

- 4700 Methods of Teaching Science** **2 hrs. (2, 0)**
Techniques and methods useful in the science classroom and laboratory. Does not apply toward major or minor. *Prerequisite:* Science teaching major. Same as CHEM / PHYS 4700.
- 4910, 4920 Science Seminar** (WRITING INTENSIVE) **1 hr. each (1, 0)**
Techniques and practice of written and oral technical communication with respect to experimental or library research projects. Required of all science majors. *Prerequisite:* Science major. Same as CHEM / PHYS 4910, 4920.

FALLS SCHOOL OF BUSINESS

Dr. Armstrong, dean; Dr. Buck, Dr. Collette, Dr. ElNaggar, Dr. Fox, Dr. Gibson, Prof. Haskett, Prof. Heberling, Dr. Lucas, Prof. Motluck,, Prof. Peck, Prof. Pianki, Dr. Ritchey, Dr. Sago, Dr. Saunders, Dr. Truitt, Dr. Wiese

The mission of the Falls School of Business is to create an environment that will enable and encourage our graduates to be:

- Professionally competent through understanding the knowledge base of their discipline and possessing the ability to apply analytical and problem-solving skills to organizational problems;
- Ethically sensitive; and
- Informed by the Christian ideal of servanthood.

This mission is realized through a commitment to teaching excellence and genuine concern for each individual student, and is supported by a faculty commitment to continuous professional development and service to the community.

The school offers majors in accounting, economics, finance, management and marketing. In addition, there are joint majors in music/business, math/economics and a business administration major available to students interested in double majors. Within each major there are opportunities for students to further specialize through the availability of a number of concentrations. These concentrations (listed by major) include:

- **Accounting** — none
- **Business Administration** — available only as a complementary major
- **Economics** — Economic Policy; Globalization
- **Finance** — Investments; Entrepreneurship
- **Management** — Organizational Management; Not-for-Profit Leadership; Entrepreneurship; Global Business
- **Marketing** — eBusiness; Marketing Strategy & Tactics; Marketing Communications; Global Business

A wide selection of minors are available to all students, whether their major is inside or outside of the Falls School of Business. These minors include:

- **Accounting**
- **Economics**
- **Finance**
- **Management**
- **Marketing**
- **Global Business**
- **Not-for-Profit Leadership**
- **eBusiness**
- **Entrepreneurship**

The undergraduate and MBA programs of the School of Business are fully accredited by the Association of Collegiate Business Schools and Programs (ACBSP). The Master of Accountancy and Doctor of Business Administration programs have been designed to meet ACBSP guidelines and will be submitted for accreditation as they are in operation long enough to qualify for the ACBSP accreditation process.

BUSINESS CORE

The core classes are required of all accounting, economics, finance, management and marketing majors.
37 hours:

- ACCT 2010, 2020
- ECON 2010, 2020
- BSNS 1050, 2710, 2810, 3200, 3420, 4500, 4910
- CPSC 1100
- PSYC / POSC 2440 or MATH 2120

In addition to the core, BSNS 2550 is strongly recommended where it is not required.

ACCOUNTING (ACCT)

The accounting major is designed to provide a knowledge base in both financial and managerial accounting principles, procedures and analytical tools. Accounting courses, along with required business core courses, expose the student to a broad perspective of accounting and other business issues needed for management responsibility within a company, practice in the field of public accounting, or continued studies in a graduate program.

The major provides the necessary coursework to sit for the Certified Management Accountant (CMA) exam in Indiana and most other states. Licensing of certified public accountants (CPAs) is at the discretion of individual states. Indiana and more than 40 other states now require individuals to have completed a minimum of 150 hours of college credit to be eligible to take the CPA exam. Accounting majors who plan to enter the public accounting field are strongly encouraged to complete at least 150 hours before they complete their college education.

The Falls School of Business has designed a Master of Accountancy program that enables students who have an undergraduate accounting degree to complete the Master of Accountancy program in less than 12 months (assuming full-time status). The program may also be completed on a part-time basis. This results in students being able to complete both an undergraduate and graduate degree (155 minimum hours) while meeting the requirement to sit for the CPA exam. In addition to accounting majors,

finance and other majors who prepare properly may also be eligible to apply for the Master of Accountancy program. Interested students should work closely with their advisors to insure that they have fulfilled the necessary prerequisites for the program.

There is a separate application and admission procedure for this program. Students should contact the Falls School of Business to receive more complete information on the program.

MAJOR

56 hours:

- Prerequisite of MATH 1300, 1400 or 2010
- 37-hour business core
- ACCT 3010, 3020, 3110, 4020, 4310
- One course from: ACCT 4110, 4800; BSNS 3350, 4150, 4310; ECON 3020, 3110, 3410

MINOR

15 hours selected from courses with the ACCT caption

BUSINESS ADMINISTRATION (BSNS)

Courses in business administration are designed to provide general understanding of the operation of organizations, preparation for careers in administration in business and various other kinds of societal organizations, and preparation for graduate study.

MAJORS (BSNS)

FINANCE MAJOR (55 hours)

Required of all finance majors:

- Prerequisite of MATH 1300, 1400 or 2010
- 37-hour business core
- BSNS 3350, 4150; ECON 3410

Complete one of the two following concentrations:

- **Investments:**
 - BSNS 3150, 4160
 - 3 hours from BSNS 3850, 4240**, 4800; ACCT 4020
- **Entrepreneurship:**
 - BSNS 4310, 4320
 - 3 hours from BSNS 3150, 3210, 3230, 3240, 3400, 3510, 3850, 4100, 4160, 4240**, 4800

MANAGEMENT MAJOR (55 hours)

Required of all management majors:

- Prerequisite of MATH 1300 or 1400 or 2010
- 37-hour business core
- BSNS 2550, 3230, 4010

Complete one of the four following concentrations:

- **Organizational Management:**
 - BSNS 3240
 - 6 hours from the following, at least 3 of which must be a BSNS caption: BSNS 3120, 3300, 3400, 4240**, 4310, 4800; PSYC 2100; COMM 3140
- **Not-for-Profit Leadership:**
 - BSNS 3300, 4300, 4800
- **Global Business:**
 - BSNS 3120, 4120, INED 3500*
- **Entrepreneurship:**
 - BSNS 4310, 4320
 - 3 hours from BSNS 3120, 3240, 3400, 4240*, 4800

MARKETING MAJOR (56 hours)

Required of all marketing majors:

- Prerequisite of MATH 1300, 1400 or 2010
- 37-hour business CORE
- BSNS 3220, 4110, 4330, 4440

Complete one of the four following concentrations:

- **Marketing Strategy & Tactics:**
 - BSNS 3210, 3510, 4100
- **eBusiness:**
 - BSNS 3400, 4400
 - 3 hours from BSNS 3510, 4100, 4240**, 4310, 4800
- **Marketing Communications:**
 - BSNS 4100; COMM 3140
 - 3 hours from BSNS 3210, 3400, 4240**, 4400, 4800; COMM 3240
- **Global Business:**
 - BSNS 3120, 4120
 - 3 hours from BSNS 3400, 3510 4240**, 4800; INED 3500*

BUSINESS ADMINISTRATION MAJOR

- 37-hour business core

Available as a complementary major only. The student's other major must be outside the Falls School of Business.

MINORS (BSNS)

FINANCE MINOR (For all majors)

- 18 hours:
 - ACCT 2010; BSNS 3200, 3350, 4150; ECON 3410
 - 3 hours from BSNS 3150, 3850, 4160, 4240**, 4800

MANAGEMENT MINOR

For majors in the Falls School of Business:

- 15 hours from BSNS and ECON requirements and electives for the management major (excluding core classes)

For majors outside the Falls School of Business:

- 17-18 hours:
 - BSNS 2710
 - 5-6 additional hours from the business core
 - 9 hours from BSNS and ECON requirements and electives for the management major (excluding core courses)

MARKETING MINOR

For majors in the Falls School of Business:

- 15 hours:
 - BSNS 3210, 4110, 4330
 - 6 hours from course requirements and electives for the marketing major (at least 3 hours must be from BSNS 3220, 3510, 4100, 4240**, 4440, 4800)

For majors outside the Falls School of Business:

- 17-18 hours:
 - BSNS 2810
 - 5-6 additional hours from the business core
 - 9 hours from BSNS courses in the marketing major

NOT-FOR-PROFIT LEADERSHIP MINOR

For majors in the Falls School of Business:

- 15 hours:
 - BSNS 3300, 4300, 4800
 - 6 hours from upper division BSNS courses; SOWK 2000; SOCI 2020; RLGN 2220

For majors outside the Falls School of Business:

- 18 hours:
 - BSNS 2710, 2810, 3300, 4300, 4800; ACCT 2010

GLOBAL BUSINESS MINOR

For majors in the Falls School of Business:

- 15 hours:
 - BSNS 3120, 4120, INED 3500*
 - 3 hours from ECON 3210; HIST 3370, 3210, 3350; POSC 3300, 3400, 3600
 - 3 hours from upper division BSNS and ECON courses

For majors outside the Falls School of Business:

- 18 hours:
 - BSNS 2710, 2810, 3120, 4120; ECON 2010; INED 3500*

ENTREPRENEURSHIP MINOR

For majors in the Falls School of Business:

- 15 hours:
 - BSNS 4310, 4320
 - 9 hours from BSNS 3120, 3210, 3230, 3240, 3400, 3510, 4100, 4110

For majors outside the Falls School of Business:

- 18 hours:
 - ACCT 2010; BSNS 2710, 2810, 4310, 4320
 - 3 hours from BSNS 3120, 3210, 3230, 3240, 3400, 3510, 4100, 4110

EBUSINESS MINOR

For majors in the Falls School of Business:

- 15 hours:
 - BSNS 3400, 4310, 4400
 - 6 hours from BSNS 3240, 3510, 3850***, 4800***

For majors outside the Falls School of Business:

- 18 hours:
 - ACCT 2010; BSNS 2710, 2810, 3400, 4310, 4400

* *Specific trip must have the approval of the Dean of the Falls School of Business*

** *When taken to fulfill a requirement for a major, BSNS 4240 must have the prior approval of the student's advisor. When taken to fulfill a minor requirement, the course must have the approval of the Dean of the Falls School of Business.*

*** *Practicum or internship must focus on experience related to the student's major or minor, and must be approved by the Dean of the Falls School of Business.*

ECONOMICS (ECON)

Economics courses are designed for students anticipating graduate study or careers in business, government, law or social work.

ECONOMICS MAJOR (52 hours)

Required of all economics majors:

- Prerequisite of MATH 1400 or 2010
- 37-hour business core
- ECON 3020

Complete one of the two following concentrations:

- **Economic Policy:**
 - ECON 3410
 - 9 hours from ECON 3110, 3210, 3850, 4020; BSNS 4240**, 4800***; ACCT 4020; POSC 3200
- **Globalization:**
 - ECON 3210; INED 3500*
 - 6 hours from ECON 3410; BSNS 3120, 4120; HIST 3210, 3350, 3370; POSC 2090, 3300, 3330, 3400, 3600

ECONOMICS MINOR

18 hours:

- ECON 2010, 2020, 3020, 3410
- 6 hours from ECON 3110, 3210, 3850***, 4020; BSNS 4240**; POSC 3200

* *Specific trip must have the approval of the Dean of the Falls School of Business*

** *When taken to fulfill a requirement for a major, BSNS 4240 must have the prior approval of the student's advisor. When taken to fulfill a minor requirement, the course must have the approval of the Dean of the Falls School of Business.*

*** *Practicum or internship must focus on experience related to the student's major or minor, and must be approved by the Dean of the Falls School of Business.*

ACCT COURSES

- 2010, 2020 Principles of Accounting I, II** **3 hrs. each (3, 0)**
Introduction to accounting principles and practice. Coverage of the accounting cycle, internal control and system design principles, financial statement preparation and interpretation. Emphasis on the use of accounting information by management and external users. *Prerequisite for ACCT 2010:* MATH 1300 or instructor's written permission. *Prerequisite for ACCT 2020:* ACCT 2010.
- 3010 Intermediate Accounting II** **3 hrs. (3, 0)**
3020 Intermediate Accounting II **4 hrs. (4, 0)**
Generally accepted accounting principles, practices and theory used by organizations to provide financial information to decision-makers outside the firm. *Prerequisites for ACCT 3010:* ACCT 2020; CPSC 1100. *Prerequisite for ACCT 3020:* ACCT 3010.
- 3110 Managerial Accounting** **3 hrs. (3, 0)**
Focuses on information needs of management. The process of identification, measurement, accumulation, analysis, preparation, interpretation, and communication of information assists all levels of management in fulfilling organization goals. Provides information necessary to plan, control, and evaluate all aspects of business. *Prerequisite:* ACCT 2020.
- 3850 Practicum in Accounting** **1-2 hrs. (arranged)**
Students work with faculty consultants planning and executing programs designed to integrate content in accounting in a practical, service-oriented project. Students are responsible for successful implementation of defined projects and reporting results. May be repeated. Total credit not to exceed four hours. CR-NC registration.
- 4020 Federal Income Tax/Individual** **3 hrs. (3, 0)**
Examines internal revenue code and treasury regulations with respect to taxation of individuals. Includes emphasis on tax research, planning, and compliance. *Prerequisite:* ACCT 2020.
- 4110 Government/Not-for-Profit Accounting** **3 hrs. (3, 0)**
Financial management and accounting for governmental and other not-for-profit entities, including schools and hospitals. *Prerequisite:* ACCT 3010.
- 4310 Auditing** **3 hrs. (3, 0)**
Standards and procedures of auditing accounting information and statements, internal control, verification of balance sheets and operating accounts, and responsibilities of the auditor. *Prerequisite:* ACCT 3020 or instructor's written permission. Offered with sufficient demand.
- 4800 Accounting Internship** **1-6 hrs. (arranged)**
With the approval of the School of Business faculty and a cooperating business enterprise, students study under supervision of experienced, practicing professionals. *Prerequisites:* Junior standing and ACCT 3010. Three hours may count toward the accounting major requirements. CR-NC registration.

BSNS COURSES

- 1050 Business as a Profession** **2 hrs. (2, 0)**
This course is the entry course for Falls School of Business majors. The course examines the multiple roles and responsibilities of business organizations in a capitalistic democracy, introduces the various functions of business, and explores the implications of viewing business as a calling and/or vocation.

- 2550 Business Communications** **3 hrs. (3, 0)**
Wide range of topics involving communication in organizations, including letter writing, and writing and presenting reports. *Prerequisites:* ENGL 1120; CPSC 1100.
- 2710 Principles of Management** **3 hrs. (3, 0)**
Managerial principles and problems of conducting business enterprise. Topics include management philosophy, objectives, functions performed by management and the significance of management in relation to other activities.
- 2810 Principles of Marketing** **3 hrs. (3, 0)**
Studies ways organizations of all sizes and types, including not-for-profits, go about finding, getting, and keeping customers. Deals with understanding customers needs, hopes, wants, dreams, habits, and motivations. Examines ways organizations try to meet those needs and wants through their marketing mix strategies while operating within a dynamic, competitive and increasingly global environment.
- 3120 Global Business** **3 hrs. (3, 0)**
The importance of thinking globally and understanding the cultural, political and economics differences that affect business practice are explored through readings and projects. The focus is on the international dimensions of business environment and practice. *Prerequisites:* BSNS 2710, 2810; ECON 2010.
- 3150 Financial Planning** **3 hrs. (3, 0)**
Study of money management and comprehensive financial planning skills for immediate and long-range goals of individuals and families. Areas of study include values identification, career planning, consumerism, tax strategies, investments, retirement and estate planning. Open to all students.
- 3200 Business Finance** **3 hrs. (3, 0)**
Provides overview of the financial management of the business enterprise, with emphasis on ways financial managers create value. Decision-making skills relying on discounted cash flow techniques, capital budgeting, and the fundamentals of security pricing are presented. *Prerequisites:* MATH 1300, ACCT 2010 or instructor's written permission.
- 3210 Buyer/Seller Relations** **3 hrs. (3, 0)**
Emphasis on essential qualities, right mental attitudes and emotional control, as well as good selling skills necessary to sell self, services, products. *Prerequisite:* BSNS 2810 or instructor's written permission.
- 3220 Consumer Behavior** **3 hrs. (3, 0)**
Develops awareness of various aspects of consumer motivation and behavior. Provides understanding of influences of business and environment and ways each affect consumer purchase decisions. *Prerequisite:* BSNS 2810 or instructor's written permission.
- 3230 Human Resource Management** **3 hrs. (3, 0)**
Emphasizes human resource policies and practices. Topics include legal aspects of human resources, recruitment and selection, training and development, career planning and management, compensation and benefits, employee relations, discipline and counseling. *Prerequisite:* BSNS 2710 or instructor's written permission.

- 3240 Operations Management** **3 hrs. (3, 0)**
Evaluates management problems of operations in both industrial and service organizations. Topics include scheduling, material requirements, planning, project management, and inventory management. Utilizing a problem-solving focus as a basis for decision-making is a prime objective. *Prerequisites:* BSNS 2710; MATH 2120 or PSYC / POSC 2440.
- 3300 Introduction to Not-for-Profit Leadership** **3 hrs. (3, 0)**
This course provides an overview of the human resource management & leadership issues in non-profit organizations. Nonprofit organizations must be concerned with unique issues of balancing organizational, board, staff and volunteer concerns. The focus is on the topics of motivation, recruitment and selection of staff, board and volunteer personnel. *Prerequisite:* BSNS 2710 or approval of the instructor.
- 3350 Intermediate Finance** **3 hrs. (3, 0)**
This course studies specific financial cases and the need for ethics in finance within a system of well-established laws and industry regulation. Sample topics could include the cost of capital, capital structure, capital budgeting, dividend policy, financial analysis and forecasting, sales and lending practices, socially responsible investing, insider trading, the ethics of bankruptcy and hostile takeovers. *Prerequisite:* BSNS 3200.
- 3400 eBusiness** **3 hrs. (3, 0)**
Examines use and integration of digital technologies in the business setting. Focus will be given on how technology can enhance the business value chain through integrated enterprise applications such as customer relationship management, enterprise resource planning, supply chain management, e-procurement and knowledge management.
- 3420 Business Law** **3 hrs. (3, 0)**
The nature and historical development of the U.S. legal system, court structure and legal procedure. Law of contracts, sales, agency, and corporations. Valuable for non-business majors as well as majors.
- 3510 Marketing Channels** **3 hrs. (3, 0)**
The study of the issues associated with making goods and services available for use or consumption. Examines activities, organizations and tools — such as logistics and retailing — involved in delivering the right product to the right place at the right time, quantity, quality and price. *Prerequisite:* BSNS 2810.
- 3850 Practicum in Business** **1-3 hrs. (arranged)**
Students work with faculty consultants in planning and executing programs to integrate content in business in a practical, service-oriented project. Students are responsible for reporting results. May be repeated. Total credit not to exceed four hours. CR-NC registration.
- 4010 Organizational Behavior and Theory** **3 hrs. (3, 0)**
Stresses behavior in relation to organizational theories, knowledge and application of theories related to individual, group and organizational performance. Emphasis on understanding the managerial process from a behavioral perspective. *Prerequisite:* BSNS 2710. Same as PSYC 3220.
- 4100 Marketing Communications/Advertising** **3 hrs. (3, 0)**
This course gives students the opportunity to explore and experience integrated marketing communications. This is done both through examination of theory and by the development of an actual communication strategy. The use of advertising, direct marketing and other promotional tools are considered in a holistic communication approach. *Prerequisite:* BSNS 2810.

- 4110 Marketing Research** **3 hrs. (3, 0)**
Research methodology and application of research to solving marketing problems. *Prerequisites:* BSNS 2810; MATH 2120 or PSYC / POSC 2440.
- 4120 International Management** **3 hrs. (3, 0)**
Examines challenges facing managers competing in a global economy. Use of case studies to address ways firms of all sizes become and remain competitive in an international environment; how businesses establish and conduct international transactions; and how the structure of organizations must evolve to accommodate the demands of international competition. *Prerequisites:* BSNS 2710, 2810, 3120, 3200; or instructor's written permission.
- 4150 Investments** **3 hrs. (3, 0)**
Examines the organization and function of securities markets, valuation of securities, relationship of risk to required rates of return, and portfolio construction. This is achieved by focusing on concepts and strategies applicable to individual investors, and by using the tools employed by professional portfolio managers. *Prerequisite:* BSNS 3200.
- 4160 Advanced Investments** **3 hrs. (3, 0)**
Continuation of the topics covered in BSNS 4150. Topics include futures, options, swaps, international investing and portfolio performance evaluation. *Prerequisite:* BSNS 4150.
- 4240 Topics in Business & Economics** **3 hrs. (3, 0)**
This course allows for the coverage of subjects pertinent and/or current in nature to be explored. May be repeated as long as topic is different. *Prerequisite:* Varies depending on topic.
- 4300 Planning and Advancement in Nonprofit Organizations** **3 hrs. (3, 0)**
Effective administrators in a not-for-profit setting must interact with multiple constituencies, provide mission and vision to the organization, make strategic decisions, access resources and support and provide tools for daily action. This course prepares students who can lead the process of strategic planning in the nonprofit setting and who can conduct marketing functions required by the organizations. Topics include marketing, strategic planning, grant writing, special event management, fund raising and community relations efforts. *Prerequisites:* BSNS 2810, 3300; or faculty approval.
- 4310 Entrepreneurship I: Business Plan Development** **3 hrs. (3, 0)**
This course is designed to immerse the student in the dynamics of planning, establishing and growing a new business. Focuses on the development of a business plan that identifies a market need, evaluates the financial viability of the venture and organizes the resources to launch the business. This course is taught in a seminar format using both the analysis of cases and the evaluation of business plans. *Prerequisites:* BSNS 2710, 2810; ACCT 2010.
- 4320 Entrepreneurship II: Funding New Ventures** **3 hrs. (3, 0)**
This course focuses on the potential funding sources for the business plans written in Entrepreneurship I. Attention is given to both equity and debt financing. Sources studied include: venture capital funds, bank financing, SBA loans/grants/guarantees, angel investors, community development funds and others. The course explores appropriate legal forms of business to accompany chosen financing strategies including limited liability companies, limited liability partnerships, corporations (C and Subchapter S), limited and general partnerships, sole proprietorships, holding companies and others. Attention is given to developing the deal structure and investor exit strategy as well as limitations imposed on raising capital by the Securities and Exchange Commission. *Prerequisite:* BSNS 4310.

- 4330 Marketing Management** **3 hrs. (3, 0)**
 Students learn to identify and explain important concepts of marketing management and apply them to practical situations. Students become acquainted with the roles, responsibilities, and tools of the marketing manager. Students also become familiar with developing market plans, feasibility studies, and planning and executing marketing strategies. *Prerequisites:* BSNS 2810, six additional hours of marketing classes, senior standing.
- 4400 eCommerce** **3 hrs. (3, 0)**
 Students examine the process of buying and selling products, services and information via digital technologies (typically the Internet). Students gain familiarity with retail/business web site design issues, e-consumer behavior, the online order process and fulfillment, online service and related issues. *Prerequisite:* BSNS 3400.
- 4440 Senior Marketing Seminar** **1 hr. (1, 0)**
 Students investigate and prepare for areas of interest within the marketing field. Students deal directly with marketing practitioners to gain greater understanding of the current marketing issues and topics. Through discussion with practitioners and students, and related readings, insight is gained into opportunities, responsibilities and areas of expertise. Students also develop and present their personal portfolios of marketing related projects and experiences. *Prerequisites:* BSNS 2810, six additional hours in marketing major, senior standing.
- 4500 Administrative Policy** **3 hrs. (3, 0)**
 The study of administrative policy and strategy in organizations. Emphasis is placed on the integration and inter-relationships of functional business areas for the purpose of broad perspective (accounting, economics, finance, marketing and management). Students evaluate strategy formulation and decision-making situations from top management perspectives. Through the use of case studies this course addresses a variety of both organizational structures and sizes. *Prerequisite:* BSNS 2710, 2810, 3200; ACCT 2020; senior standing.
- 4800 Business Internship** **1-4 hrs. (arranged)**
 Current business problems. With approval of the business department faculty and a cooperating business enterprise, students study under supervision of experienced executives. *Prerequisite:* 30 hours completed toward a business major or instructor's written permission. CR-NC registration.
- 4910 Seminar in Ethics and Leadership** **1 hr. (1, 0)**
 This senior capstone course is designed to encourage students to seriously consider their individual responsibilities to the organization and to society. The Christian call to be "salt and light" is explored in an organizational context. *Prerequisite:* Senior standing.

ECON COURSES

- 2010 Principles of Macroeconomics** **3 hrs. (3, 0)**
 Analysis of modern economic society, including examination of determinants of economic growth, changing price levels, monetary and fiscal policy, distribution of income, public economic and current problems. *Prerequisite:* Sophomore standing or instructor's written permission.
- 2020 Principles of Microeconomics** **3 hrs. (3, 0)**
 Emphasis on markets, price system, allocation of resources, industry structure and international economy. *Prerequisite:* Sophomore standing or instructor's written permission.
- 3020 Intermediate Economic Analysis** **3 hrs. (3, 0)**
 Economic theory examined with emphasis on price and output determination, national income and analysis of current problems. *Prerequisites:* ECON 2010, 2020; MATH 1400 or equivalent.

- 3110 Public Finance** **3 hrs. (3, 0)**
Economic theory as it applies to governmental revenue and expenditures. *Prerequisites:* ECON 2010, 2020.
- 3210 International Economics** **3 hrs. (3, 0)**
Economic relations among nations with emphasis upon foreign trade, economic specialization, monetary arrangements and economic policies. *Prerequisites:* ECON 2010, 2020.
- 3410 Money and Banking** **3 hrs. (3, 0)**
Monetary and banking system of the United States with emphasis on Federal Reserve System and monetary policy. *Prerequisites:* ECON 2010, 2020.
- 3850 Practicum in Economics** **1-3 hrs. (arranged)**
Students work with faculty consultants in planning and executing programs to integrate content in economics in a practical, service-oriented project. Students are responsible for successful implementation of defined projects and reporting results. May be repeated. Total credit not to exceed four hours. CR-NC registration.
- 4020 Topics in Contemporary Economics & Finance** **3 hrs. (3, 0)**
This course allows for the coverage of subjects pertinent and/or current in nature to be explored. May be repeated as long as topic is different. *Prerequisite:* Varies depending on topic.
- 4700 Methods of Teaching Social Studies** **2 hrs. (2, 0)**
Offers guidance in the development of teaching methodology appropriate to the social sciences. Does not apply toward major or minor. Same as SOCI / HIST / POSC 4700.

BUSINESS ADMINISTRATION — see Falls School of Business, 58

CHEMISTRY AND PHYSICS

Dr. Bales, chair; Dr. Cruikshank, Dr. Sipe, Dr. Carr, Dr. Wallace

Course work in the physical sciences is an important component of a liberal education. In addition, students planning a career in a science-related field will have a concentration of courses in this area. The department of chemistry and physics offers majors in biochemistry, chemistry and physics, and minors in chemistry and physics. A new program for preparing science teachers is under development. Contact the department chair for details. Students seeking to major in both chemistry and physics may present no more than 15 hours common to those majors.

BIOCHEMISTRY (CHEM)

The Biochemistry major is an interdisciplinary major that focuses on the interface between biology and chemistry. It combines basic courses in biology, chemistry and physics with advanced courses in chemical instrumentation, cell and molecular biology, genetics, and biochemistry. This whole area constitutes one of the most active and exciting areas in science as scientists seek to understand the molecular basis of life.