College of Professional Studies

School of Business
Accounting

ACCT 211 - Financial Accounting 3 hours. This fundamental course introduces the student to the language of business. The basic theory and practice of financial accounting is studied including the balance sheet equation, the system of debits and credits, transaction analysis, adjusting entries, financial statement preparation, closing entries, income determination and the accounting for assets and liabilities. Prerequisite: Sophomore or higher class standing.

ACCT 212 - Managerial Accounting 3 hours. The second course of study of the fundamental principles of accounting has an emphasis on managerial accounting. The application of the accounting model on investments, long term liabilities and corporate stockholders' equity is studied. The course also introduces the student to the basics of managerial accounting information and the cost of goods manufactured, explains approaches to costing products and services and explains managerial accounting's use in decision making, planning and controlling the business. Prerequisite: ACCT 211.

ACCT 300 - Special Topics in Accounting 1-4 hours. Topics not covered in other accounting courses are presented.

ACCT 361 - Intermediate Accounting I 3 hours. This course expands and broadens the accounting concepts and principles developed in previous accounting courses. The course considers the conceptual framework underlying the financial statements and focuses on the recognition and measurement of income, assets, and liabilities. Prerequisite: ACCT 211, junior standing.

ACCT 362 - Intermediate Accounting II 3 hours. The continuation of the accounting principles and concepts discussed in Intermediate I. Major emphasis is on debt financing, equity financing, investments in debt securities and equity securities, leasing, employee compensation and pensions, and earnings per share. Prerequisite: ACCT 361, junior standing.

ACCT 371 - Personal Income Tax 3 hours. Income taxes, payroll taxes and estate and gift taxes. The importance of income taxation relating to business decisions and the need for tax research and planning emphasized. Preparation of individual, partnership, and corporate returns with detailed analysis of the underlying tax concepts. The burdens and benefits of social security taxes and unemployment taxes. The tax aspects of family estate planning. Prerequisites: ACCT 211, junior standing.

ACCT 372 - Cost Accounting 3 hours. Analysis of cost behavior, cost-profit volume analysis, budgeting, job order and process cost systems, standard costs and cost control. Quantitative methods and behavioral developments are applied to cost accounting data. The objective is improvement of the quality of the cost information provided for managerial decision making. Prerequisites: ACCT 212, ECON 201, junior standing.

ACCT 441 - Auditing Theory and Practice 3 hours. Current auditing practices and objectives of independent accounting firms examined in detail. Particular emphasis placed on auditing theory and procedures and the ethical and legal responsibilities of auditing. Prerequisite: ACCT 362 either previously or concurrently.
ACCT 450 - Independent Study 1-4 hours. Academic inquiry into an area not covered in any established course, and carried on outside the usual instructor/classroom setting. Approved Plan of Study required.

ACCT 451 - Financial Reporting and Analysis 3 hours. A course covering a variety of complex topics in financial reporting. These include accounting for income taxes, employee compensation, disclosures, earnings per share, accounting changes, and statement analysis. Prerequisite: ACCT 362.

ACCT 460 - Seminar in Accountancy 3 hours. The seminar in accounting examines major contemporary issues in the field. Issues covered may include topics such as taxes, financial accounting theory, C.M.A and C.P.A problems, or international accounting problems. Students are responsible for presenting, discussing, and writing about ideas expressed in the professional literature. Prerequisite: 6 hours of accounting coursework.

ACCT 462 - Advanced Accounting 3 hours. An advanced course in the theory of financial accounting with heavy emphasis on special problem areas in accounting such as partnership accounting, home office and branch accounting, mergers and acquisitions, consolidated statements, bankruptcy, estates and trusts, fund accounting and international accounting problems. The current pronouncement of the major authoritative bodies reviewed and illustrated. Prerequisite: ACCT 362.

ACCT 471 - Corporate Taxation 3 hours. A continuation of Personal Income Tax. Emphasis is on corporate taxation. Corporations to be examined include C Corps, S Corps, and the Limited Liability Corporations. Taxation of partnerships, estates, and trusts will also be covered. Prerequisite: ACCT 371.

Business

BUSI 100, 300 - Topics in Business 1-4 hours. Topics not covered in other Business courses are presented.

BUSI 105 - Business Perspectives 1 hour. This course is a survey of business concepts, principles, techniques and theories. The goal of the course is to expose students to the need for a high level of awareness of the business function interactions a decision maker faces in a competitive information-driven world. Topics covered include, but are not limited to, the following: global business environment, marketing, production operations, information technology, and innovation management.

BUSI 106 - Contemporary Business 3 hours. Students gain experience in the creation and operation of a business either through simulation or an actual business. Through this experience, students have primary exposure to all of the business functions: accounting, finance, marketing, information systems and management.

BUSI 113 - Business Statistics 3 hours. The elements of basic statistical theory and technique are introduced with an emphasis on applications to business situations. Computer-based software packages complement these objectives.

BUSI 213 - Research Methods for Business 3 hours. This course introduces students to research methods in business. Students learn how to develop a research idea, obtain data, statistically analyze the data, and explain the results. Real world business research is also covered. Prerequisite: BUSI 113.
BUSI 261 - Operations Research 3 hours. Scientific approach to the analysis and solution of economic and business problems to provide a quantitative basis for model building and decision making. Mathematics is applied to business decision making through techniques such as linear programming, queuing theory, network models, Markov analysis, etc. Prerequisites: MATH 107 and BUSI 113; ECON 201 either previously or concurrently.

BUSI 301 - Family Business Management 3 hours. This course explores the unique issues that a family business encounters from its initial founding through its generational development and to its ultimate success or demise. Family businesses that prosper generation to generation pursue unconventional strategies. Because they are values-driven and think very long-term, it is theorized that successful family businesses take approaches not commonly found in the current management practices at most companies. Issues addressed include: family firm performance, family business culture, challenge of succession, conflict and harmony, business vs. family communication, family constitution, and corporate vs. family business governance.

BUSI 439 - Entrepreneurship in the 21st Century 3 hours. The primary objectives of this course are twofold: 1) provide students with an introduction to the theoretical and practical aspects of entrepreneurship and small business development, and 2) identify, probe and gain insights into the role family based business plays in socio-economic development and private enterprise.

BUSI 450 - Independent Study 1-4 hours. Academic inquiry into an area not covered in any established course, and carried on outside the usual instructor/classroom setting. Approved Plan of Study required.

BUSI 457 - International Business 3 hours. The volume, composition, and pattern of worldwide trade; the significance of international trade to the American economy. An introductory description of the international payments mechanism, an elementary analysis of the balance of payments, and a survey of U.S. continental policies, the role, impact and structure of the multinational enterprise and the government policies towards it, firms, marketing, accounting and management responses to the international environments. Prerequisite: Junior standing. (GP)

BUSI 460 - Seminar in Business 3 hours. The seminar in business examines major contemporary issues in the field of business administration. Students are responsible for presenting, discussing, and writing about ideas, theories, frameworks, and applications within the field of business.

BUSI 485 - Internship 1-4 hours. Faculty-supervised experience in which the student applies theoretical knowledge in practical situations. Each student submits a paper outlining the experience and is responsible for procuring an on-site supervisor's evaluation of his/her work. A minimum of 80 hours of practical experience is required for each credit. A maximum of four (4) internship credits can be included in the 120 academic credits required for graduation.

BUSI 499 - Business Policy 3 hours. This capstone course assumes an integrative business approach to the application of strategic management. The purpose of course is to assure students of understanding and utilizing the principles and practices in attaining and sustaining competitive advantage in the market place. Prerequisites: MGMT 328, FIN 348, MKTG 221; Senior standing.
Economics
ECON 100, 300 - Topics in Economics 1-4 hours. Topics not covered in other economics courses are presented.

ECON 201 - Principles of Microeconomics 4 hours. Introduction to the principles of microeconomics and a survey of contemporary economic issues. Includes study of market systems and structures, government regulation of business, labor markets and income distribution, strategic behavior, and market failure. Prerequisite: sophomore standing. (E2)

ECON 202 - Principles of Macroeconomics 3 hours. Study of the factors involved in the problems of unemployment, inflation, economic growth, and the role of fiscal and monetary policies. Includes coverage of the money and banking system and international trade.

ECON 331 - Money and Banking 3 hours. The principles and organization of the monetary and banking system and importance of the money supply. The structure of the banking system and the techniques used by the Federal Reserve are covered, along with monetary theory, other factors affecting income, employment and inflation, the controversies surrounding the use of monetary and fiscal policies and the international dimensions of the issues. Prerequisites: ECON 201/202, junior standing.

ECON 412 - International Economics 3 hours. An introduction to the workings of the world economic system and the interactions among different countries. It consists of three parts: Trade, which asks how and why different countries engage in the process of exchanging goods and services and the consequences of such interactions on the country itself and on others; International financial and monetary system, which looks at a country's balance of payments account, exchange rate determination, and open macroeconomic analysis and policy; International development, which surveys experiences of developing countries, including their relationship with developed countries. Builds upon students' earlier knowledge of economic models and analytical tools, tailoring them to analyzing developments in the world economy, and using them to judge the soundness and/or appropriateness of government actions. Prerequisites: ECON 201/202, junior standing. (GP)

ECON 445 - Managerial Economics 3 hours. Emphasizes the application of fundamental theoretical and analytical tools of economics useful in managerial decision making. Empirical studies and cases involving actual managerial situations at the levels of industry and firms are examined. Prerequisite: FIN 348 or permission of instructor. (Cross-listed as FIN 445)

ECON 450 - Independent Study 1-4 hours. Academic inquiry into an area not covered in any established course, and carried on outside the usual instructor/classroom setting. Approved Plan of Study required.

ECON 460 - Seminar in Economics 3 hours. The seminar in economics examines major contemporary issues in the field. Students are responsible for presenting, discussing, and writing about ideas, theories, frameworks, and applications within the field expressed in the professional literature. Prerequisite: One course in Economics numbered 300 or above.
ECON 462 - Industrial Organization 3 hours. In this course, the theory of the firm is extended using the structure-conduct-performance paradigm and more recent theories of industrial organization. An important portion of the course is allocated to presentation of factual and institutional material on market structure, firm conduct, industry performance, and antitrust policy. Prerequisites: ECON 201/202 and junior standing.

Finance

FIN 205 - Student Managed Investment Fund 1 hour. A lecture course designed to introduce topics that facilitate the student's ability to participate in the management of the Student Managed Investment Fund. Topics covered include but are not limited to the following: History of Equity Ownership; Debt and Equity Securities; Ratio Analysis; Risk and Return (beta and portfolio analysis), Financial Publications, Research Tools and Databases, Analysis of Financial Statements, Stock and Bond Valuation Techniques; Financial Markets and Stock Screening. Corequisite: FIN 206.

FIN 206 - Student Managed Investment Fund Laboratory 1 hour. Students gain practical experience in managing a stock portfolio by engaging in the trading of stocks under the supervision of faculty. This 1.00 credit course may be repeated for credit to a maximum of five credit hours. Prerequisite: FIN 205. Satisfies the field experience requirement for School of Business majors.

FIN 300 - Topics in Finance 1-3 hours. Topics not covered in other finance courses are presented.

FIN 306 - Student Managed Investment Fund Advanced Laboratory 2 hours. Students build on their experience in managing a stock portfolio by engaging in the trading of stocks under supervision of faculty. Students manage an individual portfolio using advanced trading strategies and present a special topic on investing. This course may be repeated one time for credit. Prerequisites: FIN 205, FIN 206, junior standing and permission of instructor.

FIN 310 - Introduction to Financial Planning 3 hours. In this course students are introduced to the concepts of estate and financial planning. The goal is to provide the student with a firm grounding in the basic lifetime financial planning process along with an overview of the tax advantages of proper estate planning.

FIN 348 - Managerial Finance 3 hours. An introductory course explaining the tools and the new responsibilities modern financial managers deal with in a rapidly changing world environment characterized by uncertainty. The course identifies and examines the financing needs of the firm, its cost of capital, and assets and liabilities management using modern decision support systems for the application of new financial innovations, such as contingent claims and securitization of assets. Prerequisites: ACCT 211/212, ECON 201/202.

FIN 445 - Managerial Economics 3 hours. Emphasizes the application of fundamental theoretical and analytical tools of economics useful in managerial decision making, through an examination of empirical studies and cases involving actual managerial situations at the levels of industry and firms. Prerequisite: FIN 348 or permission of instructor. (Cross-listed as ECON 445)

FIN 450 - Independent Study 1-4 hours. Academic inquiry into an area not covered in any established course, and carried on outside the usual instructor/classroom setting. Approved Plan of Study required.
FIN 453 - Financial Markets and Institutions 3 hours. Surveys the dynamic roles played by financial intermediaries in transforming traditional financial institutions to a modern financial services industry responding to new institutions and individual investors in channeling savings and investments. The course focuses on the role played by non-bank financial institutions, the structure of interest rates, the flows of loanable funds and the measurement and management of risk in a regulated and deregulated financial system, using financial instruments such as SWAPS and asset securitization. Prerequisite: FIN 331 or permission of instructor.

FIN 454 - Security Analysis 3 hours. Provides a comprehensive introduction to the application of the techniques of security analysis and portfolio management. Relates economic-industry-company analysis to evaluate individual securities: bonds, preferred stocks, common stocks, and options. Considers the procedures involved in the selection of securities portfolio along the concept of risk-return tradeoffs. Prerequisite: FIN 348.

FIN 455 - Business Financial Decisions 3 hours. Examines the question of how financial resources available to the firm should be allocated to many possible investment projects. Emphasizes developing analytical techniques which make it possible to answer questions such as: Should a new plant be built? Equipment replaced? Bonds refunded? A new product introduced? Should a merger or divestment take place? Prerequisites: FIN 348 and BUSI 261.

FIN 458 - International Financial Management 3 hours. Emphasizes the practical relevance of the microelements of international finance which influence the profit and loss accounts and balance sheets of corporations with overseas operations. Factors such as the impact of exchange rate fluctuations, major alternative non-traditional sources of financing and regional investment decisions, imperfections in world product, factor and financial markets along with country risk-return profiles are examined. Prerequisite: FIN 348 or permission of instructor. (GP)

FIN 460 - Seminar in Finance 3 hours. This seminar course examines major contemporary issues in the field of finance. The topics covered vary from semester to semester. Students are responsible for presenting, discussing, and writing about theories, frameworks, and application expressed in the professional literature. Prerequisite: One course in Finance numbered 300 or above.

Law

LAW 241 - The Legal Environment of Business 3 hours. An introduction to the body of law associated with the business environment. Topics include the judicial system and court procedure, business torts and crimes, contracts, bailments, forms of business structure, bankruptcy, an overview of securities regulations and the antitrust laws and consumer protection statutes.

LAW 442 - Commercial Law 3 hours. An overview of the common law principles and statutory law affecting commercial transactions. Topics include agency, partnerships, corporations, commercial paper and sales. Prerequisites: LAW 241, junior standing.

Management

MGMT 300 - Topics in Management 1-3 hours. Topics not covered in other Management courses are presented.
MGMT 305 - Gender and Organizations 3 hours. This course builds an understanding of gender issues within organizations as well as policies that organizations can implement to create a more equitable work environment. Topics of discussion encompass the impact of gender on communication, influence, and perceptions of competence, what progress has been made regarding gender equality and what still remains to be resolved. (Cross-listed as WGST 305)

MGMT 328 - Management and Organizational Behavior 3 hours. This course builds an understanding of individual and group behavior within organizations, the means of assessing such organizational behavior and specific techniques for managing behavior toward improved performance. The goal for the course is for students to develop skills grounded in behavioral science that are essential for assuming a leadership position in organizational environments. Prerequisite: Junior standing.

MGMT 450 - Independent Study 1-4 hours. Academic inquiry into an area not covered in any established course, and carried on outside the usual instructor/classroom setting. Approved Plan of Study required.

MGMT 460 - Seminar in Management 3 hours. The seminar in management examines major contemporary issues in the field. Examples of topics include corporate culture, creativity, computer based simulations, total quality management, managing strategic change, and human capital development. Students are responsible for presenting, discussing, and writing about ideas, theories, frameworks, and applications within the field of management. Prerequisite: MGMT 328.

MGMT 472 - Human Resource Management 3 hours. Examines the contribution that a properly functioning personnel department makes to the effectiveness of a business. Covers internal organization and workings of the personnel department, its relationship to the rest of the enterprise, major problem areas, and the legal environment defining the employer-employee relationship. Prerequisite: MGMT 328.

MGMT 484 - Operations Management 3 hours. Introduces students to functions, problems, and techniques associated with management of production operations in manufacturing firms and service organizations. The problem oriented approach focuses on analytical techniques so students learn to recognize problems arising in operations management areas and to apply analytic techniques meaningfully. Topics include plant location, plant layout and design, inventory control, quality control, production planning and control (including PERT), production scheduling, queuing, mathematical programming, simulation, and forecasting. Prerequisites: BUSI 113, ACCT 212, MGMT 328.

Management Information Systems

MIS 101 – Computers and Society 3 hours. Examining the impact of computers on problem-solving in society, students comprehend the general algorithmic approach to organizing, synthesizing and analyzing information and how computers assist in the reasoning process. Students present problem solutions through oral and written communications.

MIS 390 - Introduction to Management Information Systems 3 hours. This course in information theory covers the subjects of computer hardware and software, the system development process, principles of data management and modern computer-based information systems. Emphasis is placed on business problem
analysis and development of computer-based business applications. Prerequisite: junior standing.

**MIS 450 - Independent Study** 1-4 hours. Academic inquiry into an area not covered in any established course, and carried on outside the usual instructor/classroom setting. Approved Plan of Study required.

**Marketing**

**MKTG 221 - Marketing Principles and Management** 3 hours. A survey of marketing concepts, principles, techniques and theories. Emphasizes the development and implementation of an effective marketing strategy, and control of the marketing function within the firm. The role of marketing in society and the efficient distribution of goods and services are addressed. Prerequisite: Sophomore standing.

**MKTG 300 - Topics in Marketing** 1-3 hours. Topics not covered in other Marketing courses are presented.

**MKTG 310 - Graphic Design in Marketing** 3 hours. This course introduces students to graphic design, its creative process, and the importance of its role in business and marketing. In addition to an overview of the history of graphic design/typography, students will receive hands-on instruction in Adobe Creative Suite (inDesign and Photoshop) to develop a greater understanding of visual communications, as well as opportunities to develop the skills for effective interaction with people in creative services.

**MKTG 450 - Independent Study** 1-4 hours. Academic inquiry into an area not covered in any established course, and carried on outside the usual instructor/classroom setting. Approved Plan of Study required.

**MKTG 452 - Market Research** 3 hours. Emphasizes planning, organization and application of marketing research in making marketing decisions. Topics include: marketing information systems, research design, data collection and analysis, and evaluating research results. Emphasis given to sampling methods, hypothesis testing, market measurement and forecasting, use of models in marketing, decision making techniques, and behavioral research methodologies. Cases are used as part of the course. Prerequisite: MKTG 221.

**MKTG 453 - Marketing Practicum** 3 hours.

**MKTG 460 - Seminar in Marketing** 3 hours. The seminar in marketing examines major contemporary issues in the field. Students are responsible for presenting, discussing, and writing about ideas, theories, frameworks, and techniques of marketing. Prerequisite: MKTG 221.

**MKTG 479 - Consumer Behavior** 3 hours. Deals with changing markets and the influence of environmental and interpersonal factors on consumer behavior. Integrates concepts, theories and tools from social science and quantitative disciplines to provide a framework of understanding consumers and forecasting market demand. Different strategies and techniques of consumer research are presented and evaluated. Prerequisite: MKTG 221.
MKTG 482 - Sales Management 3 hours. Concerned with the management of the personal selling function, this course uses theories and tools of behavioral sciences for developing an effective sales force through recruiting, selection, training, compensating and evaluation of sales performance. Emphasizes sales forecasting, establishment of sales quotas, and sales analysis. Prerequisite: MKTG 221.

MKTG 486 - Promotion Strategy 3 hours. Investigates current theory and methods of promotion. The major elements of the promotional mix are analyzed in detail with emphasis on using pertinent decision theory models when allocating scarce resources to the defined elements of the total promotional mix. Prerequisite: MKTG 221.

MKTG 489 - International Marketing 3 hours. Emphasizes marketing management problems, techniques and strategies in the global marketing environment and the culture dynamics involved in international marketing. Strategies are developed for product, price, promotion and distribution functions given the complex international legal environment and consumer customs in foreign business. Prerequisite: MKTG 221. (GP)

MKTG 499 - Strategic Marketing Management 3 hours. This capstone course offers students the opportunity to focus their experience and knowledge of marketing on an aggressively competitive environment. The course will explore ways in which corporate strategy can be executed by marshalling marketing-oriented resources, and directing them to the achievement of marketing goals.

Education
EDUC 100, 300, 400 - Topics in Education 1-4 hours.

EDUC 105 - Education Perspectives 1 hour. This course introduces the field of education and the resources available at Alfred University necessary for academic, personal, and professional accomplishment in the field.

EDUC 120 - School Violence Prevention and Intervention Workshop (SAVE) 0 hours. This workshop provides teacher candidates with training in school violence prevention and intervention. Topics include: the warning signs that relate to violence or signal precursors to violent behavior in children; the statutes, regulations and policies relating to a safe, nonviolent school climate; academic supports and management strategies that promote a nonviolent school climate; methods for integrating social skill development and problem-solving skills into ongoing curriculum and instruction; intervention techniques for addressing violent situations; and, referral processes for students with violent behaviors. This course must be completed prior to student teaching.

EDUC 121 - Child Abuse Identification and Reporting Workshop 0 hours. This workshop is approved by, and designed to meet certification regulations of, the New York State Education Department (NYSED). The workshop includes objectives related to detecting and reporting child abuse; meeting professional and legal responsibilities related to child abuse; strategies for preventing child abduction. This course must be completed prior to student teaching.

EDUC 122 - Dignity for All Students Workshop (DASA) 0 hours. This workshop fulfills the training requirement on harassment, bullying, and discrimination prevention and intervention under the NYS Dignity for All Students Act. This is a participatory workshop which includes activities to help students understand and address personal and hidden biases as well as related behaviors and the school
setting. Topics include: introduction to the Dignity for All Students Act and reporting requirements for educators and more. This course must be taken prior to student teaching.

**EDUC 230 - Psychological Foundations of Education** 3 hours. This course is a survey of human developmental processes and variations, particularly as related to learning, motivation, and communication. Emphasis is placed on applying psychological knowledge, understanding, and skills to stimulate and sustain student interest, cooperation, and achievement in the classroom.

**EDUC 231 - Social Foundations of Education** 3 hours. This introductory course discusses the function of education in society, and, in particular, the organization of the American school system, the influences affecting our schools, and present practice and trends. This course includes the Safe Schools Against Violence in Education (SAVE) workshop required for teacher certification.

**EDUC 345 - Education Fieldwork** 3 hours. This course is designed for those students seeking New York State certification in the Middle Childhood, Adolescence and special subject areas. It includes a minimum of 100 hours of documented observation in a pre-assigned placement, along with projects, activities and the development of an initial teaching narrative. Students should design their schedules to include a significant block of time, compatible with the school day, in order to complete the required observation hours. Prerequisites: EDUC 230 and 231 and declaration of minor in education, or permission of instructor.

**EDUC 374 - Integrated Methods: Social Studies, Science, Mathematics, and Computer Application** 6 hours. The integrated methods course combines the teaching of Social Studies, Science, Mathematics and Computer Application into one six credit course and is taught in conjunction with classroom practicum experiences in Early Childhood/Childhood Education. Through these integrated experiences, practicum students will develop the initial ability and skill to: plan and implement appropriate learning experiences; become familiar with the purpose and contents of New York State Learning Standards in content areas and demonstrate the ability to relate these standards with the ongoing process of instructional planning; distinguish among and apply a variety of teaching approaches to accommodate differing developmental needs and learning styles of students and engage students in active learning; become familiar with appropriate strategies to assess the diverse needs of students and develop professional teacher communication and interpersonal skills. Prerequisite: Admission into the Early Childhood/Childhood Education Program.

**EDUC 375 - Early Childhood/Childhood Practicum** 3 hours. The practicum provides opportunities for students to observe actual classroom settings, gaining "hands on" experience while taking concurrent course work. This course includes three full days a week of field experience in two different grade level placements. Field placements in local school systems provide an opportunity for students to blend theory with practice and experiential application. Transportation to area schools is required.

**EDUC 405 - Literacy in the Content Area** 3 hours. The course shows teachers how to apply reading methodology to subject area learning. It takes a balanced approach, providing a realistic and practical treatment of reading and methodology issues, theory and research. Prerequisites: EDUC 230 and 231 and declaration of minor in education, or permission of instructor.
EDUC 413 - Using Literature in Intermediate and Adolescent Classrooms 3 hours. This course takes a practical approach to the study and selection of literature for use in teaching intermediate and adolescent students. The riches of classical and contemporary writings for classroom use are overviewed. Various educational methods which integrate children's literature into the intermediate and adolescent curriculum are reviewed. Prerequisites: EDUC 230 and 231 and declaration of minor in education, or permission of instructor.

EDUC 450 - Independent Study 1-4 hours. Academic inquiry into an area not covered in any established course, and carried on outside the usual instructor/classroom setting. Approved Plan of Study required.

EDUC 460 - Seminar in Teaching and Professional Development 3 hours. Taken concurrently with EDUC 462 and EDUC 463, this course addresses general issues of professional development of educators. Topics include, but are not limited to classroom management, teaching learning process, and issues of professionalism.

EDUC 461 - Student Teaching for Early Childhood/Childhood Certification 12 hours. Cooperating schools make it possible for student teachers to practice teach under typical public school conditions. The Division of Education, the major department, and cooperating teacher supervises observation, teaching, and discussion. Open only to students who are approved by the Division of Education. Transportation to area schools is required. Fingerprint clearance is recommended.

EDUC 462 - Student Teaching for Middle/Adolescent Certification 12 hours. Cooperating schools make it possible for student teachers to practice teach under typical public school conditions. The Division of Education, the major department, and cooperating teacher supervises observation, teaching, and discussion. Open only to students who are approved by the Division of Education. Transportation to area schools is required. Fingerprint clearance is recommended.

EDUC 463 - Student Teaching-Art Education 12 hours. Cooperating schools make it possible for student teachers to practice teach under typical public school conditions. The Division of Education, the major department, and cooperating teacher supervises observation, teaching, and discussion. Open only to students who are approved by the Division of Education. Transportation to area schools is required. Fingerprint clearance is recommended.

EDUC 464 - Seminar in Professional Development: Visual Arts 3 hours. Taken concurrently with EDUC 463, this course addresses specific issues of professional development of art educators. Topics include, but are not limited to classroom management; management of art materials, teaching learning process in art, collaboration with school professionals and issues of professionalism. Students will develop the initial teaching portfolio using LIVETEXT.

EDUC 471 - Methods of Teaching Literacy 6 hours. This course involves a study of the planning and implementation of literacy instruction birth-grade 6. The big ideas of early literacy; phonemic awareness, alphabetic principle, fluency, vocabulary and comprehension instruction for all students, including those with special needs, will be covered. Prerequisite: Admission into the Early Childhood/Childhood Education Program.

EDUC 472 - Competency Skills in Teaching Literacy 3 hours. This course gives students an opportunity to demonstrate achieved competency skills for teaching literacy at the Early Childhood/Childhood level. Attention will be given to the
current New York State Learning Standards and how to incorporate these standards into the curriculum. Prerequisite: EDUC 471 and admission into Student Teaching in Early Childhood/Childhood Education.

EDUC 473 - Assessment in the Early Childhood/Childhood Classroom 3 hours. This course examines assessment procedures, strategies, and techniques used and constructed for early childhood/childhood classroom teaching and learning purposes. Traditional and nontraditional means of assessment will be explored and an emphasis is placed on the alignment of assessment, instruction and content.

EDUC 474 - Orientation to the Early Childhood/Childhood Classroom 3 hours. This course helps students focus on problems, opportunities and challenges of the early childhood/childhood curriculum and classroom. It covers such issues as teacher awareness, teacher expectations, modeling, classroom management and grouping, as well as the socialization process within the early childhood/childhood classroom.

EDUC 488 - Current Teaching Methods: Middle Childhood Subjects 3 hours. Discussion of goals, methods, and materials used to successfully teach middle childhood subjects. Classroom observation and teaching required. Prerequisites: EDUC 230 and EDUC 231, declaration of minor in education.

EDUC 489 - Current Teaching Methods: Adolescent Subjects 3 hours. Discussion of goals, methods, and materials used to successfully teach middle/adolescence and special subjects. Prerequisites: EDUC 230 and EDUC 231, declaration of minor in education.

EDUC 491 - Methods and Curriculum in Art Education 3 hours. This course provides a foundation and introduction to a variety of teaching methods as well as techniques, methods and materials for art education. This course helps with the transition to teacher as students prepare for student teaching placement. Prerequisites: EDUC 230 and 231; Pre- or Co-requisite: EDUC 345, declaration of minor in education.

Special Education
SPED 456 - Human Development: Exceptionality 3 hours. This course covers the range of physical, cognitive, communication, and social/emotional exceptionalities in human development from childhood to early adulthood. One focus is on the commonalities, not just the differences, between children and youth with disabilities and their nondisabled peers. A second focus is on understanding the different contexts of disability. Prerequisites: EDUC 230 and 231 and declaration of minor in education, or permission of instructor.

Athletic Training
ATHT 103 - Prevention and Care of Athletic Injuries 4 hours. An introduction to the athletic training profession, inflammation process, anatomy review, rehabilitation, recognition and prevention of common athletic injuries, taping, rehabilitation and evaluation skills in a laboratory portion, including fifty (50) clock hours of athletic training room observation, cleaning duties, and ACI assignments. A lab fee may be assessed.

ATHT 104 - Introduction to Clinical Experiences in AT 1 hour. An introduction to practical experience courses with supervision provided by a Certified Athletic Trainer in an athletic training environment at Alfred University. A minimum of 50 clock hours is required. Prerequisites: ATHT 103 and ATHT 111.
ATHT 105 - Athletic Training Perspectives 1 hour. This course introduces the field of athletic training and the resources available at Alfred University necessary for academic, personal, and professional accomplishment in the field.

ATHT 110 - Medical Sciences 2 hours. This course provides a general overview of career opportunities in athletic training and other health/wellness related fields. Emphasis is placed on the domains of athletic training and application of them with regard to health and wellness in active populations.

ATHT 111 - Emergency Medicine in Athletic Training 3 hours. Basic level life support techniques including CPR, rescue breathing, and care of choking victim in conjunction with first aid techniques such as using a sling, splinting controlling bleeding and ambulation. Satisfies requirements for American Red Cross Professional Rescuer Certification.

ATHT 190 - Principles of Strength Training and Reconditioning 2 hours. This course is intended to cover the essentials of strength training and reconditioning to prepare a student who is interested in becoming a Certified Strength and Conditioning Specialist or a Certified Personal Trainer. One hour of lecture and two hours of physical activity each week. (PE Requirement)

ATHT 200 - Special Topics 1-4 hours. Topics of interest in Athletic Training are explored. Topics vary from term to term.

ATHT 201 - Clinical Experience in Athletic Training I 1 hour. Practical experience supervised by a Certified Athletic Trainer in an athletic training environment at Alfred University. A minimum of 50 clock hours is required. Emphasis on clinical proficiencies of basic first aid, wound care, preventative taping and wrapping, record keeping, and ACI assignment during sports season. Prerequisites: Formal retention within ATEP, ATHT 103 and ATHT 111. A lab fee may be assessed.

ATHT 202 - Clinical Experience in Athletic Training II 1 hour. Practical experience supervised by a Certified Athletic Trainer in an athletic training environment at Alfred University. A minimum of 100 clock hours is required. Emphasis on clinical proficiencies pertaining to etiology, pathology, treatment and management of athletic injuries and illnesses and ACI assignments during sports season. Prerequisites: Formal retention within ATEP, ATHT 103 and 210. A lab fee may be assessed.

ATHT 205 - Structural Kinesiology 3 hours. This course focuses on the anatomical and mechanical components of human movement. An emphasis will be placed on the functional anatomy of the musculoskeletal and articular systems. Additional focus will be placed on examining the neuromuscular system and basic biomechanical principles associated with human movement.

ATHT 210 - Advanced Athletic Training 3 hours. The study of specific concerns related to the field of athletic training in order to develop a thorough understanding of the etiology, pathology, treatment and management of athletic injuries and illnesses. Prerequisite: ATHT 103.

ATHT 215 - Personal Health and Wellness 2 hours. This course provides students with knowledge of current health problems including physical fitness, nutrition, and major diseases, and encourages application of this knowledge for healthful living.
ATHT 222 - Nutrition for Human Performance and Exercise 2 hours. This course focuses on human nutrition and metabolism, with particular emphasis on the implications of nutrition on human performance and physical activity. (F2)

ATHT 232 - Introduction to Sports Management 3 hours. This course introduces the student to the sport management profession. Students are provided a comprehensive look at basic organizational structure found in the sport industry. Emphasis is placed on leadership, planning and policy development, program evaluation, legal and financial issues and other attributes required of a sport manager. Students also become acquainted with career opportunities in the sport management field.

ATHT 242 - Sports, Society, and Ethics 3 hours. In this course we investigate the social significance of sport and use the sociological perspective for understanding the nature of sport. We examine current and historical events, rules, laws and governing organizations. Topics include values, principles, racial and gender equity, coaching, commercialization, enhancing stimulants and ergogenic aids, eligibility, violence, sportsmanship and Code of Ethics in sports.

ATHT 265 - Integrative Therapeutic Applications I 3 hours. This course is designed to provide students with an introduction to the applications of therapeutic modalities integrated with appropriately applied therapeutic exercise techniques in professional practice for the prevention, care, and rehabilitation of athletic injuries. This course includes a one-hour per week laboratory component. Prerequisite: ATHT 210.

ATHT 276 - Integrative Therapeutic Applications II 3 hours. This course is designed to provide students with an advanced study of the applications of therapeutic modalities integrated with appropriately applied therapeutic exercise techniques in professional practice for the prevention, care, and rehabilitation of athletic injuries. This course includes a one-hour per week laboratory component. Prerequisite: ATHT 265.

ATHT 300 - Topics in Athletic Training 1-4 hours. Topics of interest in Athletic Training are explored. Topics vary from term to term.

ATHT 301 - Clinical Experience in Athletic Training III 1 hour. Practical experience supervised by a Certified Athletic Trainer in an athletic training environment at Alfred University. A minimum of 100 clock hours is required. Emphasis on clinical proficiencies of advanced taping and bracing techniques, medication record keeping, the asthmatic athlete, skin conditions, and nutritional consideration, ACI assignment during sports season. Prerequisites: Formal retention within ATEP, ATHT 103 and 210. A lab fee may be assessed.

ATHT 302 - Clinical Experience in Athletic Training IV 1 hour. Practical experience supervised by an Approved Clinical Instructor (ACI)/Certified Athletic Trainer in an athletic training environment at Alfred University or affiliated site. A minimum of 150 clock hours is required. Emphasis on clinical proficiencies to advanced understanding of the etiology, pathology, treatment and management of athletic injuries and illnesses. Clinical assignment to ACI during season. Prerequisites: Formal retention within ATEP, ATHT 348. A lab fee may be assessed.
ATHT 310 - Orthopedic Procedures 2 hours. This course is designed to expose students to clinical examination, imaging, surgical interventions, as well as various other orthopedic procedures that are commonly seen in the allied health profession. Prerequisite: ATHT 103.

ATHT 334 - Physical Evaluation of the Lower Extremity 3 hours. This course is designed to provide students with an intensive, thorough study of orthopedic evaluation techniques used within the clinical and on-field environments to assess athletic related injuries to the lower extremity sustained by physically active individuals. Normal joint kinematics and subsequent pathomechanics will also be discussed. This course includes a one-hour per week laboratory component. Prerequisites: Formal retention within ATEP and ATHT 210; or permission of instructor.

ATHT 348 - Physical Evaluation of the Upper Extremity 3 hours. This course is designed to provide students with an intensive, thorough study of orthopedic evaluation techniques used within the clinical and on-field environments to assess athletic related injuries to the upper extremity sustained by physically active individuals. Normal joint kinematics and subsequent pathomechanics will also be discussed. This course includes a one-hour per week laboratory component. Prerequisites: Formal retention within ATEP and ATHT 210; or permission of instructor.

ATHT 356 - Theory and Techniques of Therapeutic Modalities 4 hours. This course presents therapeutic modality theory as well as application of techniques necessary in their planning and implementation. Prerequisites: Formal retention within ATEP and ATHT 210.

ATHT 367 - Theory and Techniques of Therapeutic Exercise 4 hours. This course is designed to provide students with treatment theories and techniques necessary in the planning and implementation of therapeutic exercise for prevention, care, and rehabilitation of athletic injuries. Prerequisites: Formal retention within ATEP and ATHT 356.

ATHT 392 - Biomechanics 2 hours. The study of skeletal, joint, and muscular systems in the human body, including analysis of muscular-skeletal movement applied to exercise, sports, and dance-related skills. Emphasis will be placed on the principle of rigid body mechanics (statics and dynamics), Newton's Laws and how they govern human movement in sport and exercise. Prerequisite: Concurrent enrolment in ATHT 205.

ATHT 393 - Physiology of Exercise 3 hours. The study of physiological changes in the body with exercise, sports, and dance activities. Emphasis on neuromuscular, cardiovascular, and respiratory systems, and their adaptations to training. Prerequisite: BIOL 108 or permission of instructor.

ATHT 401 - Clinical Experience in Athletic Training V 1 hour. Practical experience supervised by a Certified Athletic Trainer in an athletic training environment at Alfred University. A minimum of 150 clock hours is required. Emphasis on clinical proficiencies of advanced assessment and management of injuries to the lower extremity, as well as therapeutic modalities. ACI assignment during sports season. Prerequisites: Formal retention within ATEP, ATHT 334 and 348. A lab fee may be assessed.
ATHT 403 - Medical Aspects of Athletic Training 1 hour. This is a course for senior athletic training students. It is designed to expose the athletic training student to the necessary recognition, evaluation and treatment skills needed to assess a variety of medical conditions affecting athletes and physically active individuals. Emphasis will be on developing clinical proficiencies of advanced assessment related to pathologies and disorders affecting the endocrine, exocrine, respiratory and autonomic nervous systems.

ATHT 420 - Pharmacology in Athletic Training 2 hours. This course is designed as an introduction to pharmacology. Pharmacodynamics, pharmacokinetics, drug interactions and reactions will be discussed. Extra attention will be given to drugs commonly used in sports medicine. This course is offered primarily for athletic training majors. Prerequisite: BIOL 201 or permission of instructor.

ATHT 432 - Organization and Administration of Athletics 2 hours. An in-depth study of administrative techniques including budgeting, personnel, and the use of computers in the athletic setting.

ATHT 450 - Independent Study 1-4 hours. Academic inquiry into an area not covered in any established course, and carried on outside the usual instructor/classroom setting. Approved Plan of Study required.

ATHT 459 - Research Design in Athletic Training 3 hours. This course is for junior or senior athletic training majors. It is designed to introduce students to current research topics within the field of athletic training/sports medicine. Prerequisite: ATHT 356.

ATHT 485 - Clinical Internship in Athletic Training 4 hours. Provides seniors with an opportunity for off-campus affiliated clinical experience related to the field of athletic training and sports medicine. Emphasis on the clinical proficiencies pertaining to administrative responsibilities. Practical experience supervised by a Certified Athletic Trainer. A minimum of 200 clock hours is required. Prerequisite: Concurrent enrollment in ATHT 495.

ATHT 490 - Senior Seminar in Athletic Training 1 hour. Capstone educational course focusing on preparing the athletic training student for the BOC exam, graduate school/job applications, and career development issues. Review of athletic training domains, exam simulations, mock interviews, and practical application of skills will be emphasized. Prerequisite: ATHT 301, ATHT 302.

ATHT 495 - Current Topics in Athletic Training 2 hours. This course is designed to serve as a culmination of the athletic training curriculum. This capstone course addresses current prevention, assessment, and rehabilitation of the most common conditions found in an athletic training work environment. Pharmacological and professional development topics will also be addressed. Additional material will be presented pertaining to the contemporary issues affecting the current state of the athletic training profession. Prerequisite: ATHT 432.