skills to assume managerial or professional responsibilities in the current business environment</td>
</tr>
<tr>
<td>Practice &amp; Application</td>
<td>Apply the FSU Business CBK to real-world settings (e.g., service learning, field experiences, VITA Program, case studies, simulations, etc.)</td>
</tr>
<tr>
<td></td>
<td>Develop a greater sense of professional community, as through memberships in student and professional organizations and subscriptions to professional publications</td>
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</tbody>
</table>
**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.

<table>
<thead>
<tr>
<th>For Major</th>
<th>For Minor</th>
<th>Combined BS/MBA</th>
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<tbody>
<tr>
<td>Hours Required in FSU Business Common Body of Knowledge:</td>
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Summary of Requirements for Major/Minor in Accounting

1. FSU Business CBK:
   (33 hours)
   - 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
   - BUAD 400 Professional Development II
   - MGMT 405* Business Ethics and Social Responsibility
   - FINA 476* Financial Management
   - MGMT 485* Business Policy and Strategy

2. CBK Courses Outside FSU Business:
   Communication Studies (3 hours)
   - CMST 102* Introduction to Human Communication

   Computer Science (3 hours)
   - COSC 100* Introduction to Computer Science

   Economics (6 hours)
   - ECON 201/211* Principles of Economics (Macro)
     (GEP LAC Group D)
   - ECON 202/212* Principles of Economics (Micro)

   Mathematics (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

3. Distribution Within Department:
   (24 hours)
   - 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

4. Elective Hours in Department:
   (9 hours)
   - From ACCT courses numbered higher than 312

5. Economics Elective (3 hours)
   Three hours from ECON courses numbered higher than 212

*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

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.

Minor

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

Summary of Requirements for Major/Minor in Business Administration

<table>
<thead>
<tr>
<th>Major</th>
<th>Minor</th>
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<tbody>
<tr>
<td>Hours Required in FSU Business Common Body of Knowledge:</td>
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<tr>
<td>Hours Required in Concentration:</td>
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<tr>
<td>Hours Required in CBK Outside FSU Business:</td>
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<td>Hours Required for Bachelor's Degree</td>
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1. FSU Business CBK:

   (33 hours)
   
   - 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
   - BMIS 320 Advanced Computer Applications in Business

2. CBK Courses Outside FSU Business:

   Communication Studies (3 hours)
   - CMST 102* Intro. to Human Communication

   Computer Science (3 hours)
   - COSC 100* Introduction to Computer Science

   Economics (6 hours)
   - ECON 201/211* Principles of Economics (Macro) (GEP LAC Group D)
   - ECON 202/212* Principles of Economics (Micro)

   Mathematics (6-7 hours)
   - MATH 106* Algebra with Calculus for Business
   - MATH 220* Calculus for Applications I (GEP BR Math)
   - MATH 236* Calculus I (GEP BR Math)
   - MATH 209/219* Elements of Applied Probability and Statistics (GEP BR Math)
   - MATH 380* Introduction to Probability and Statistics

3. Area of Concentration:

   (27 hours)
   - Majors must choose to concentrate in one of the following. Requirements for each are specified below:
     - Finance
     - General Management
     - Human Resource Management
     - Integrated Business
     - Marketing
     - Small Business/Entrepreneurship

   *You must receive a grade of C or better for this course to count toward major.
Requirements for Concentration in Finance

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 Human Resource Management

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

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 General Management

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

   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 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

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.

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

For Major

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

Requirements for Major in Economics with Concentration in Business Economics

1. **FSU Business 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).

## Accounting

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<th>Old Title</th>
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## Business Administration

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**Economics**

course titles and names remain the same except as noted:

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<tr>
<th>Old</th>
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<td>ECON 313 Economics of Race and Gender</td>
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<tr>
<td>ECON 440 Introduction to Game Theory</td>
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</table>
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, sequels 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, sequels 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.

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.
Courses of Study

Athletic Training

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:

1. HPE Courses: HEED 413 Rehabilitation Techniques in Sports Medicine (replaces PHEC 413)

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

2. Other Economics Courses: (21 hours)
   - ECON 300 History of Economic Thought
   - 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

Change in course numbers:

Professional Education Sequence for K-12 Programs

ART Phase II
(14.5 hours)

EDUC 451 Art Education Methods for the Elementary Teacher
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.

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)

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<tr>
<th>Hagerstown Community College</th>
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<tr>
<td>ADJ 101 Intro to Criminal Justice</td>
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<td>PSY 201 General Psychology</td>
<td>PS 101 Intro to Psychology</td>
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<tr>
<td>POL 101 American Government</td>
<td>PI 104 American Government National</td>
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<tr>
<td>SOC 103 Criminology</td>
<td>SO 201 Criminality</td>
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<td>ADJ 208 Police Management</td>
<td>CJ 214 The Correctional Process</td>
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<td>CRJU 220 Criminal Evidence and Procedure</td>
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<td>POL 202 Constitutional Law</td>
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<tr>
<td>ADJ 201 Law Enforcement/Community</td>
<td>CM or CMS 103 Speech Fundamentals</td>
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</table>

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

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

Music

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:

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<td>Hours Required in Music:</td>
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<tr>
<td>Hours Required in Other Depts:</td>
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<tr>
<td>Total Hours Required:</td>
<td>86-89</td>
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</table>

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)
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

Changes in major requirements:

2. Courses Outside Department:

(3 hours)
- COSC 100 Introduction to Computer Science
- COSC 220 Introduction to Software Applications
- EDUC 454 Microcomputer Application in Education
- approved computer application course

Changes in concentration requirements:

<table>
<thead>
<tr>
<th>Hours Required in RECR:</th>
<th>Hospitality &amp; Tourism</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hours Required in Other Departments:</td>
<td>9</td>
</tr>
<tr>
<td>Additional Hours Required:</td>
<td>19</td>
</tr>
<tr>
<td>Total Hours Required:</td>
<td>67</td>
</tr>
</tbody>
</table>

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

**CRJ U 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.

**CRJ U 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 415. 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.
FSU at a glance

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