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NEW HAMPSHIRE COLLEGE

Where The World Comes To Mind

2000-2001
Catalog

New Hampshire College cordially welcomes campus visits and personal interviews. The Admission Office, located in Frost 37, is open year round and staff are available for tours and interviews Monday through Friday, 9:00 a.m. to 4:00 p.m. all year and on Saturday mornings during the academic year. Call the Admission Office (603) 645-9611 or 800-NHC-4YOU to make specific arrangements.

The Culinary Institute visitation hours are also Monday through Friday, 9:00 a.m. to 4:00 p.m. Call 603-645-9611 or 800-NHC-4YOU for an appointment.

Students interested in receiving financial aid should contact the Financial Aid Office, located in Frost Hall. Office hours are Monday through Friday, 8:00 a.m. until 4:30 p.m. Call 603-645-9645 for financial aid information.

Non-Discrimination

New Hampshire College does not discriminate on the basis of race, color, national origin, citizenship, religion, marital status, age, sex, sexual orientation, or disability in admission to, access to, treatment in or employment in its programs and activities. The following person has been designated to handle inquiries regarding the nondiscrimination policies: Undergraduate Dean, New Hampshire College, 2500 North River Road, Manchester, N.H. 03106-1045.

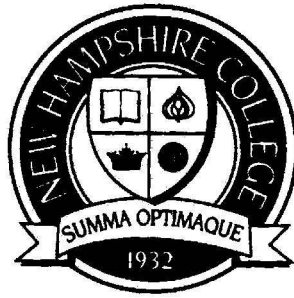
Family Educational Rights and Privacy Act

New Hampshire College complies with the Family Educational Rights and Privacy Act (known as the "Buckley" Amendment). This act, which was passed by the Congress in 1974, protects the rights of the student in matters of access to and release of information contained in the student's records. Questions regarding this policy should be referred to the registrar.

Sexual Harassment

New Hampshire College seeks to create and maintain an academic and work environment in which all members of the community are free of harassment based on gender. It is the policy of New Hampshire College that no member of the community may sexually harass another. The intent of this policy is to foster responsible behavior in an environment free of discrimination. Sexual harassment is illegal as it makes the educational and working environment hostile, intimidating and offensive.

The information contained in this catalog is correct as of the date of publication. All information including but not limited to costs, rules, and regulations, program requirements, course content and staff, is subject to change at any time. The college reserves the right to modify aspects of college operations, as well as to change tuition and other charges without notice.



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Table of Contents

Academic Calendar	4
New Hampshire College	5
Mission	5
The Undergraduate School	5
History of the College	8
Accreditation and Membership	9
Campus	9
Academic Programs	10
Academic Support Services and Student Affairs	15
Admission	17
Freshman Admission	17
The Culinary Institute Admission	17
Transfer Admission	17
Three-Year Program Admission	18
International Student Admission	19
Financial Aid	25
New Hampshire College Grants and Scholarships	26
Endowed Scholarships	28
Loans and Jobs	32
Tuition and Expenses	39
Undergraduate School (Day)	39
Culinary Institute Fees	40
American Language and Culture Center Fees	40
Division of Continuing Education	45
Academic Support Services	49
H.A.B. & Gertrude C. Shapiro Library	49
Computing Resources	50
Career Development Center	51
American Language and Culture Center	52
Special Academic Programs	57
Academic Programs	63
Division of Business	65
Division of Liberal Arts	86
Division of Hospitality Administration & Culinary Arts	110
Minors	120
Associate Degree Programs	126
Certificate Programs	130
Course Descriptions	135
Academic Standards and Regulations	221
Grades and Grading	221
Policies	224
Graduation	237
Academic Honors	240
Division of Student Affairs	243
Wellness Center	244
Athletics	245
Center for International Exchange	246
Office of Residence Life	246
Public Safety	248
Campus Ministry	248
Office of Student Organizations and Leadership	248
College Directory	253

Academic Calendar Undergraduate Day School 2000-2001

Fall

Resident Student Move-In Day	September 4
New Student Orientation	September 1-4
Returning Student Check-in	September 5
Staff Meeting/Development Day	September 5
Classes Begin	September 6
Mid-Term Holiday (Columbus Day Observed)	October 9
Family Weekend	October 27-29
Thanksgiving Recess	November 22-24
Classes Resume	November 27
Last Class Day	December 14
Reading Day	December 15
Final Exams	(excluding Sunday) December 16-21

Intersession

Jan 2 ~~December 26~~ – January ~~3~~³ (excluding Sunday)

Spring

New Student Orientation	January 15
Returning Student Check-In	January 15
Staff Meeting/Development Day	January 15
Classes Begin	January 16
Mid-Term Holiday	March 12-16
Classes Resume	March 19
Last Class Day	May 2
Reading Day	May 3
Final Exams	(excluding Sunday) May 4-9
Graduation	May 12

Academic Calendar Undergraduate Day School 2001-2002

Fall

Returning Student Check-in	September 4
Staff Meeting/Development Day	September 4
Classes Begin	September 5
Mid-Term Holiday (Columbus Day Observed)	October 8
Thanksgiving Recess	November 21-23
Classes Resume	November 26
Last Class Day	December 13
Reading Day	December 14
Final Exams	(excluding Sunday) December 15 - 20

Intersession

December 27 – January 10 (excluding Sunday)

Spring

Returning Student Check-In	January 14
Staff Meeting/Development Day	January 14
Classes Begin	January 15
Mid-Term Holiday	March 11 – 15
Classes Resume	March 18
Last Class Day	May 1
Reading Day	May 2
Final Exams	(excluding Sunday) May 3 - 8
Graduation	May 11

New Hampshire College

Mission

New Hampshire College provides its graduates with the intellectual and social foundations which prepare them to lead fulfilling lives as competent, committed and compassionate members of a global society. As an institution dedicated to teaching, New Hampshire College is accessible, innovative and offers challenging educational experiences of high quality.

New Hampshire College is a private, independent institution dedicated to teaching undergraduate and graduate academic programs of high quality and to giving personal support to its students. The college develops instructional programs which blend theory with practice, thus preparing graduates for personal growth and professional development.

Whether in business, liberal arts, teacher education, hospitality or related disciplines, the college is committed to the education of the whole person in a caring, challenging and friendly environment. So that its students may make positive contributions to society, the college acknowledges the importance of intellectual, professional and ethical development, community service, cultural involvement and social responsibility.

The college fosters learning partnerships among students, faculty and staff. Students become actively involved in the learning process which encompasses opportunities for community service and work experience. The college faculty includes individuals who bring practical, professional experience to the learning environment.

The college offers a diverse living and learning environment that reflects many ages, races and cultures. The multi-cultural, multi-national community promotes mutual respect and understanding of others as an integral part of its globally-oriented educational purpose.

New Hampshire College leads in the development of educational programs and services which reflect the changing demands and needs of students and society, thus enabling graduates to compete in the global economy.

Goals of the Undergraduate School

Instructors, students and administrators in the undergraduate school recognize and subscribe to the mission of the college. In addition, the undergraduate school has the following specific, supporting goals:

- Present a quality education that enables students to enter the professional world, or that enables those already established to enhance, advance or change their careers.

- Research and teach important truths, principles, ideas, facts and performance methods, so that students can make significant contributions to their chosen fields.
- While providing a challenging course of studies, encourage students to become life-long learners, critical thinkers, and problem solvers, so that they can adapt creatively and appropriately to all situations, whether structured or unstructured.
- Help students to understand themselves, society and different cultures, so that they can participate in the changing world around them.
- Encourage students to identify the personal qualities and ideals which will enable them to function ethically and responsibly in all areas of society.
- Ensure that all students learn to speak and write clearly and accurately, use computers efficiently, and use libraries effectively.

To meet these goals, the faculty is committed to the art of teaching and strives to stimulate critical thought and inquiry in the classroom. Although teaching is primary at New Hampshire College, the living-learning environment that exists given the undergraduate school's significant international student body provides the basis for intercultural and affective development of its students.

A Teaching Institution

For all its apparent diversity and educational pluralism, a single, strong and unbroken theme runs throughout the entire college, linking its schools, institutes and programs: New Hampshire College is first and foremost an institution committed to teaching.

At New Hampshire College, the student and the students' needs to learn, to grow, and to experience that exhilarating sense of competence and commitment that always accompany mastery are the foundations upon which the educational adventure is based and assumes its meaning. This reality, above all others, is what the college is all about, and it is this reality which has enabled the college to self-consciously define itself as an educational community in which creative teaching is the most important and wondrous of all activities.

As a teaching institution, New Hampshire College takes seriously the fact that not only do we learn in different ways, but that learning occurs both inside and outside of the classroom, and can take place only if an individual successfully integrates the intellectual, social and emotional aspects of his or her development.

Commitment to Intercultural and International Education

The world has become a “global village” where events, corporations and other institutions transcend national boundaries. Higher education must reflect the interdependence of this world and recognize that its graduates will be world citizens whose careers will influence and be influenced by people, organizations and cultures beyond their countries’ borders.

New Hampshire College prepares its students to live in this increasingly complex world of diverse beliefs, ideologies and values. It has moved into the forefront of educational efforts to increase the exchange of ideas and experiences between the United States and other countries.

New Hampshire College hosts students from 70 countries. From Thailand to Kenya, from Colombia to Denmark, from Turkey to Japan, its student body reflects the diversity of our world. The mix of foreign and domestic students has created a climate rich with opportunity for cross-cultural dialogue and exchange. The benefits of international and intercultural exchange do not show up in grades or grade point averages; they manifest themselves in the understanding developing from the experience of learning with people from other cultures and in the network developed by alumni around the world.

New Hampshire College’s commitment to educational exchange is exemplified in the following areas:

Certificate and Degree Programs

- The Graduate Certificate in International Business;
- The M.S. in International Community Economic Development;
- The Bachelor of Applied Science in Hospitality Administration, an international training program;
- The D.B.A., M.S. and B.S. programs in International Business;

Support Programs

- The American Language and Culture Center;
- The Center for International Exchange;

Exchange and Foreign Programs

- Work exchange trainee programs with Fanshawe College and other Canadian and overseas institutions;
- Exchange student agreements with the University of North London and the Sepang Institute of Technology;
- Articulation agreements and cooperative relationships with foreign educational institutions.

New Hampshire College will continue to support and to recognize members of its community who strive to support its goals in international educational exchange.

History of the College

New Hampshire College was founded in 1932 by H.A.B. Shapiro as the New Hampshire School of Accounting and Secretarial Science. The school remained relatively small until 1961 when it was incorporated and renamed New Hampshire College of Accounting and Commerce.

In 1963 the state of New Hampshire granted the college its charter which gave it degree-granting authority. That same year the first associate's degrees were awarded and three years later the first bachelor's degrees were conferred.

The college became a non-profit institution under a board of trustees in September, 1968. In 1969 the name was shortened to New Hampshire College. In 1971 the college moved from its downtown Manchester site to a new 200 acre campus on the Merrimack River, and during 1974 the college introduced a master of business administration program. In 1978 the college assumed the degree programs in human services originally started by Franconia College. These two programs were later organized into the Graduate School of Business and the School of Human Services.

During the Spring of 1981 the General Court of New Hampshire authorized New Hampshire College to award the master of human services degree and the master of science degree in business-related subjects. That same year, to accommodate the two new rapidly expanding programs, the college purchased the former Mount Saint Mary College in Hooksett, just under five miles from the south campus.

In 1983 the college established the Culinary Institute which offers a two-year degree program to prepare students for career opportunities in the hospitality field.

In 1988 the School of Human Services was transferred to Springfield College in Springfield, Massachusetts. In 1992, new liberal arts and teacher education majors were added to the undergraduate school.

In 1996 and 1997 four new buildings were completed: a residence hall and new homes for the graduate school of business, the hospitality administration programs, and the American Language and Culture Center, the Center for International Exchange and public safety. All of the college's operations formerly located at the north campus have been moved to the main campus.

In 1996 the graduate school received authority to offer doctoral programs in international business and community economic development, with the first classes offered in the fall of 1998.

Over the years New Hampshire College has extended its academic programs to off-campus locations to better serve adult learners. Currently programs are being offered in Laconia, Manchester, Nashua, Portsmouth and Salem, NH, Brunswick, Maine, and Roosevelt Roads, Puerto Rico.

New Hampshire College now has a day college enrollment of nearly 1,000 students, 1,500 in the graduate school of business, and nearly 4,000 in the division of continuing education. In recent years international student enrollment has enriched the cultural diversity of the college.

Today, New Hampshire College offers associate's degrees in culinary arts and several business-related fields as well as in an inter-disciplinary liberal arts program. In addition to bachelor of science degrees in sixteen areas of business and

professional preparation, the college also offers bachelor of arts degree programs in communication, English language and literature, humanities, psychology and social science as well as the pre-law program. A three-year bachelor of science degree program in business administration was launched in September 1997.

The graduate school of business offers master's degree programs in business administration, accounting, business education, computer information systems, community economic development and international business, and doctoral programs in international business and community economic development.

Accreditation and Membership

Accredited by:

- New England Association of Schools and Colleges, Inc., which accredits schools and colleges in the six New England states. Accreditation by the association indicates that the institution has been carefully evaluated and found to meet the standards agreed upon by qualified educators.
- Association of Collegiate Business Schools and Programs (ACBSP).
- The New Hampshire Post-Secondary Education Commission.
- The New Hampshire State Department of Education for Teacher Certification.
- American Culinary Federation Education Institute

New Hampshire College supports the efforts of secondary school officials and governing bodies to have their schools achieve regional accredited status to provide reliable assurance of the quality of the educational preparation of its applicants for admission.

New Hampshire College is also:

- Approved for the education of veterans and the children of veterans.
- Approved for the rehabilitation training of disabled students.
- Listed in the Department of Education's Education Directory, Part 3, Higher Education.

Campus

The campus is located in the Manchester/Hooksett area of southern New Hampshire. Manchester, known as the Queen City, has a growing population of 100,000 and is hub to a wheel of progress with industrial and business growth to its south, and vacation and tourist areas to its north. Convenient interstate highways bisect Manchester's bustling perimeters; air service connects Manchester to all major cities in the United States. New Hampshire College's campus borders Interstate 93 and is within an hour of Boston.

Campus facilities include 280 acres with twenty-four major buildings: classroom/administrative buildings, residence halls, a computer center, a library complex with a TV studio, a student center with dining facilities and an athletic/recreational complex featuring two gymnasiums, a competition-size swimming pool, a fitness area, athletic fields and tennis courts.

Academic Programs

Undergraduate School

The undergraduate school, under the leadership of its faculty and dean, prepares its students by offering the following major courses of study leading to the bachelor's degree:

- Accounting
- Accounting/Finance
- Advertising
- American Studies
- Business Administration
- Business Administration - Three Year Degree Program
- Business Studies (with concentrations in:)
 - Accounting
 - Business Administration
 - Business Finance
 - Computer Information Systems
 - Healthcare Management
 - Human Resource Management
 - International Business
 - Marketing
 - Materials Management
 - Production and Inventory Control
 - Restaurant Management
 - Small Business Management
 - Sport Management
- Communication
- Computer Information Systems
- Economics
- Economics/Finance
- English Language and Literature
- History (with concentrations in:)
 - American History
 - European History
 - Pre-Law
 - American Government and Politics
 - Individual Theme
 - Historical Tourism
- Hospitality Administration (Applied Science)
- Hotel Management
- Humanities
- International Business
- Management Advisory Services
- Marketing
- Political Science (with concentrations in:)
 - International Affairs
 - Political Economies

- Public Relations
- Psychology
- Restaurant Management
- Retailing
- Social Science
- Sport Management
- Teacher Certification Programs
 - Business
 - English
 - Marketing
- Technical Management
- Travel and Tourism

Minors:

- Accounting
- Advertising
- Business for Liberal Arts
- Business/Marketing Teacher Education
- Business Writing
- Communication
- Computer Information Systems
- Creative Writing
- Economics
- English Language and Literature
- Finance
- History
- Hotel Management
- International Business
- Marketing
- Political Science
- Psychology
- Restaurant Management
- Sociology
- Sport Management

Associate's Degree Programs

In addition to its range of four-year bachelor's degree majors, New Hampshire College offers two-year associate in arts and associate in science and applied science degree programs, which may be a solution for those not sure about going on to college for four years. A two-year program offers solid preparation for a job in addition to the opportunity to continue on to a bachelor's degree. The college offers the following seven associate degree programs:

- Accounting
- Business Administration
- Computer Information Systems
- Culinary Arts (Applied Science)
- Fashion Merchandising
- Liberal Arts
- Marketing

Certificate Programs

- Accounting
- Computer Programming
- Education and the Family
- Healthcare (with options in:)
 - Accounting
 - Administration
 - Computer Information Systems
 - Human Resources
- Human Resource Management
- Microcomputer
- Production and Inventory Control
- Retailing

Distance Education

Communications options provided by the Internet offer new opportunities for quality interaction between faculty and students. The on-line environment is an outstanding educational delivery option for those who for various reasons are not able to attend the main campus, or one of our conveniently located Continuing Education Centers.

Distance Education provides an extremely flexible learning environment that allows students to interact with highly qualified and experienced instructors from both our main campus, and locations around the world. Freedom from the boundaries of space and time is a key feature of this program as it is designed to support faculty and students in all 24 time zones.

The program is 100% web based although some instructors may require supplementary materials such as videotapes and textbooks. Educational materials are normally available through on-line ordering from the campus bookstore. Application submission, and course selection and registration are also accomplished on-line.

Students who take Distance Education courses must be self-motivated and committed. Since this is neither a correspondence nor a self-study/self-paced program students must be disciplined in their approach. Instructors facilitate the learning process, but the on-line method is more collaborative. This means students also learn from each other. Participation in threaded discussions, an ongoing dialogue, is a critical component of this mode of instructional delivery.

While instructors may use other means to make the class more interesting or dynamic, the tool of choice is a product called Blackboard. Blackboard offers a complete suite of tools that make the environment consistent and easy to use. Prospective students should visit the Distance Education web site at <http://de.nhc.edu> for a current link to the Blackboard web site, which may be viewed to gain a basic understanding of how this product works.

To participate in New Hampshire College Distance Education, students must have a Pentium Class PC or higher with at least 32MB RAM, or a MAC or IMAC computer running system 7.5 or higher, and at least a 56K MODEM. Students must also have an Internet Service Provider. Of course you may participate from any

location that has Internet access, such as a work place or college computer lab, as long as there is no firewall. There is no preference on the type of browser used. Microsoft Office 97 or higher for the PC is recommended, and Microsoft Office 98 or higher is recommended for the MAC/IMAC.

For more information you may call the Distance Education office at (603) 645-9766, or visit our website at <http://de.nhc.edu/>.

The Pre-law Program at New Hampshire College

The pre-law program at New Hampshire College is a flexible, interdisciplinary program incorporated within the various majors of the liberal arts division leading to the bachelor of arts degree. Students choose a major offered in the liberal arts program, shaping a course of study to fit their individual needs under the guidance of a faculty advisor and a pre-law advisory committee. The course of study should include a broad exposure to the liberal arts curriculum to include history, literature, mathematics, science, philosophy, logic and ethics.

Teacher Certification Programs

Students may become certified to teach high school business, English, or marketing, by completing a full bachelor's degree program with teaching certification or, with a previously earned bachelor's degree, by completing only the education courses required for certification (conversion program).

For information on teaching certification programs contact Dr. Carolyn Hollman, teacher education coordinator, New Hampshire College, 2500 North River Road, Manchester, New Hampshire 03106-1045.

The Culinary Institute

Established in 1983, The Culinary Institute is a result of the college's commitment to meet newly-defined consumer and student needs in the New Hampshire area as well as the adjacent tourist locale. Students are prepared to meet the challenge of careers in the food service industry.

The two-year program, which awards the degree of Associate of Applied Science in Culinary Arts, is designed to combine academic knowledge with "Real World Experience." Students learn and then practice: basic and advanced skills in food preparation and service; baking and effective cost control; menu planning; layout and work flow of kitchens, and professional equipment found in the food service industry.

The Graduate School of Business

Inaugurated in 1974, and established as a separate graduate school in 1981, the college's graduate programs in business have grown steadily both in size and stature. Its basic orientation of combining both concept and practice have enabled it to develop programs of study that reflect the changing and emerging needs of contemporary businesses, both on a domestic and international scale.

The Graduate School of Business offers the following degree programs:

- **Master of Business Administration (M.B.A.)**
 - Basic program in Administration
 - Administration plus Graduate Certificate in:
 - Accounting
 - Artificial Intelligence/Expert Systems
 - Computer Information Systems
 - Database Management Design
 - Finance
 - Health Administration
 - Human Resource Management
 - International Business
 - Marketing
 - Operations Management
 - School Business Administration
 - Taxation
 - Telecommunications and Networking
 - Training and Development
- **Master of Science (M.S.)**
 - Accounting-preparation for qualification as a certified public accountant
 - Business Education
 - Community Economic Development
 - Computer Information Systems
 - Finance
 - Hospitality Administration
 - International Business
- **Doctorate of Business Administration (D.B.A.)**
 - International Business
- **Doctorate of Philosophy (Ph.D.)**
 - Community Economic Development

All programs of the Graduate School of Business are designed to:

- promote students' understanding of organizations, environments and their interaction.
- help students to model and simulate organizations, environments and their interaction.
- enhance students' skills in directing and administering the affairs of organizations, based on these abilities.

The alumni of the programs offered through the Graduate School of Business offer students a substantial breadth of contacts in the business community, which itself provides exceptional resources for research, cooperative education opportunities and post-graduate employment.

For further information about the Graduate School of Business and its programs call 603-644-3102 or write New Hampshire College, Graduate School of Business, 2500 North River Road, Manchester, NH 03106-1045.

Community Economic Development

The Community Economic Development program of the Graduate School of Business was created to provide specific technical skills in finance, management, legal structures, organizational systems, housing development, business development,

cooperatives and land use for people working with community-based agencies and for groups representing the interests of low-income people in urban and rural settings.

The CED program views community development as a strategy for addressing economic problems in communities and societies faced with “changing business, social and personal needs.” Such development calls for social and economic activities and programs which promote total community benefit rather than individual financial gain. The program promotes community development efforts through:

- creating a network of technically competent, socially aware and politically sensitive graduates who share a common vision of community-based development strategies; and,
- providing quality technical support to this network and to other organizations and agencies working on community development issues in the region, the country and the world.

For further information about the CED Program call (603) 644-3103 or write to the Graduate School of Business at the address provided above.

Academic Support Services and Student Affairs

Recognizing that effective teaching and personal development go hand-in-hand, the college is committed to the inclusion of academic support services and student affairs as an integral part of the life of the community.

To assist in the growth, development and academic success of its students, New Hampshire College has established resources and services to add to the learning environment and assist students to enlarge their educational horizons.

New Hampshire College academic support services include:

- Harry A.B. and Gertrude C. Shapiro Library
- New Hampshire College Computer Center
- The American Language and Culture Center
- Office of Academic Support Services
 - Office of Academic Advising
 - Career Development Center
 - Office of Freshman Programs
 - Office of Learning Services

New Hampshire College student affairs include:

- Admission (Domestic and Foreign)
- Athletics and Athletic Facilities
- Campus Ministry
- Center for International Exchange
- Financial Aid
- Public Safety
- Residence Life
- Student Organizations and Leadership
- Wellness Center - Health, Counseling and Educational Services

In the final analysis, an institution committed to teaching is an institution that does not waiver from its goal of attempting to create a learning environment worthy of all those who become a part of it. At New Hampshire College this attempt is both conscious in nature and ongoing in character. It is a continual process through which New Hampshire College reaffirms its commitment to:

- Academic Excellence
- Professional Credibility
- Social Responsibility



Admission

Candidates for admission to New Hampshire College are evaluated individually on the basis of academic credentials and personal characteristics. Separate consideration is given to admission decisions for freshman, transfer, culinary arts, three-year B.S., non-traditional and international applicants. Students may complete a “paper” application for admission, or apply “on-line” at www.nhc.edu.

Freshman Admission

The following items are required to be submitted for consideration:

- A completed application and essay.
- An official high school transcript including at least first quarter senior year grades or official GED certificate with scores. (Final transcript to be submitted following high school graduation.)
- SAT or ACT scores. (These may be reported directly by the College Board or by your high school. College Board Code #3649).
- A letter of recommendation from a guidance counselor or two teachers.

The Culinary Institute Admission

The Culinary Institute seeks students who have a strong interest in the culinary field, and who have the motivation and ability to achieve success through practical career preparation. The following items are required to be submitted for consideration as a student in the Culinary Institute:

- A completed application and essay.
- An official high school transcript including at least first quarter senior year grades or official GED certificate with scores. (Final transcript to be submitted following high school graduation.)
- A letter of recommendation from a guidance counselor or two teachers.
- SAT or ACT is optional.

Transfer Admission

Transfer students are accepted at New Hampshire College for enrollment beginning in either the fall or spring semester. New Hampshire College recognizes the work completed at other accredited institutions and welcomes transfer applications. In reviewing applications for transfer admission, emphasis is placed on academic work completed in college.

Items required to be submitted for consideration as a transfer student:

- A completed application and essay.
- An official final high school transcript.
- Official college transcripts from all colleges previously attended.
- A supplemental transfer form listing the courses the applicant is currently enrolled in, or plans to take prior to enrollment at New Hampshire College.
- A letter of recommendation.
- International students should submit course descriptions and syllabi to facilitate the process of evaluating possible transfer credits.

Three-Year Program Admission

Students applying for admission to the New Hampshire College three-year B.S. degree program need to submit all of the items required for freshman admission. Successful candidates generally have combined SAT scores above 1100 and at least a “B” average in a challenging college-preparatory high school curriculum.* Three-year degree applicants who are not offered admission to this program are automatically considered for admission into the four-year degree program.

*An interview with the three-year program director is also required and can be arranged by contacting the admission office at 800-NHC-4YOU.

Personal Interviews and Campus Tours

Personal interviews and campus tours are strongly recommended. A campus visit will help any student become familiar with the college, and receive personal assistance with the admission process. The admission office is open year-round. Tours and interviews are conducted Monday through Friday, 9:00 a.m. to 4:00 p.m. and on Saturday mornings during the academic year. Open houses are held for prospective students and guests in October, November, April, July and August. Appointments for interviews and/or tours may be arranged by calling the admission office at (800) NHC-4YOU or (603) 645-9611.

Rolling Admission

Most students apply under the rolling admission plan, in which applications are reviewed throughout the year. It is recommended however, that candidates for freshman admission apply prior to March 15 for the fall term and before December 1 for the spring term. Transfer applicants are encouraged to apply by June 15 for the fall term, and by December 1 for the spring. Applicants can usually expect to receive an admission decision within 30 days from receipt of their completed application.

Early Action

The early action option is for students who wish to receive the earliest possible response regarding their admission to New Hampshire College. Evaluation of early action applicants is based on academic work through the junior year of high school. Applications may be submitted during the summer prior to the senior year, or in the early fall of the senior year, before November 15. Early action applicants will either be accepted within 30 days or requested to submit first quarter senior year grades. Early action, unlike “early decision,” does not require an early commitment to enroll or restrict the student from applying to other colleges.

Admission Assessment

Occasionally, after reviewing a completed application, the admission committee requests additional information on a student’s academic skills before making a decision. Applicants who fit this profile usually are invited to campus to participate in what we call admission assessment. Assessment consists of about a half-day visit to the campus during which the student will participate in academic skill tests in reading, writing and mathematics. Decisions are generally given within one week of the assessment date.

International Student Admission

A complete application for an international student requires the following:

- A completed International Student Application form. The admission form used for US students is not acceptable.
- Official copies of academic records translated into English, including:
 - proof of graduation or completion of program.
 - copies of transcripts or mark sheets of all course work taken with grades or marks for each course indicated (photocopies certified as true copies of originals are acceptable).
- Proof of English proficiency or agreement to enter our full time intensive English as a Second Language (ESL) program. New Hampshire College provides conditional admission for students needing ESL prior to entering a degree program.
- Documentation of financial support. Applicants must complete the Certification of Financial Support in the application as well as submit documentation that funds are available. A demonstrated level of support not only for actual tuition and room and board, but also for living expenses, pocket money, books, etc. is necessary.

Admission of Non-Traditional Age Students

New Hampshire College encourages high school graduates of all ages to pursue college studies during the day or evening. Those interested in taking courses in the evening may enroll through the Division of Continuing Education. Those interested in taking courses during the day enroll through the undergraduate school. In the admission process for non-traditional age applicants, additional consideration is given for life and work experiences. Standardized tests (SAT or ACT) are not required for applicants who have been away from formal education for five or more years.

Transfer Credit Evaluation Process

Transfer students receive official transfer credit evaluations with their letter of acceptance. The credit evaluation lists all courses that transfer into the student's degree program so that the student knows exactly the courses needed to complete his or her bachelor's degree. Credits for courses in which the applicant earned a grade of 'C' or better, and which fit the student's degree program are generally transferable. Grades of 'C-' will be transferred for credit if the grade point average of all transferred courses is 2.0 or better. In most cases, transfer applicants with associate's degrees from accredited institutions are granted junior (upper division) standing. A maximum of 90 credits may be transferred toward a bachelor's degree and 30 credits may be applied to an associate's degree. Grades earned in courses taken at other institutions are not considered in the calculation of the student's grade point average at New Hampshire College. Transfer students are expected to meet all graduation requirements of New Hampshire College. (See Graduation Requirements section in college policies chapter.)

Articulation Agreements

New Hampshire College continues to establish and update articulation agreements with accredited two-year colleges. Articulation agreements and course equivalency guides identify the courses that are transferable from a two-year college to New Hampshire College. A current copy of the course equivalency guide for each institution is available in the New Hampshire College admission office and at each institution's transfer office. Students who complete an associate's degree (or equivalent) in a program covered by an articulation agreement shall have all passing courses accepted for transfer credit, as specified in the articulation agreement.

New Hampshire Community Technical College Transfer Credits

New Hampshire College welcomes students who wish to transfer from any of the New Hampshire Community Technical Colleges or the New Hampshire Technical Institute. All academic and technical course work may be transferred into the technical management major.

The technical management major is designed specifically for transfer students who wish to combine their technical background with business course work, while applying a maximum number of credits toward a bachelor's degree.

Credit for Life Experience

New Hampshire College recognizes that many students possess knowledge and skills that may deserve recognition through the awarding of college credits. The college has adopted an advanced placement system which allows students to be granted college credit through a variety of methods.

Through the advanced placement program, credits are granted for the demonstration of proficiency in prescribed sets of competencies at a level acceptable in one of the college's educational programs. The credits must fit into the degree requirements of the program at New Hampshire College chosen by the applicant.

Students beginning at New Hampshire College should review with an advisor the various methods of earning credit toward graduation for previous formal and informal educational experiences.

Internal Transfer

Students currently enrolled in any of the New Hampshire College continuing education programs who wish to enroll in the undergraduate day division must file an internal transfer application with the admission office. Students will be evaluated on their academic performance in their current program. Being admitted to another New Hampshire College program does not guarantee acceptance to the undergraduate day division. If a student is enrolled in the culinary institute and will not finish this degree, but wishes to change his/her major, he/she shall complete a change of major form in the Student Administrative Services (SAS) office.

Admission and Service To Students With Disabilities

I. The Mission and Philosophy

New Hampshire College seeks to enroll students who can present evidence that they are able to successfully pursue its curricula. The college seeks students of diverse backgrounds, interests and talents. Each applicant is considered and evaluated in terms of his or her individual qualities.

II. Section 504 Compliance and ADA Compliance

Section 504 of the Rehabilitation Act of 1973 prohibits discrimination on the basis of disability in any program or activity receiving federal assistance. New Hampshire College intends to comply fully with Section 504 and with the Americans with Disabilities Act (ADA). New Hampshire College's ADA/504 policy is coordinated by the ADA/504 Compliance Committee which endeavors to ensure that reasonable accommodations are made to provide program and physical access. The college also acknowledges that learning disabilities and attention deficit disorders, as defined by Section 504, are included in this discussion of disabled individuals.

III. Self-Identification and Documentation of Disabilities

While the college makes no pre-admission inquiry about an applicant's disability, such knowledge can often be helpful in the admission process. We recognize that to disclose any disability is a personal choice which every applicant may exercise. We respect that choice; however, we encourage applicants with hidden disabilities, such as learning disabilities, emotional disabilities, or chronic medical conditions, to self disclose such conditions and provide us with all necessary data. It is only through self disclosure that informed and fair decisions can be made by both the student and the college regarding the suitability of New Hampshire College in the pursuit of a collegiate education. This information is also useful after the student is enrolled in helping the faculty and staff provide the needed services or in referring students for appropriate services. **Accommodations can be made only after the student provides the appropriate documentation. Documentation guidelines are available from the coordinator of Disability Services or through the Wellness Center.**

IV. Academic Responsibility

While personal services and personal aides cannot be provided, reasonable accommodations will be arranged to aid a disabled student based on a plan to be developed by the student and the Coordinator of Disability Services. Such services may include priority registration, alternate examination conditions, auxiliary aids and other reasonable classroom and examination accommodations. In all instances, the classroom instructor is responsible for facilitating the learning and examination process (with aid and advice from appropriate NHC support services).



Financial Aid

New Hampshire College provides several types of financial assistance to help students and their families meet the cost of a college education. During the 1999-2000 academic year, more than \$23 million was awarded to our students in amounts ranging from \$500 to the full amount of educational costs.

Student aid programs administered by New Hampshire College come from federal, state, institutional, and private sources. A coordinated scholarship and assistance program includes three basic types of aid: gift, loan, and work. The types of assistance can be awarded singly, but it is the college's usual practice to award them in various combinations called financial aid packages. All scholarship and assistance programs are subject to prevailing federal and state regulations. Compliance with these regulations is the responsibility of both the student and the aid administrators, and is a condition of the student's eligibility to receive assistance.

The Financial Aid Application Process

Students who wish to apply for any type of need-based assistance, including loans, grants, and work-study, must complete the Free Application for Federal Student Aid (FAFSA). The New Hampshire College code number is 002580. The FAFSA can be completed electronically at www.fafsa.ed.gov. Paper applications can be obtained in the financial aid office, public libraries, and high schools. Returning students who have been mailed a Renewal FAFSA may use that form, but may also use a new blank form. Awards are made for the academic year, which includes terms starting on or after July 1. Students must reapply for financial aid each year.

Financial aid applications received from new students are considered for aid eligibility after the student has been admitted to the college. Priority will be given to completed applications received by: March 15 for new freshmen and returning students; and June 15 for transfer and readmitted students. Students who submit applications after these dates will receive all federal and state funds that they are eligible to receive, and institutional grants and scholarships as funds permit.

Normal processing time for the FAFSA is about four weeks. Please keep this time frame in mind in relationship to the priority dates.

Transfer students, who have attended another institution in the last two months, must submit a Financial Aid Transcript (FAT) from the prior institution. A Financial Aid Transcript is required whether or not financial aid was received at the prior school. You should request that the FAT be sent directly to the New Hampshire College Financial Aid Office from the other school's financial aid office. Federal financial aid cannot be distributed to a student until appropriate Financial Aid Transcripts have been received, when required.

New Hampshire College Grants and Scholarships

Alumni Academic Scholarship

The Academic Scholarship is awarded to full-time undergraduate day students based on their academic record in high school or college. To be eligible, students must be admitted prior to the financial aid priority dates: March 15 for freshmen; June 15 for transfer students. Students selected for an Academic Scholarship will be notified at the time of admission, and may receive additional types of financial assistance based on financial need. The amount of individual scholarships vary and are renewable each year based on the maintenance of a 3.0 cumulative grade point average (CGPA).

Alumni Commuter Grant

The New Hampshire College Alumni Commuter Grant program is designed to assist New Hampshire Residents planning to commute to New Hampshire College undergraduate school and culinary institute (day programs) on a full-time basis. Applicants must be U.S. citizens. Scholarships are \$2,000 per academic year for undergraduate students and \$1,000 per year for culinary institute students. New students will be notified of their alumni commuter grant at the time of acceptance until the financial aid priority dates: March 15 for freshmen; and June 15 for transfer students.

New Hampshire College Need Based Grant

New Hampshire College grants are based on demonstrated financial need. Awards range from \$500 to \$10,000 annually.

Sibling Grant

The New Hampshire College Sibling Grant consists of \$2,500 per academic year to the second student from one family attending New Hampshire College concurrently on a full-time basis.

Alumni Family Scholarship

The Alumni Family Scholarship in the amount of \$500 per year is awarded to dependent children of alumni, including graduates of any associate, bachelor or master degree program at New Hampshire College.

Athletic Scholarship Program

Athletic scholarships are available to outstanding athletes in men's and women's basketball, men's and women's soccer, women's softball, women's volleyball, and men's and women's cross-country. Amounts of the scholarships vary. Information regarding these scholarships can be obtained by contacting the appropriate coach in the New Hampshire College athletic department at (603) 645-9604.

Resident Assistant Scholarship Program

The Resident Assistant Scholarship Program awards work scholarships to students who are chosen for positions as resident assistants in the dorms, apartments and townhouses on the college campus. The program is limited to upper-class students enrolled full-time who have a cumulative grade point average of at least 2.0. Application is through the Office of Residence Life.

Future Business Leaders of America Scholarship

New Hampshire College awards one Future Business Leaders of America Scholarship of \$1,000 each year to the student chosen by the State FBLA Group as the New Hampshire College recipient. Applications are available to any freshman and are judged on a letter written to the State FBLA Group.

DECA Scholarships

New Hampshire College awards one DECA Scholarship of \$1,000 each year to the student chosen by the State DECA Group as the New Hampshire College recipient. Applications are available to any freshman and are judged on highest point total in the participatory competency-based competition at the NH DECA Career Development Conference.

New Hampshire College also awards up to twenty-one scholarships of \$1,000 each year to students selected by the DECA advisor of each DECA chapter in the state of New Hampshire. Students may contact their DECA advisor or the New Hampshire College admission office for information.

VICA Scholarship

New Hampshire College awards a \$1,000 VICA Scholarship to any new student who places 1, 2, or 3 in a VICA state or national culinary arts competition at any time during high school. The award is renewable for each year of attendance at New Hampshire College. Official notification of the award needs to be submitted to

the Admission Office. Notifications received after March 15 are not guaranteed the scholarship for the following year.

Endowed Scholarships

The following endowed scholarships are awarded to students who best meet the listed eligibility requirements. Unless specified by the financial aid office, separate applications for these scholarships are not required.

Gertrude C. Shapiro Scholarship

The Gertrude C. Shapiro Scholarship was established as a gift to the college by Gertrude C. Shapiro to assist women from the state of Maine as they pursue undergraduate studies at New Hampshire College.

William S. Green Scholarship

This fund was established in honor of William S. Green, charter member of the New Hampshire College Board of Trustees and Chancellor Emeritus. Scholarships from this fund are designated for junior or senior level students who have maintained a cumulative grade point average of 3.0 or better and have conducted themselves in a manner that has both served and brought credit to the college. Awards are also based on financial need.

Robert E. Plourde Scholarships

In recognition of his many years of service to the college, a number of scholarships are funded each year by the college in the memory of Robert E. Plourde. Plourde Scholarships are designated for high school graduates from the Pembroke/Suncook, N.H. area and are based on financial need and academic excellence or promise.

Teloian Scholarship Fund

George Teloian, Professor Emeritus of Accounting, has made provisions for an endowment fund in his name. Scholarships are awarded to juniors and seniors majoring in Accounting or Management Advisory Services. Awards are based on academic achievement in the accounting major, overall record, excellence in involvement in college life and activities and financial need.

Hector Boiardi Scholarship

The Hector Boiardi Foundation has made provisions for an endowed scholarship to be awarded to a junior or senior in the Division of Hospitality Administration. Scholarships are awarded to Culinary Arts graduates continuing their studies in a hospitality related baccalaureate program at New Hampshire College. Awards are based on academic achievement in culinary arts, overall academic record (minimum 3.0 GPA), involvement in curricular and co-curricular activities and financial need. Students must apply by April 1 and have been accepted into the undergraduate school.

Hospitality Center Scholarship

The Division of Hospitality Administration contributes gratuity proceeds from the Hospitality Center Restaurant to fund endowed scholarship awards for students enrolled in the Culinary Institute. Scholarships are awarded to Culinary Arts majors (culinary or baking track) for the second year of the associate's degree program. Awards are based on academic achievement in culinary arts, overall academic record, involvement in curricular and co-curricular activities and financial need. Students must apply by April 1.

Phi Delta Psi Fraternity Scholarship

The New Hampshire College Alumni Association and the Phi Delta Psi Fraternity have raised money to support a scholarship program. Consideration is given to students who are members of Zeta Beta Tau/Phi Delta Psi Fraternity.

Kappa Delta Phi National Fraternity Scholarship

The New Hampshire College Alumni Association and the Kappa Delta Phi National Fraternity have raised money to support a scholarship program. Consideration is given to students who are members of Kappa Delta Phi National Fraternity.

Frank and Eleanor Barnes Alumni Scholarship

Established in honor of Frank and Eleanor Barnes, professors in the computer information systems department of New Hampshire College, this scholarship is available to assist students majoring in computer information systems or management advisory services.

Edward Nassar Memorial Scholarship

In memory of Edward Nassar, a former student at New Hampshire College, the New Hampshire College Alumni Association has created a scholarship fund designed to provide assistance to deserving, needy New Hampshire College students. Preference is given to veterans of the armed forces and/or their dependents.

Women's Faculty Scholarship

The New Hampshire College Women's Faculty Scholarship was created by the college's women faculty to acknowledge and support New Hampshire College students who demonstrate an ongoing commitment to human and environmental rights, economic justice, gender equity and community service. Each year, two undergraduate scholarship awards and one graduate scholarship award are provided to returning students who best represent those values. New students are not eligible. Recipients are selected based upon academic record, commitment to human rights, and financial need. Undergraduate school candidates must apply by May 15; GSB/CED candidates must apply by July 15.

Ronald L. Woodward Memorial Scholarship

The Ronald L. Woodward Memorial Scholarship was created in honor of a former New Hampshire College student for students from upstate New York. Funding for this scholarship is provided through the New Hampshire College Alumni Association and the greater Rochester/Buffalo, New York area chapter.

Scott Caswell Memorial Scholarship

Scott Caswell died in 1987 in an unfortunate accident. Friends of Scott created the Scott Caswell Memorial Scholarship Fund. Scholarships are for computer related majors of junior or senior status who have a minimum grade point average of 3.0. Recipients must be residents of New Hampshire.

Kappa Chi Scholarship Fund

A fund that supports students who are sisters of the Kappa Chi sorority.

Tony Lambert Memorial Fund

A fund established by the Lambert family to support retailing and management majors.

Veterans Fund

This fund is designed to benefit dependents of veterans of the armed forces.

Federal and State Programs

Federal Pell Grant

Federal Pell Grants range from \$400 to \$3,300 per year. Applicants must be enrolled in a degree program and have not obtained a baccalaureate degree. Student eligibility and grant amounts are determined by the U.S. Department of Education but vary with enrollment status and program of study.

Federal Supplemental Educational Opportunity Grant (FSEOG)

FSEOG is a campus-based federal grant program with awards ranging from \$200 to \$1,600 per year, depending on demonstrated need and availability of funds. Grants are awarded to students with exceptional financial need, and typically to students receiving a Federal Pell Grant.

State Student Incentive Grant (SSIG)

New Hampshire has a reciprocal agreement with Maine, Vermont, Massachusetts, Rhode Island, Connecticut and Pennsylvania through which residents of those states may be eligible for state aid for attendance at a post-secondary institution in New Hampshire. New Hampshire also has an incentive grant program for its residents. The state agency in your state can provide eligibility requirements.

Governor's Success Grant

The Governor's Success Grant program provides assistance to New Hampshire students who are full-time undergraduate students and have completed 30 credits. The State of New Hampshire provides funds with a matching contribution from New Hampshire College. Funds are not awarded or disbursed until the middle of the spring semester.

Loans and Jobs

Federal Perkins Loan Program

The Perkins Student Loan Program is a long term, low interest educational loan program administered by the college through a revolving fund comprised of contributions from the federal government, previous borrowers and the college. The maximum annual loan amounts are \$2,200 for undergraduate students. Loans are based on financial need and the current interest rate when in repayment is five percent.

Federal Stafford Loans

To determine a student's eligibility for this federally regulated loan, the student must file the FAFSA and the Stafford Loan application. Only a college financial aid office can determine the student's eligibility based on the cost and financial need at the particular college. Maximum loans: \$2,625 for first year students, \$3,500 for second year students, and \$5,500 for third, fourth and fifth year students.

The portion of Federal Stafford loan eligibility equal to the demonstrated need, and not exceeding the maximum loan amount, is subsidized by the federal government. Principal payments are deferred and interest is paid for the borrower until after the student ceases enrollment. Applicants whose demonstrated need is less than the maximum loan amount may receive the balance of the maximum loan amount as an unsubsidized Federal Stafford loan. With an unsubsidized Stafford Loan, the government will not pay the interest for the borrower, but both principal and interest may be deferred while the student is enrolled.

The current interest rate, established by the federal government, varies but will not exceed 8.25 percent. No repayment of interest or principal is required until six months after the student graduates or withdraws from college.

G.A.P. (Stafford) Loans

The New Hampshire Higher Education Assistance Foundation has established the G.A.P. program to assist New Hampshire residents and out-of-state students attending New Hampshire colleges. For students determined by the college to be totally or partially eligible for the federally-subsidized Stafford Loan but having been denied a loan by a lender of their choice, NHHEAF will process the loan through a bank in New Hampshire.

Federal PLUS Loans

Parent Loans for Undergraduate Students (PLUS) is a program designed to provide assistance to parents who wish to borrow money to help pay for their dependent son's or daughter's education. The maximum loan amount is equal to the total cost of attendance minus the amount of financial assistance received by the student. Repayment of principal and interest begins immediately with minimum monthly payments of \$50 plus interest. Repayment may be spread over ten years. The college financial aid office determines eligibility based upon federal need analysis procedures; the lender determines credit worthiness. A Free Application for Federal Student Aid (FAFSA) must be on file to receive a PLUS Loan.

Alternative Loans for Parents and Students

There are several alternative loan programs available for parents and students. These programs should only be explored after Stafford and PLUS loan eligibility has been exhausted. Please contact the Financial Aid Office for more information.

Federal College Work Study Program (FWSP)

The Federal College Work Study Program is an employment program funded by the federal government and the college. It allows students with financial need to work on campus and receive an hourly wage. Currently no job is paid at a rate of less than \$5.15 per hour. The financial aid office will assist students in locating employment; however, neither employment nor earnings will be guaranteed. Typical jobs are found in the library, cafeteria, department offices, gymnasium and maintenance department.

New Hampshire College Student Part-Time Payroll

In addition to the College Work Study Program, New Hampshire College maintains a student part-time payroll. Pay periods, pay rates and job duties are the same as with the Work Study Program; however, there is no total earnings ceiling per academic year.

Off-Campus Employment

Manchester is New Hampshire's Queen City and the population center of the state. Part-time employment opportunities do exist in the local area, and although not part of the college's aid program, earnings from such sources can contribute

significantly toward meeting college costs. The college's Career Development Center coordinates information concerning these opportunities and acts as liaison with local employers.

Outside Assistance

All students are encouraged to seek assistance from sources outside the college, in addition to making application through the financial aid office. Students should consider local programs such as Dollars for Scholars, and service clubs. Guidance counselors may be able to provide information concerning available reference material.

Outside assistance is required to be reported to the financial aid office, and may necessitate a revision to an existing financial aid award.

Veterans' Benefits

New Hampshire College is approved for the education of veterans and the children of veterans. Questions regarding benefits for veterans should be directed to the veteran's affairs office. New veterans should submit: a) an application for admission; b) a registration form for the next term; c) an official high school transcript or copy of GED test scores; d) official college transcripts, if any; e) copy of DD-214 and any service school data; f) the necessary Veterans Association paperwork.

Veterans enrolling under the G.I. Bill for the first time may experience a delay of up to two months before they receive their first check. If no check has been received by the seventh week of the term, contact the veteran's affairs office.

If a veteran student is transferring directly from another school where he/she had been using VA benefits, the student should ensure that the other school promptly notifies the VA of the veteran's effective date of termination.

Students must notify the registrar of any past college credits that are transferable to New Hampshire College. If, after two terms, the veteran does not supply the required official transcripts of past studies, he/she will be certified only for cost of courses. In the Division of Continuing Education, two courses per eight-week term constitute a full-time academic load and qualify the veteran for full-time benefits.

New veteran students should matriculate immediately and select their degree programs. Because of VA regulations pertaining to certifications, a non-matriculated student will not be certified for educational benefits after two terms of attendance.

Veteran students who take courses that are not applicable to or not required for the chosen degree will not be certified to the VA for those courses. To maintain a full-time status, the only time you can take a course outside of your major is in your last term before graduation.

The VA requires strict compliance with a number of other regulations: maintenance of satisfactory academic progress, notification of any changes in status, such as withdrawal from a course. It is the veteran's responsibility to be aware of all VA regulations that affect his or her educational program.

Selection Criteria

New Hampshire College participates in the Federal Title IV student aid programs and utilizes the required federal methodology for determining student eligibility for federally funded assistance.

For dependent students, an estimate of the parents' contribution toward education expenses is made on the basis of the amount of parents' income and assets as well as consideration of taxes, medical expenses, and other liabilities of the family. The student's income and assets are also considered in estimating the total family resources which may be utilized to meet the student's cost of education.

For independent applicants, an estimate of the student or family contribution is made on the basis of the student's (or spouse's) income and assets. Taxes and other liabilities of the student (and his/her family) are taken into consideration in the formula.

The difference between a student's cost of education and the estimated family contribution, as well as support received from sources outside the college, is the student's demonstrated financial need. The financial aid office attempts to fund demonstrated need through a combination of financial aid sources available.

All information submitted in support of an applicant's aid request is held in strict confidence by the college. The data, however, is subject to verification through the Internal Revenue Service. The college reserves the right and recognizes the responsibility to cancel awards and re-bill the student and/or parents in cases where awards were authorized on the basis of incorrect or incomplete information.

Standards of Satisfactory Academic Progress for Financial Aid

Academic progress will be determined by the financial aid office based upon the information contained on the student's academic transcript as of the date of the review. A student must meet both of the following standards in order to continue to receive financial assistance.

Quantitative Measure

A student must have successfully completed at least 75 percent of all the credits he/she has attempted at New Hampshire College during the entire period of enrollment. Total credits earned divided by total credits attempted equals the percentage.

- a. For the purposes of financial aid, a student may attempt a maximum number of credit hours based on the student's program of study, (inclusive of remedial and non-degree courses), less the total number of credits accepted for transfer from other institutions.
 1. Associate degree candidates may attempt a maximum of 90 credits.
 2. Bachelor degree candidates may attempt a maximum of 180 credits.
 3. Graduate degree candidates may attempt a maximum of eight years of study in a specific graduate degree program.
- b. Credits attempted are those for which the student has enrolled, as of the end of the add/drop registration period.
- c. Successful completion is defined as the assignment of a passing grade to the courses attempted and equates to the number of credits earned. Failure, withdrawal, incomplete or other designations to the courses attempted are not considered successful completion.
- d. Courses that are repeated will be counted in the calculation of credits attempted and will also be counted as credits earned, when the student receives a passing grade.

Qualitative Measure

A student must maintain a minimum cumulative grade point average (G.P.A.) on a 4.0 scale.

- 2.0 for undergraduate degree programs, and
- 3.0 for graduate degree programs.

Review

Individual student records will be reviewed based on evaluation periods that correspond with the student's academic program.

- Undergraduates will be reviewed once a year.
- Graduate students in the community economic development program will be reviewed three times a year.
- All other graduate students will be reviewed twice a year.

Enforcement

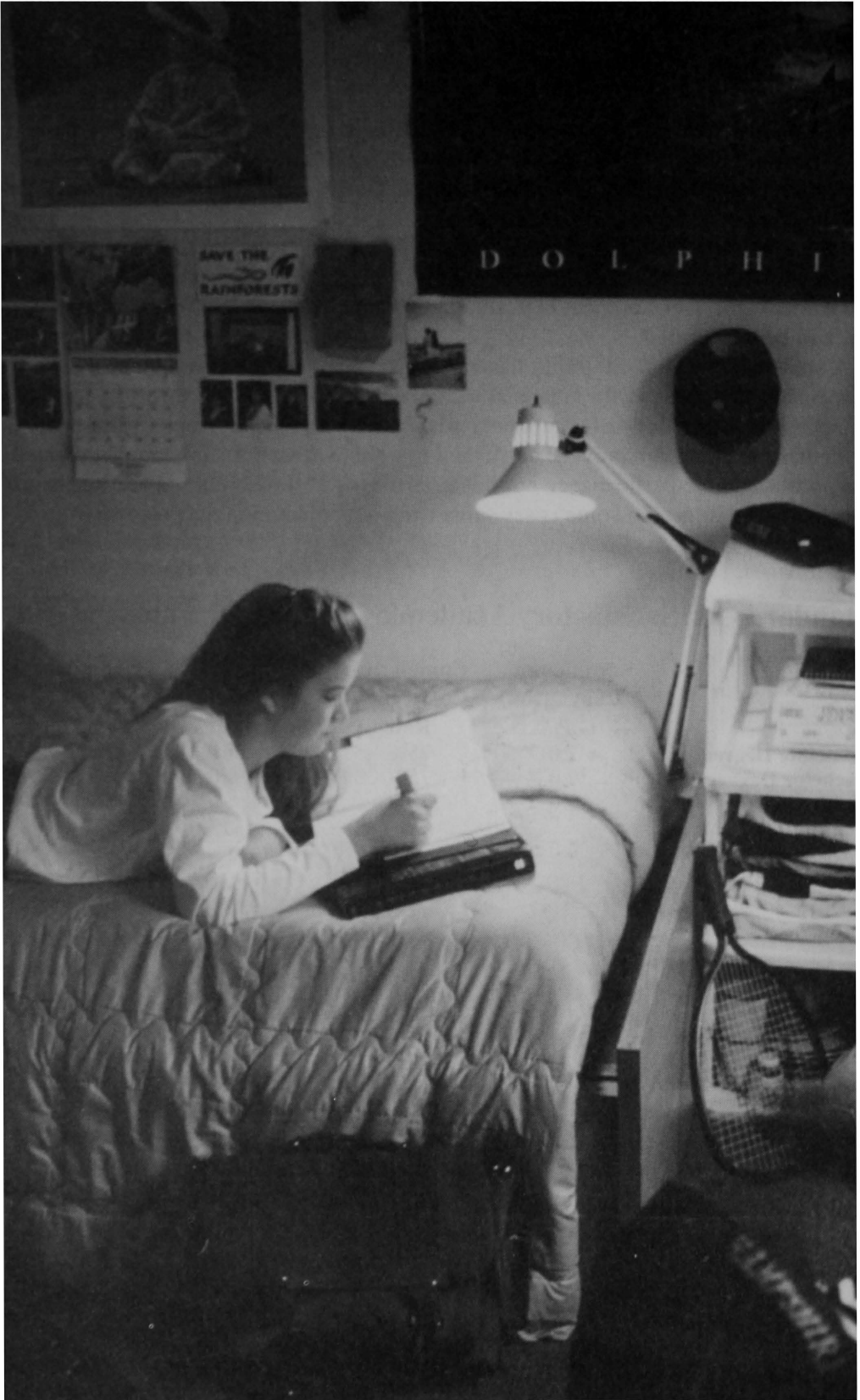
Failure to meet either the qualitative or quantitative standard will result in the student being placed on financial aid **probation** or warning. The probationary period will be until the next evaluation period. During probation the student will still be allowed to receive financial aid.

At the end of the probation period, a student whose academic record meets both standards will have his/her academic eligibility for future financial aid reinstated. If the student still does not meet both standards, then his/her eligibility for financial aid will be **suspended**.

A student whose aid eligibility has been suspended has ten days to appeal the suspension in writing to the financial aid appeals committee. The suspension may be appealed on the basis of an undue hardship, such as illness or injury of the student, or death of a relative. The student must show that the hardship that created the poor academic performance has been resolved and should not impede academic success in the future. In some cases supporting documentation may also be required.

Standards for Satisfactory Academic Progress for Financial Aid

	Minimum Cumulative G.P.A.	Cumulative Completion Rate	Maximum Time or Credits	Evaluation Period
Associate Degree	2.0	75%	90 credits	yearly
Bachelor Degree	2.0	75%	180 credits	yearly
Graduate	3.0	75%	8 years	Sept. and March
Community Economic Development	3.0	75%	8 years	Sept., Jan. and May



Tuition and Expenses

2000-2001 Costs

Undergraduate School (Day) Flat Rate

	Per Semester	Annually
Tuition	\$7,800	\$15,600
Summer School/Intersession rate	\$549/course	
Housing		
Dormitory - double	\$2,022	\$4,044
Dormitory - single	\$2,531	\$5,062
Apartment with 4 Beds	\$2,372	\$4,744
Apartment with 6 Beds	\$2,177	\$4,354
Townhouse	\$2,661	\$5,322
Washington Hall - double	\$2,276	\$4,552
Washington Hall - single	\$2,786	\$5,572
Meal Plans		
Dormitory		
Freshman & new residents	\$1,120	\$2,240
Others		
Plan 1	\$1,120	\$2,240
Plan 2	\$795	\$1,590
Apartment & Townhouse		
Options		
Plan 1	\$1,120	\$2,240
Plan 2	\$795	\$1,590
Plan 3	\$625	\$1,250
Plan 4	\$415	\$830
More than 18 credits in the 120 credit curriculum per semester		\$520 per credit
Health Insurance (Domestic)		\$130 per year (payable with first semester charges)
Orientation		\$110 per year
Late Registration Fee		\$30
Student Activities Fee		\$125 per semester
Auto Registration Fee		\$25 per year/plus \$5 each additional sticker
Transcript Fee		\$5 each (first unofficial transcript is free)
Graduation Fee		\$85

Duplicate Diploma Fee	\$25
Tuition Deposits:	
Domestic Day Undergraduate Tuition Deposit (non-refundable after May 1)	\$100
Domestic Culinary Tuition Deposit (non-refundable after May 1)	\$100
Housing deposit (non-refundable for returning students)	\$100
Exception: Refundable for new students up to May 1.	

If you plan to enroll in less than 12 credit hours, please inquire about per credit hour charges by special arrangement. \$650/credit hour including all Day and CE classes.

Culinary Institute Fees

	Per Semester	Annually
Tuition	\$7,548	\$15,096
Room and Board	\$3,142	\$6,284
Student Activities Fee	\$125	\$250
More than 19 credits per semester		\$629 per credit

If you plan to enroll in less than 12 credit hours, please inquire about per credit hour charges by special arrangement. \$629/credit hour including all Day and CE classes.

Culinary students must purchase a uniform and set of knives. Students are subject to additional college fees applicable to full time day students, including health insurance, graduation fee, late registration fee, and others.

ALCC Fees

Academic Calendar and Fees

Term	Tuition	Room & Board
Fall Terms:		
September 6, 2000 - December 15, 2000	\$3,480	\$3,142
October 23, 2000 – December 15, 2000	\$1,856	\$1,571
Spring Terms:		
January 16, 2001 – May 11, 2001	\$3,712	\$3,142
March 19, 2001 – May 11, 2001	\$1,856	\$1,571
Summer Terms:		
May 14, 2001 – August 17, 2001	\$3,248	\$2,889
July 2, 2001 – August 17, 2001	\$1,624	\$1,445

ENG 070 Terms

(must be enrolled as a New Hampshire College undergraduate student):

September 6, 2000 - December 15, 2000	\$1,747
January 16, 2001 - May 2, 2001	\$1,747
May 15, 2001 - June 22, 2001	\$1,747

Graduate Language Studies Terms I-IV	\$1,113
Damage Deposit	\$ 100
Insurance	\$ 264

Room prices vary. Prices quoted are for a typical room based on double occupancy. Other room rates are listed in the tuition and expense section.

Payment of College Bills

Full payment of tuition and fees, or participation in the college approved payment plan is required before the first day of classes.

The student's portion, also known as the net amount due, is the balance of tuition and fees remaining after the student has completed financial aid forms and is expected to be eligible for such aid. Balances, which result from unpaid financial aid (for any reason), are the student's responsibility to pay. All students must sign a Promissory Note agreeing to the terms and conditions as set forth by New Hampshire College.

Prior to the start of any term student financial accounts must be settled in one of the following ways:

- A. Paid in full and received by the Student Administrative Services offices before the first day of class. (Cash, check, money order, VISA, Discover and MasterCard accepted.) or:
- B. Enrolled in the contracted payment plan offered through Tuition Management Services (TMS). Participation is defined as TMS having received the first payment and enrollment fee before the first day of class. TMS is an independent payment plan company that is authorized by New Hampshire College to make payment contracts and receipt payments on the college's behalf. There is an enrollment fee to open a contract. Please contact TMS directly to open a contract. 1-800-722-4867. Finance charges will not accrue on your student account provided your payment contract is in good standing. You will be responsible to make any necessary adjustments to your payment contract in order to settle your account in full with NHC.
 - Students who are completely covered under a direct-billing sponsorship arrangement are not required to make any payment to NHC as the sponsor will be direct-billed.
 - International students or domestic resident undergraduate students who switch to CE status, will be charged a \$120 per term fee to cover the cost of campus services.

- Students receiving financial aid may use such funds to make required payments. Transcripts and diplomas will be withheld from any student with an outstanding balance.
- Finance charges at the rate of 18% per annum on the outstanding balance will be charged to all students except those on active duty military and those covered under a direct billing arrangement.
- Students failing to pay their bill for the previous term within a 30-day window will be assessed a \$50 penalty charge. Students who are no longer enrolled at New Hampshire College and have a balance will be charged a late fee of \$50.00. If a payment plan is not established, the account will be placed with a collection agency. If this happens, the student's account will be assessed an additional 25% and the debt will be placed in the student's credit file. Any student who is a former collections account must pay up-front for future classes.

For additional information contact the Student Administrative Services office.

Deposit Policy for New Students

Following acceptance to the college, students need to confirm their intention to enroll at New Hampshire College by submitting a tuition deposit of \$100 and, if applicable, a residence deposit of \$100. These deposits are requested by, and payable to, the admission office and will be credited to the student's account.

Housing Security Deposit

A housing security deposit is required of all students residing in college housing. The deposit is refunded when the student no longer resides on campus. The student's account is charged for any damages as they occur and the student is required to pay for the damages in order to maintain the deposit at \$100.

Admission Deposit Refund Policy

September Admission: The deposit is fully refundable up to May 1. After May 1, the tuition deposit is not refundable. The room and board deposit remains refundable.

January Admission: The tuition deposit is not refundable.

Requests for refunds must be submitted in writing to the director of admission.

Refund Policy

Students who withdraw from the college (see Withdrawal from New Hampshire College) will be entitled to a refund according to the policy listed below that applies to their situation.

A. First time students who are recipients of Title IV financial aid will receive a refund according to the Pro Rata Refund Policy. The calculation of this refund is performed by the Office of Financial Aid.

B.Non-first time students will have the Federal Withdrawal Refund Policy calculated.

Details of the Federal and Pro Rata Refund Policies for undergraduate school and culinary institute day students, as well as for other programs, are available in the Office of Financial Aid and Student Administrative Services.

New Hampshire College complies with all regulations required of institutions that receive federal Title IV funds.

Non-matriculated Part-time Students

New Hampshire College provides limited opportunities for residents of the greater Manchester area to enroll as special students on a part-time basis in its day programs in the undergraduate school including the Culinary Institute.

Non-matriculated part-time students may enroll for up to six credit hours in a semester not to exceed nine credit hours per academic year or more than twelve credit hours in total. Enrollment is on a space available basis or by special arrangement. Enrollment is by recommendation of the director of admission, the undergraduate dean, or the director of the Culinary Institute and must be approved by the registrar.

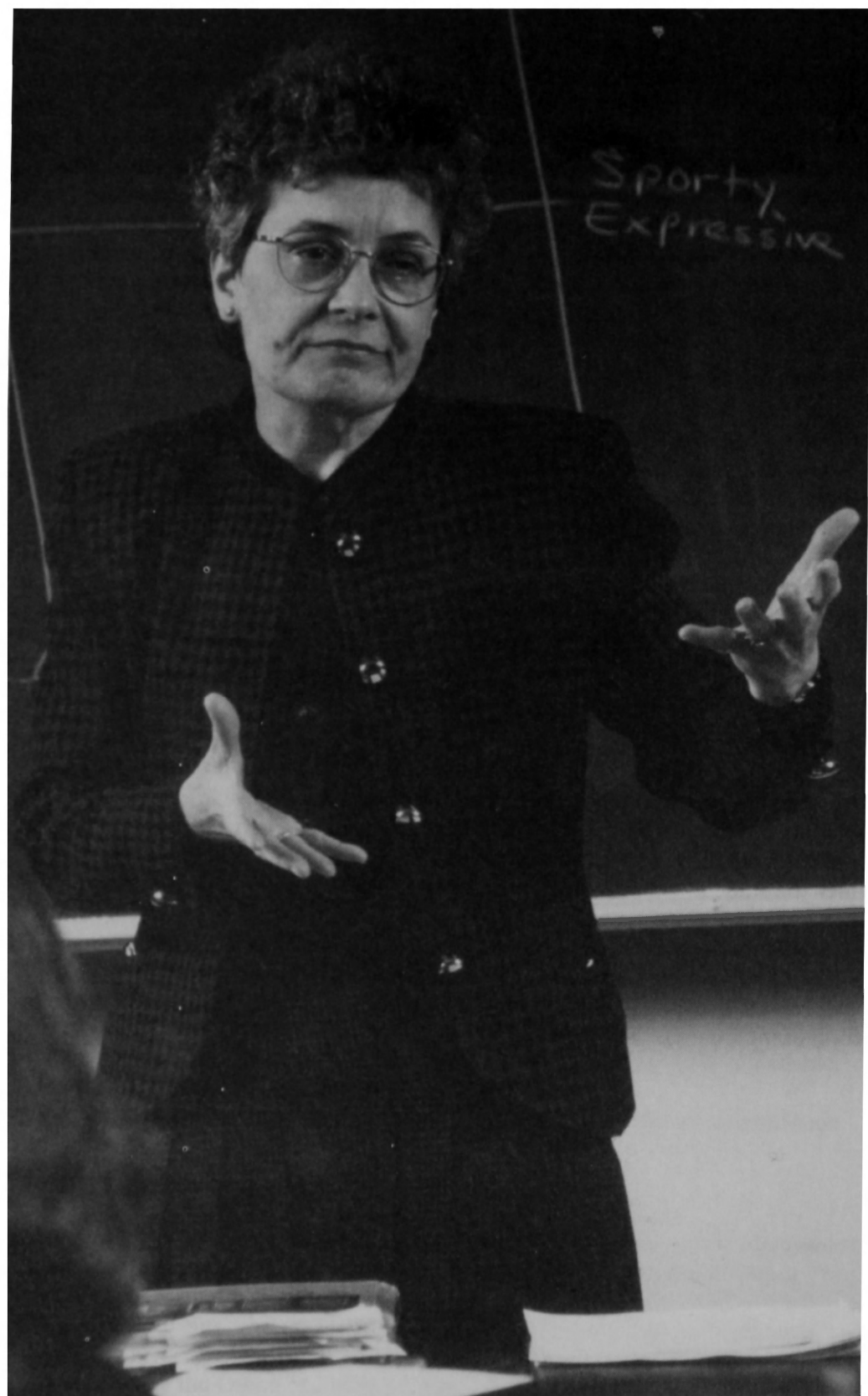
For the 1990-2000 academic year, the per course tuition is \$495 for those non-matriculated students granted permission to enroll on a part-time basis.

Credit Overload

A student who wants to take more than 18 credit hours in a single semester, including all day and continuing education credits, must receive permission to take these extra credit hours from the division chair. Credit hours for courses from which the student withdraws are included in the total number of credit hours being taken by that student.

A student will be required to pay for each credit hour he or she takes in excess of 18 credit hours in one semester.

All New Hampshire College tuition and fees are subject to change at any time by action of the Board of Trustees.



Division of Continuing Education

The purpose of the Division of Continuing Education at New Hampshire College is to make available to adults, courses of study at the college level designed to improve their position in their current fields of employment, or to help them acquire the skills and knowledge necessary to pursue a new career.

Through the Division of Continuing Education, New Hampshire College is able to be a school for working people. Our course selections, schedules, curricula and methods of instruction are designed with the adult working population in mind.

Convenience and accessibility are the keys to the division's success. With eight locations in New Hampshire, Maine and Puerto Rico, we are near our students. Our class schedules, which meet evenings, weekends and weekdays in some centers, are designed for working adults. Through our Distance Education program, students can access their courses at any time that is convenient for them. Courses offered through Continuing Education contain the same content and maintain the same high standards as courses offered in the traditional day format.

Continuing education terms are generally eight weeks in length with six terms per year. A student who enrolls in two courses per term can complete a certificate program in one year, an associate's degree program in two years and a bachelor's degree program in just four years.

In many cases, the adult learner can receive credit for acquired skills and knowledge obtained through previous life experience by way of national tests such as CLEP or DANTES or by creation of a portfolio. This can enable the adult student to achieve a degree even more quickly.

New Hampshire College is proud of its success in continuing education. We have been a leader in this field and will continue to emphasize academic excellence and individual achievement.

The variety of degree programs, course offerings and schedules is published in our continuing education bulletin. For further information contact one of the following continuing education centers:

In New Hampshire:

Dover Center;

23 Cataract Rd., Dover, NH 03820, (603) 740-8516, doover@nhc.edu

Laconia Center;

2 Airport Road, Gilford, NH 03246, (603) 524-3527 or 524-3554,
laconia@nhc.edu

Manchester Center;

2500 North River Road, Manchester, NH 03106-1045, (603) 645-9624,
manchester@nhc.edu

Nashua Center;

546 Amherst Street, Nashua, NH 03063, (603) 881-8393, nashua@nhc.edu

Portsmouth Center;

150 Greenleaf Ave., Unit 4, Portsmouth, NH 03801-5393, (603) 436-2831,
portsmouth@nhc.edu

Salem Center;

19A Keewaydin Drive, Salem, NH 03079, (603) 893-9600, salem@nhc.edu

In Maine:

Brunswick Center;

1000 Burbank Ave., Naval Air Station, Brunswick, ME 04011, (207) 725-6486, brunswick@nhc.edu

In Puerto Rico:

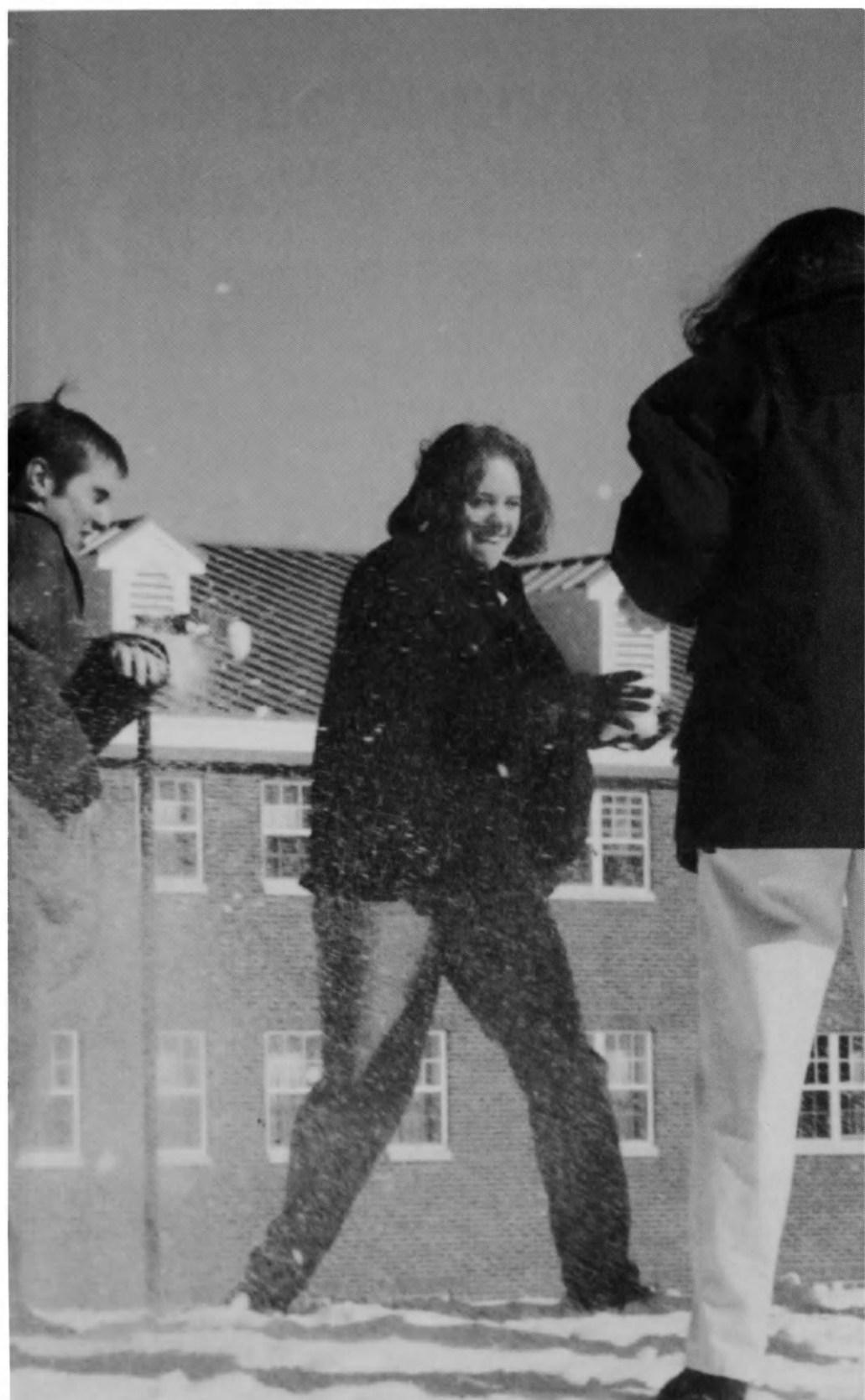
Roosevelt Roads Center;

PSC 1008, Box 3602, FPA AA 34051-3602, (787) 865-8598,
rooseveltrds@nhc.edu

World-Wide:

Distance Education Center;

2500 North River Road, Manchester, NH 03106-1045, dep@nhc.edu





Academic Support Services

Harry A.B. and Gertrude C. Shapiro Library

Located on the south campus, the Harry A.B. and Gertrude C. Shapiro Library serves as an information resource center for the students, faculty, and staff of New Hampshire College. The constantly expanding collection contains approximately 77,350 volumes, 698 periodical subscriptions, over 4,000 on-line titles, and 12,070 company financial and annual reports on 366,141 microfiche. The library subscribes to various business, computer, tax and financial services, is a U.S. and State document depository, and has access to several computerized information services including Lexis-Nexis Academic Universe, INFOTRAC and Bloomberg Financial Markets. The Shapiro Library also supports New Hampshire College centers in Roosevelt Roads, Puerto Rico, and Brunswick, ME and works with public and academic libraries to provide services to NHC students and faculty. Collection development is aimed at meeting the research needs of undergraduate and graduate level students. Several conference rooms are available for group study projects. Librarians provide reference assistance and instruction in the use of library resources.

The Shapiro Library exists to strengthen and enhance the education of all New Hampshire College students by teaching them to learn independently, by providing opportunities to increase the depth and scope of their research and by aiding them in effectively using available information to make informed judgments and decisions. The library staff recognizes the differences and similarities among its various users and responds appropriately to the diverse needs of each. The library aims to have all New Hampshire College graduates familiar with basic information sources appropriate to their academic areas. To achieve this goal, the library's policies and procedures are designed to meet the needs of the academic community, based on its assessment of student and faculty needs, and on its work with students, faculty and administration.

Shapiro Library houses the college's technology business information center which provides students and staff, as well as New Hampshire residents and area business people, and other library users, the ability to access and utilize the most up-to-date business data and information. The technology center features twenty-four networked personal computers in an open area for general use, and thirty-two networked personal computers in a seminar/training room. The computers will allow all users access to information resources such as books, journals, video, government documents and databases available at Shapiro Library, libraries in the greater Manchester area, and at the state, national and international level via the Internet.

The library features an art gallery which offers exhibits of New England artists. A separate, but functionally integrated wing of the library, contains the Audio Visual Center and 100-seat studio. The center includes a listening room where its library of compact discs, cassettes, and video programs can be reviewed by students and faculty. A wide range of A/V equipment is circulated from the center for classroom instruction. Computer-generated transparencies are produced by students and faculty with assistance from audio-visual personnel.

Academic Support Services

Success in academic matters is the result of a joint partnership between students and teachers. Students who are willing to learn will find our academic support services a valuable part of that teaching-learning partnership. They are offered the assistance needed to be academically successful and to become independent learners.

The Office of Learning Services provides:

- Tutoring: individual, group, and walk-in
- Study skills instruction
- Peer mentoring
- Academic counseling
- Supplemental instruction labs for various courses
- Writing assistance
- Computer and video assisted instruction

Academic support services are available at no additional cost to all NHC students. Students who want to achieve better academic results are welcome to discuss their needs with their teachers and/or a member of our Advising Office staff.

New Hampshire College Computing Resources

New Hampshire College provides student computer laboratories at all campus locations. These facilities contain industry-standard microcomputers with a suite of Microsoft Windows-compatible software. Each student facility has a functioning network which provides file and print sharing services as well as full access to the Internet. This Internet access provides students with electronic mail, file transfer and remote log on capability, and full World Wide Web access.

In a manner less visible to students but equally important, the Department of Computing Resources serves as the hub of the college's many administrative functions, supporting hardware and software used to assist NHC in administrative operations such as grade reports, transcripts, paychecks, and so forth. A network of over 100 computers reaching every college campus provides access to the college's administrative computing system to provide this support. Faculty can also access the college's administrative computing system for specific computing requirements.

The college's Graduate School of Business is supported by a cluster of networked personal computers with all the standard features and capabilities mentioned previously. In addition, an advanced student computing laboratory contains state-of-the-art computing and networking facilities which are utilized in support of the Master of Science degree in Computer Information Systems.

Career Development Center

The Career Development Center provides services aimed at assisting students in life and career planning throughout and after their college careers. With increasing competition in the job market, career planning and development are critical for today's college students. Career Development Center services fall into two primary areas: Cooperative Education and Career Planning.

Cooperative Education

Cooperative education (co-op) is an option available to students in most majors at New Hampshire College. This "earn and learn" program provides credits toward a degree and integrates classroom study with related on-the-job work experiences, some of which are paid positions. These opportunities not only bridge the gap between textbook theory and the actual practices of the work world, but also allow students to test career choices early. All students are encouraged to build a co-op option into their academic program as they form the basis for enhanced career opportunities upon graduation.

New Hampshire College offers co-op in three, six and twelve credit hour blocks in most majors. Each co-op experience requires approval by a member of the college faculty and requires written assignments. Co-op experiences are coordinated and supervised by the Career Development Center in consultation with faculty and students, with work sites in all regions of the United States. When co-op is taken during the academic semester, it may be integrated with regular classroom work. However, students often elect to do co-op during summer months, allowing them to concentrate on full-time work for an extended period of time.

The Career Development Center maintains a working relationship with local, regional, national, and international employers. Students are also involved in developing contacts that will assist them and the college in developing new options.

Career Planning

Because career decision making is a systematic process that requires time and planning, the Career Development Center offers a developmental plan which can be followed during a student's undergraduate years. Making effective career decisions requires careful self-assessment and investigation of career options.

The Career Development Center's professional staff offers workshops and one-on-one counseling year-round, from freshman year and beyond graduation. Career objectives and values as related to personal goals and lifestyles are challenged by career assessment inventories. Traditional job search assistance is offered, and contacts with representatives of business, government, and industry to recruit on and off campus. An on-premise career library contains materials on career trends, job hunting techniques, and employment opportunities. An employer data base, computerized career decision-making program, and Internet job search access are also available.

An early partnership between students and the Career Development Center will assist students in their preparations for entering the workforce.

American Language and Culture Center

The American Language and Culture Center offers intensive English language instruction and culture study year round. The center's goals are to equip international students with the language and culture skills that will enable them to successfully enter and complete academic programs at New Hampshire College or other colleges and universities in the United States. A variety of proven instructional methods are used to meet individual needs and instructional goals. An essential aspect of ALCC's program is its theme-based curriculum. Carefully coordinated skill areas of listening, reading, writing, speaking and structure focus around topics of general interest. The fall semester includes such topics as study skills, business management, occupational knowledge, marketing; the spring semester topics are human rights, sports, health, business communications, criminal justice, and the environment; summer topics include travel and tourism, consumer economics and United States history.

Frequent field trips and access to community resources address students' academic, career, and personal development needs. The ALCC staff believes that the uniqueness of its program lies in the emphasis on close teacher/student relationships and structured interaction with the business and professional men and women who live and work in the Manchester community.

Small class sizes (limited to 12 students) and appropriate levels ensure individualized learning. Students cooperate in peer tutoring, counseling, and multilevel group work. Video programming and activities are an integral part of the program. Computer-assisted instruction is also provided in a state-of-the-art language lab.

Specially trained and experienced instructors guide each student through a progression of linguistic and analytical activities. A comprehensive lending library of audio-cassettes and listening texts are available to students for personal use. Advanced level students are permitted to take courses for degree credit in the evening division of New Hampshire College. TOEFL preparation classes are offered at frequent intervals throughout the year.

Curriculum (IEP: Intensive Program)

The intensive English as a Second Language program is a full-time program with a minimum of 20 hours of language instruction and guidance. Students are tested and assigned to one of four levels: low-intermediate, intermediate, high intermediate and advanced level classes. At the end of each term, students are given the TOEFL exam, among other tests, and are evaluated as to their progress, attendance, participation, and readiness for academic work at the college or university level. Mandatory individual teacher-student conferences are scheduled at mid-term as well as the end of each term.

Skill Sections

Listening Comprehension: Levels 2-5

This section develops basic skills in discriminative listening. Through carefully structured practice, students improve their ability to extract meaning from spoken English sentences. They learn to pay attention to grammatical relationships within the flow of natural spoken English. The complexity of the material increases as students move from one level to the next.

Reading and Writing: Levels 2-5

The reading and writing sections address the difficulties that pre-university and college ESL students generally experience when reading unsimplified material for information. As much as possible, real life reading materials are used at all levels. Emphasis is placed on context reading and word analysis. Punctuation is studied in order to interpret complex sentences accurately. Scanning and skimming practice is developed as a reading skill. In the writing segment, students learn how to analyze and organize thoughts and information, to outline, and to form paragraphs. They also learn to develop a topic, to make and support points, to compare and contrast, and to show causal relationships. The complexity of the material increases as the student progresses to the next higher level.

Culture Studies: Levels 2-5

The complexity of the material becomes increasingly demanding linguistically as the student moves from low intermediate to advanced levels. This segment focuses on cross-cultural awareness and sensitivity while giving students an opportunity to use the target language and develop new vocabulary. In addition to the structured

cross-cultural activities, study skills are reviewed and students are introduced to libraries and research skills and to student rules in American colleges and universities.

Structure: Levels 2-5

Students study the grammar of the English language and review and drill various structures in traditional and communicative activities.

Requirements for Completion

It is impossible to predict how many terms a student will need to acquire fluency, to meet the English proficiency required at New Hampshire College, or to pass the TOEFL exam. Students at the lowest level must recognize that it may require up to 3 full terms or more before undertaking a full-time degree program.

Students who have demonstrated satisfactory acquisition of skills for each level will be promoted to a higher level either at mid-term or at the end of a term. Students who have completed the advanced level ESL course and have been accepted into the undergraduate school are placed into English 070, a pre-freshman course consisting of nine hours of ESL reading, writing, and study skills, along with two courses from the core curriculum of the Undergraduate School. Conditionally accepted graduate school students, who have completed the advanced level ESL course, and who have TOEFL scores of 500 or better (173 on Computer Based TOEFL), are placed in Graduate Language Studies, an English language support program for international graduate students and two courses in the graduate school. The focus of the Graduate Language Studies course is business writing, analysis of case studies, and oral communication for business presentations.

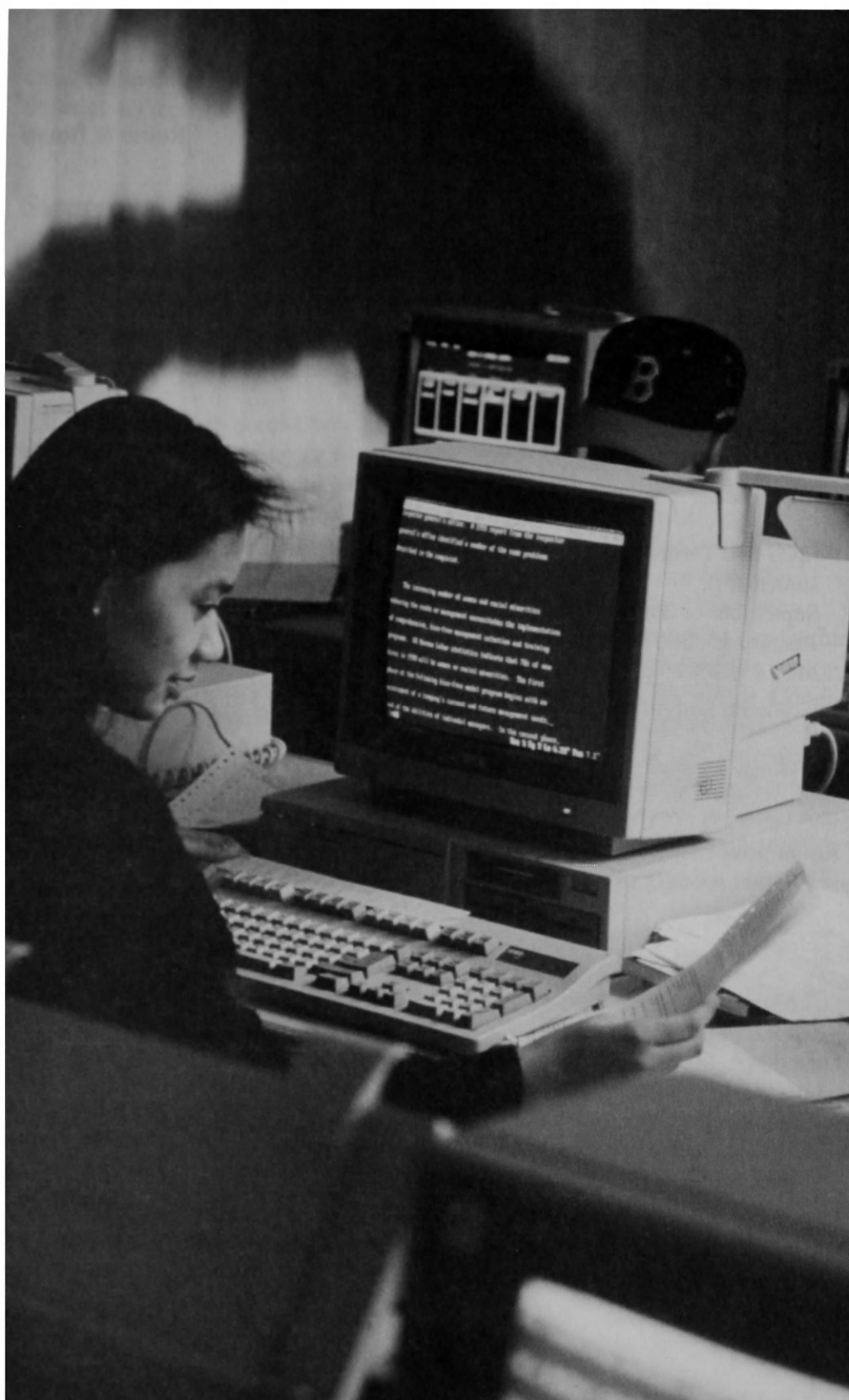
Admission Procedures

Admission to the intensive program is open to anyone who has completed secondary school and who has already acquired low-intermediate level English proficiency (approximately 370 - 400 TOEFL scores, or 70-97 CBT). Applicants must complete an application and give evidence of financial support. New students apply to the ESL program through international admission. Returning students are registered by the ALCC director. Admission to the American Language and Culture Center does not constitute admission to a degree program at New Hampshire College.

Academic Calendar and Fees

Term	Tuition	Room & Board
Fall Terms:		
September 6, 2000 - December 15, 2000	\$3,480	\$3,142
October 23, 2000 – December 15, 2000	\$1,856	\$1,571
Spring Terms:		
January 16, 2001 – May 11, 2001	\$3,712	\$3,142
March 19, 2001 – May 11, 2001	\$1,856	\$1,571
Summer Terms:		
May 14, 2001 – August 17, 2001	\$3,248	\$2,889
July 2, 2001 – August 17, 2001	\$1,624	\$1,445
ENG 070 Terms (must be enrolled as a New Hampshire College undergraduate student):		
September 6, 2000 - December 15, 2000	\$1,747	
January 16, 2001 - May 2, 2001	\$1,747	
May 15, 2001 - June 22, 2001	\$1,747	
Graduate Language Studies Terms I-IV	\$1,113	
Damage Deposit	\$ 100	
Insurance	\$ 264	

Room prices vary. Prices quoted are for a typical room based on double occupancy. Other room rates are listed in the tuition and expense section.



Special Academic Programs

Academic Advising

Advising is a service provided to all students enrolled at New Hampshire College. For freshmen, a special freshman advisor is assigned to help with the transition to college and to address the many transitional and adjustment issues which all freshmen encounter. All freshmen are required to enroll in the Freshman Experience Seminar (FEX 100). The instructor for that course is the student's freshman advisor. Freshmen who have questions about advising should consult with their advisor or the associate dean in the Office of Freshman Programs.

After the first semester of the freshman year, students are assigned advisors from the department in which they have elected to major. Division chairpersons coordinate the assignment of advisors. Students electing not to declare a major will be assigned to work with an advisor in our Office of Academic Advising. The services of the Advising Office are available to all students with particular emphasis given to the "undeclared" student. Services include academic counseling, educational and career planning, peer mentoring and workshops to help develop student academic survival skills.

Supplemental Instruction Labs

Recognizing the individual needs and abilities of our students, New Hampshire College offers students the opportunity to enroll in courses with Supplemental Instruction Labs. Supplemental labs are designed to provide structured support in courses that may be challenging for a student. These labs are supervised by faculty within the discipline. While a typical course meets for three hours each week, courses with supplemental labs meet for four hours a week. The additional hour of supplemental instruction provides students with the opportunity to:

- Develop effective study strategies and organizational skills to better understand the course subject
- Review and discuss assignments and material presented in class
- Organize and meet in course specific study groups
- Review for quizzes, tests, and exams
- Review skills necessary to write correctly
- Become more independent learners

Inquiries about placement in courses with supplemental labs should be directed to the undergraduate school admission office.

The Honors Programs

The New Hampshire College Honors Program is a student-run program dedicated to creating an environment in which unusually motivated students are offered an atmosphere where academic excellence is expected, where a challenging curriculum fosters independent thinking in the company of like-minded individuals, and where participants are encouraged to demonstrate integrity, fine character, and honorable behavior. Honors students are encouraged to be actively involved in their own education.

The Honors curriculum, comprising a minimum of 20 percent of the student's course work, consists of 8 courses made up of three kinds of experiences: Honors Courses taught in a seminar environment with approximately 15 students; Honors Modules attached to regular college courses; and two mandatory program courses, HON 201 and HON 401.

The Honors Program curriculum is adaptable to each student's individual needs and interests and will work with virtually any undergraduate program offered at New Hampshire College. Honors students are also offered opportunities for trips, conferences, participation in the Model United Nations in New York, special programs, volunteerism, retreats, and other enriching activities.

In addition to the academic requirements there are two other Program components of character and service. New Hampshire College Honors Program participants are expected to maintain a high level of integrity of character and to endeavor to hold high moral and ethical standards. Students in the Honors Program are also required to offer service to the Program and to the College as a whole by participating in various Honors committees and campus organizations.

Generally applicants should have combined SAT I scores of at least 1000 (new scaling), high school GPA's of 3.2 or better, outstanding entrance essays, and evidence of interest in learning, character development, and service. Students usually enter the Program at the beginning of their freshman year, but transfer students may also be accepted if they have fewer than 60 transfer credits. Current New Hampshire College freshmen and sophomores are also accepted for entrance into the next year's honors class on a space-available basis.

Once accepted into the Program, students must maintain a 3.0 GPA in every semester as well as grades of B in all Honors experience. Currently students in all majors are eligible, with the exception of the two-year culinary program and the three-year accelerated program. For information and application, contact the director of the Honors Program.

Accelerated Mathematics Sequence

Students who are selected for participation are provided with a mathematics curriculum which is substantially more challenging than that which is required by the college core. In order to receive distinction in mathematics, courses prescribed by the following list must be successfully completed at New Hampshire College with a grade of B or better.

MAT 150 Honors Finite Mathematics
MAT 250 Honors Statistics

3 credits
3 credits

MAT 151 Honors Applied Calculus

3 credits

or

MAT 320 Discrete Mathematics

New Hampshire College Study Abroad

University of North London

A valuable opportunity for international learning is provided for junior or senior students who meet the academic requirements for study at the University of North London, London, England, during the fall or spring terms of the academic year. One of the largest universities in the United Kingdom, the University of North London offers a wide range of courses in the humanities, social sciences, business and science.

Situated in central London, the University of North London offers students access to London's many cultural and historical opportunities. Students enjoy apartment living in central London which allows considerable freedom and responsibility. The apartments have fully-equipped kitchens allowing students to prepare their own meals. Extensive travel opportunities are also available to students participating in the program.

The program is open to juniors and seniors with a GPA of 2.25 or better. Students take courses along with their British counterparts and are graded on written papers submitted for each course. Because of the varied curriculums of New Hampshire College and North London, no guarantee can be made that certain course requirements associated with a particular major at New Hampshire College will be satisfied at the university. Students planning to participate in the London program should use their free electives for this purpose. Students should seek assistance from the coordinator of the program.

New Hampshire College Overseas Centers

Klang Center, located outside Kuala Lumpur Malaysia

Bangkok Center, located in Bangkok, Thailand

Chennai Center, located in Chennai (Madras), India

Mumbai Center, located in Mumbai (Bombay), India

New Hampshire College has entered into an agreement with schools in the above mentioned locations whereby we offer a full NHC Bachelor's Degree there. NHC has full academic control over these programs taught by local faculty approved by the Vice President for Academic Affairs. All students in these programs are considered fully matriculated NHC students. There is full transferability between any and all of these centers. Manchester students wishing to spend a semester at any one of these centers will pay NHC tuition and receive a round trip economy air ticket to the center. For further details, contact Dr. Steven Harvey, Dir., International Admissions.

Christelijke Hogeschool Noord-Nederland Leeuwarden, The Netherlands

Students opting for a semester abroad can choose the Christelijke Hogeschool Noord-Nederland (CHN) in Leeuwarden, The Netherlands. Leeuwarden is located in the northern part of the Netherlands near what was once called the famous "Zuider Zee." CHN has a student population of 4500. Living arrangements are in apartments close to campus, and students can walk or bicycle to classes.

Students majoring in Retailing, Hospitality Management, International Business, and other business disciplines can study in a progressive module-based learning environment. Rather than completing 5 courses per semester, typical at New Hampshire College, students take three 6-week modules. Modules are intense learning experiences based on Problem Based Learning (PBL) methods. Instruction is in English, but students benefit from a European perspective. Options for international cooperative education programs (internships) are possible. Under the present agreement, only two students can attend CHN each semester. Students should apply early for admission to the Netherlands Program.

Student Exchange Courses

New Hampshire College students are eligible to take courses at New Hampshire College and University Council (NHCUC) member institutions during the regular academic year. Courses must be approved in advance by the registrar and are subject to available space. Courses completed at other institutions under the program are recorded on New Hampshire College transcripts, and grades are computed into the New Hampshire College average. Colleges participating in this program in addition to New Hampshire College are: Colby-Sawyer College, Daniel Webster College, Franklin Pierce College, Keene State College, New England College, Notre Dame College, Plymouth State College, Rivier College, St. Anselm College, the University of New Hampshire and the University of New Hampshire, Manchester.

Students involved in the exchange program are subject to the rules, regulations, and restrictions in both the home and visited institutions. Students should, therefore, seek the counsel of the exchange representative, the New Hampshire College registrar prior to enrolling in such courses.

Spectrum

Spectrum is a series of special programs, held at various times throughout the academic year, designed to create greater student awareness of contemporary issues in the humanities, business and the arts. Students are encouraged to attend the series of programs. Individual faculty members at the college may require attendance at certain lectures and may integrate lecture material into their classes. The overriding purpose of the Spectrum series is to provide for student enrichment above and beyond the classroom.





Academic Programs

The Undergraduate Curriculum

The undergraduate school believes that success requires that students receive a broad preparation in liberal arts, and intense practice in oral and written communication.

As part of its recognition that successful leaders be able to view problems from a variety of perspectives, the undergraduate school mandates that all students complete courses in writing, arts and humanities, social sciences, mathematics and science, public speaking and the freshman seminar. Students may choose to add additional breadth to their preparation by enrolling in more advanced general education courses as part of their free elective credits.

ENG 101 (Fundamentals of Writing) and MAT 050 (Fundamentals of Algebra) may be a requirement for some students, in addition to the 48 credits listed below.

All students who must begin the English sequence with ENG 101 should review with their advisor how that course will fit into their academic year.

The College Core			Credits
ENG	120	College Composition I	3
ENG	121	College Composition II	3
ENG	212	Public Speaking	3
ECO	201	Microeconomics	3
ECO	202	Macroeconomics	3
PSY	108	Introduction to Psychology	
		or	
SOC	112	Introduction to Sociology	
		or	
GOV	109	Introduction to Politics	
		or	
GOV	110	American Politics	3
MAT	120	Finite Mathematics	3
MAT	220	Statistics	3
CIS	100	Introduction to Computer Technology and Microcomputer Applications	3
FAS		Fine Arts Elective	
		or	
HUM		Humanities Elective	3
HIS		History Elective	3
LIT		Literature Elective*	3
SCI		Science Elective	3
PHL		Philosophy Elective	3
		Elective (ATH, GOV, PSY, SOC, or GEO)	3
FEX	100	Freshman Experience Seminar	3
Total Credits:			48

*Literature Electives are fulfilled by ENG 200-level courses and above. This does not include ENG 212, ENG 220, ENG 301, ENG 327, ENG 328, ENG 329, ENG 330, ENG 333, and ENG 355.

Division Cores

Each division of the undergraduate school sets out a series of courses required in that division. Business majors take the business core, liberal arts majors the liberal arts core, and hospitality majors the hospitality core. Students who complete their program of study with the business, hospitality and business teacher education core receive a bachelor of science (B.S.) degree. Those who complete their program with the liberal arts core receive a bachelor of arts (B.A.) degree.

Major Courses

Each college program requires that students select a specific related major with up to 33 credits in that major. The record of the college alumni's success in specialized areas results in major course offerings that provide students the knowledge and skills to enter focused careers upon graduation. Some of the major credits may be designated for a cooperative education experience. The credit-bearing cooperative education program allows students to apply theory and practice the skills learned in the classroom in an actual experience.

Allied Courses and Free Electives

Each bachelor's degree student will have an opportunity to select free electives that students and their advisors believe best meet students' individual needs. Some students may select courses that would comprise a minor area of studies, while others may use a part of their elective credits to complete a cooperative experience. Still others may opt for additional advanced courses in areas of business or the liberal arts. In some majors there are allied courses outside of the major area that students are required to take in order to give them a stronger preparation for their chosen careers.

Division of Business

Business Division Chair: Dr. Karen C. Stone

The Business Core

The following courses comprise the basic business education that the college believes essential in providing students with a solid foundation for business careers. Students in each bachelor of science degree business program will add to these core courses, major courses, allied courses, and free electives that will match their career goals.

Business Core			Credits
ACC	101	Introduction to Accounting and Financial Reporting I	3
ACC	102	Introduction to Accounting and Financial Reporting II	3
ADB	125	Human Relations in Administration	3
ADB	206	Business Law I	3
ADB	421	Strategic Management and Policy	3
CIS	200	Introduction to Information Systems	3
FIN	320	Introduction to Business Finance	3
MKT	113	Introduction to Marketing	3
Total Credits:			24

Accounting Program

Coordinator: Professor John C. VanSantvoord

Accounting is one of the fastest growing professions in the world today. Professional accountants are growing in number, influence and prestige. Opportunities for the professional exist in the fields of public accounting, e-commerce, private industry, with all three levels of government, with the not-for-profit institutions as well as in the international accounting arena. Advancement is limited only by individual desire, initiative and ability.

Rules, regulations, laws and procedures affecting the accounting profession have been changing dramatically and New Hampshire College's program is being continuously modified and updated to meet and address the changes. In conjunction with the Graduate School, New Hampshire College offers students the choice to continue their studies in order to meet the 150 hour requirement which has been adopted by a number of states in order to meet their CPA certification process.

Those who aspire to join the ranks of the public accounting profession will find that New Hampshire College's accounting program meets and satisfies all the individual states' qualification requirements for sitting for the Certified Public Accountant exam.

For those not intending to pursue a career in public accounting, a degree in accounting will provide the necessary qualifications for recipients to begin their professional careers with private industry, not-for-profit institutions or government.

The program also provides the necessary educational prerequisites required for the other professional exams, such as the Certified Management Accountant, Certified Financial Planner, Certified Internal Auditor and the host of other accounting professional titles relating to accounting and taxes. A cooperative education experience is available in this program.

Accounting Curriculum - Bachelor of Science

		Credits
College Core		48
Business Core		24
Major Courses		
ACC 203	Intermediate Accounting I	3
ACC 204	Intermediate Accounting II	3
ACC 207	Cost Accounting I	3
ACC 208	Cost Accounting II	3
ACC 305	Advanced Accounting I	3
ACC 306	Advanced Accounting II	3
ACC 315	Accounting Systems Applications	3
ACC 322	Institutional Accounting	3
ACC 411	Auditing Principles	3
ACC 415	Federal Taxation I	3
ACC 416	Federal Taxation II	3
Total Major Credits:		33
Allied Courses		
ENG 220	Business Communication	3
FIN 435	Financial Policy and Decision-Making	3
Total Allied Credits:		6
Free Electives		9
Total Credits:		120

Accounting/Finance Program

Coordinator: Professor Mahboubul Hassan

This dual degree provides the student with necessary course work to qualify for a career in either the accounting or the finance professions.

The degree, on its own, prepares the graduate for meaningful employment opportunities in the area of finance, accounting, banking, insurance, investments and corporate finance. A student can qualify for taking the Uniform Certified Public Accountant Examination and/or the Certified Accountant Examination by taking four upper-level accounting courses as free electives in this major.

Accounting/Finance Curriculum - Bachelor of Science

College Core	Credits
Business Core	48
	24

Major Courses:

ACC	203	Intermediate Accounting I	3
ACC	204	Intermediate Accounting II	3
ACC	207	Cost Accounting I	3
ECO	306	Money and Banking	3
FIN	220	Introduction to Investments	3
FIN	336	Multinational Corporate Finance	3
FIN	435	Financial Policy and Decision Making	3
Total Major Credits:			21

From the list of courses below, select 2 courses from Accounting (ACC) and 2 courses from Finance (FIN).

Allied Courses:

ACC	208	Cost Accounting II	
ACC	315	Accounting Systems Applications	
ACC	415	Federal Taxation I	
ACC	416	Federal Taxation II	6
FIN	250	Personal Financial Planning	
FIN	322	Risk Management and Insurance	
FIN	324	Security Analysis	
FIN	326	Contemporary Issues in Finance	6
Total Allied Credits:			12
Free Electives			15
Total Credits:			120

Advertising Program

Coordinator: Professor Patricia Spirou

The advertising major at New Hampshire College was developed in response to student demand and the many career options available to students in this \$400 billion/year industry. The program combines elements from the business, advertising, marketing and communication fields and allows students maximum flexibility to tailor the major to their own particular areas of interests.

Students have the opportunity to select the bachelor of science degree track which features the business core, or they can select the liberal arts track and follow the liberal arts core. Both programs require the same major courses and offer the same related electives. This program is the only one of its kind in New England that offers students these two separate tracks.

Graduates of the program will be well prepared to enter the advertising industry in many capacities, creative or management, with both corporations and agencies.

Advertising Curriculum – Bachelor of Arts/Bachelor of Science

	Credits
College Core	48
Business Core	24
Liberal Arts Core	18

Major Courses:

ADV 329	Principles of Advertising	3
ADV 363	Advertising Copy and Design	3
ADV 429	Advertising Campaigns	3
ADV 440	Advertising Media Planning	3
COM 330	Graphics and Layout in Print Media	3
COM 226	Introduction to Communication	3
(Required for students only for B.A. degree)		
Total Major Credits		15 (B.S. degree)
		18 (B.A. degree)

Choose 15 credits from the following electives:

MKT 101	Basic Design/Color Theory	3
COM 226	Introduction to Communication	3
(elective for students only for B.S. degree)		
MKT 345	Consumer Behavior	3
MKT 360	Direct Interactive Marketing	3
ADV 203	Retail Sales Promotion	3
MKT 428	Promotional Research and Media	3
ADV 362	Advertising Account Executive Seminar	3
COM 331	Desktop Publishing	3
COM 330	Graphics and Layout in Print Media	3
ADV 490A	Advertising Cooperative Education	3
ADV 490B	Advertising Cooperative Education	6
ADV 490C	Advertising Cooperative Education	12
Total Advertising Elective Credits		15

Allied Courses

MKT 113	Introduction to Marketing	3
(Required as Allied Course for B.A. degree)		
MKT 337	Marketing Research	3

Total Allied Credits 3 (B.S. degree)
6 (B.A. degree)

Free Electives 15

Total Credits 120

Business Administration Program

Coordinator: Dr. Steve Painchaud

The past two decades have witnessed unparalleled change in business, industry and society. Emerging trends suggest that change is going to continue to be rapid, at times unpredictable and frequently disruptive.

As business and society grow more complex, the demand for trained managers and leaders has increased. Managers can no longer make business decisions based on hunches and guesses or look for old solutions to solve new problems.

Students in the business administration program will learn how to be leaders and managers in this ever-changing and hectic business environment.

New Hampshire College's business administration major has its emphasis on leadership, communication, accounting, behavioral dynamics and quantitative analysis. These business and management skills, when complemented with a solid foundation provided by the college core, enable students to obtain the knowledge and skills necessary to be a complete manager.

Business Administration Curriculum - Bachelor of Science

College Core	Credits
	48
Business Core	24

Major Courses

ADB 110	Introduction to Business	3
ADB 211	Human Resource Management	3
ADB 215	Principles of Management	3
ADB 326	Social Environment of Business	3
ADB 331	Introduction to Operations Management	3
ADB 342	Organizational Behavior	3
ADB	Business Electives (300/400 level)	6
INT	International Elective (300/400 level)	3
Total Major Credits:		27

Allied Courses:

ECO 301	Managerial Economics	3
MAT 121	Mathematical Concepts and Techniques for Business	3
Total Allied Credits:		6
Free Electives		15
Total Credits:		120

Note: Students who select the business administration with cooperative education program must use free electives to satisfy cooperative education requirements.

Business Studies Program

The business studies curriculum provides the opportunity for students to concentrate in a specific area of business, with the flexibility to tailor a degree to meet their specific needs. Concentrations are available in accounting, business finance, computer information systems, healthcare management (continuing education only), human resource management, international business, materials management (continuing education only), marketing, production and inventory control (continuing education only), restaurant management, and sport management (day only). In addition to the major required courses, students are able to tailor the degree program depending upon their selection of free electives.

The business studies degree also provides an option for transfer students who have completed two or more years at other colleges (particularly liberal arts or science majors) who now desire a business degree. The free elective credits enable transfer students to receive credit for a wide variety of previous courses.

Business Studies Curriculum - Bachelor of Science

	Credits
College Core	48
Business Core	24

Accounting Concentration:

Major Courses

ACC	203	Intermediate Accounting I	3
ACC	204	Intermediate Accounting II	3
ACC	207	Cost Accounting I	3
ACC	208	Cost Accounting II	3
ACC	415	Federal Taxation I	3
ADB	110	Introduction to Business	3
Total Major Courses:			18

Allied Courses

MAT	121	Mathematical Concepts and Techniques for Business	3
Total Allied Credits:			3
Free Electives			27
Total Credits:			120

Business Administration Concentration:**Major Courses**

ADB	110	Introduction to Business	3
ADB	211	Human Resource Management	3
ADB	215	Principles of Management	3
ADB	331	Introduction to Operations Management	3
ADB	342	Organizational Behavior	3
Total Major Credits:			15

Allied Courses

MAT	121	Mathematical Concepts and Techniques for Business	3
Total Allied Credits:			3
Free Electives			30
Total Credits:			120

Business Finance Concentration:**Major Courses**

ADB	110	Introduction to Business	3
ECO	301	Managerial Economics	3
ECO	402	Business Cycles and Forecasting	3
FIN	220	Introduction to Investments	3
FIN	435	Financial Policy and Decision-Making	3
ECO/FIN		Elective	3
Total Major Credits:			18

Allied Courses

MAT	121	Mathematical Concepts and Techniques for Business	3
Total Allied Credits:			3
Free Electives			27
Total Credits:			120

Computer Information Systems Concentration:**Major Courses**

ADB	110	Introduction to Business	3
ADB	215	Principles of Management	3
CIS	315	Advanced Systems Design and Development	3
CIS		3 CIS programming courses (as recommended by the student's advisor)	9
Total Major Credits:			18

Allied Courses

MAT	121	Mathematical Concepts and Techniques for Business	3
		Total Allied Credits:	<u>3</u>
	Free Electives		27
		Total Credits:	<u>120</u>

Healthcare Management Concentration:

(Available only in the Division of Continuing Education)

Major Courses

ACC	209	Cost Accounting for Healthcare Organizations	3
ADB	215	Principles of Management	3
ADB	302	The Management of Healthcare Organizations	3
ADB	420	Current Issues in the Healthcare Professions	3
CIS	205	Healthcare Information Systems	3
		Total Major Credits:	<u>15</u>

Allied Courses:

MAT		Mathematics Elective	3
		Total Allied Credits:	<u>3</u>
	Free Electives		30
		Total Credits:	<u>120</u>

Human Resource Management Concentration:

Major Courses

ADB	110	Introduction to Business	3
ADB	211	Human Resource Management	3
ADB	215	Principles of Management	3
ADB	325	Compensation and Benefit Administration	3
ADB	342	Organizational Behavior	3
ADB	442	Advanced Seminar in Human Resource Management and Development	3
		Total Major Credits:	<u>18</u>

Allied Courses

MAT	121	Mathematical Concepts and Techniques for Business	3
		Total Allied Credits:	<u>3</u>
	Free Electives		27
		Total Credits:	<u>120</u>

International Management Concentration:**Major Courses**

ADB	215	Principles of Management	3
INT	300 or 400	International Business Administration Electives (INT 309, INT 311, INT 315, INT 316, INT 335, INT 440)	15
Total Major Credits:			18

Allied Courses

MAT	121	Mathematical Concepts and Techniques for Business	3
Total Allied Credits:			3
Free Electives			27
Total Credits:			120

Marketing Concentration:**Major Courses**

ADB	110	Introduction to Business	3
MKT	222	Principles of Retailing	3
MKT	320	Sales Management	
		or	
MKT	335	Professional Selling	3
MKT	329	Principles of Advertising	3
MKT	337	Marketing Research	3
MKT	345	Consumer Behavior	3
Total Major Credits:			18

Allied Courses

MAT	121	Mathematical Concepts and Techniques for Business	3
Total Allied Credits:			3
Free Electives			27
Total Credits:			120

Materials Management Concentration:

(Available only in the Division of Continuing Education)

Major Courses

ADB	215	Principles of Management	3
ADB	331	Introduction to Operations Management	3
ADB	332	Purchasing Management	3
ADB	336	Production Management and Control	3
ADB	347	Inventory Management	3
ADB	355	Manufacturing Resource Planning	3
Total Major Credits:			18

Allied Courses

MAT	121	Mathematical Concepts and Techniques for Business	3
		Total Allied Credits:	<u>3</u>
		Free Electives	27
		Total Credits:	<u>120</u>

Production and Inventory Control Concentration:

(Available only in the Division of Continuing Education)

Major Courses

ADB	331	Introduction to Operations Management	3
ADB	330	Basics of Supply Chain Management	3
ADB	350	Master Planning and Scheduling	3
ADB	351	Detailed Planning and Scheduling	3
ADB	352	Execution and Control of Operations	3
ADB	353	Strategic Management of Resources	3
ADB	348	Systems Technologies	3
		Total Major Credits:	<u>21</u>

Allied Courses

MAT	121	Mathematical Concepts and Techniques for Business	3
		Total Allied Credits:	<u>3</u>
		Free Electives	24
		Total Credits:	<u>120</u>

Restaurant Management Concentration**Major Courses**

ADB	215	Principles of Management	3
LDG	421	The Operation of Energy, Security and Maintenance Systems in the Hospitality Industry	3
REST	109	Food Purchasing	3
REST	110	Quantity Food Production I	3
REST	111	Quantity Food Production II	3
REST	319	Restaurant Management	3
		Total Major Credits:	<u>18</u>

Allied Courses

MAT	121	Mathematical Concepts and Techniques for Business	3
		Total Allied Credits:	<u>3</u>
		Free Electives	27
		Total Credits:	<u>120</u>

Small Business Management Concentration:

Major Courses

ADB	110	Introduction to Business	3
ADB	215	Principles of Management	3
ADB	307	Business Law II	3
ADB	317	Small Business Management	3
ADB	320	Entrepreneurship	3
ADB	324	Total Quality Management	3
			18
Total Major Credits:			18

Allied Courses

MAT	121	Mathematical Concepts and Techniques for Business	3
			3
Total Allied Credits:			3
Free Electives			27
			27
Total Credits:			120

Sport Management Concentration:

Major Courses

SPT	111	Sport Management I	3
SPT	207	Law and Sport Management	3
SPT	461	Seminar in Sport Management	3
SPT		Sport Electives	9
			18
Total Major Credits:			18

Allied Courses

ADB	215	Principles of Management	3
			3
Total Allied Credits:			3
Free Electives			27
			27
Total Credits:			120

Technical Management Program

The technical management curriculum was established to provide junior college or vocational-technical institute graduates, who have earned a degree in a specialized skill other than business (e.g., small engine repair, automotive technology, electronics technology, graphic arts, culinary arts, etc.), an opportunity to earn a baccalaureate degree in business. Students combine courses in business and liberal arts with their technical skills to prepare for a career in business.

Opportunities are available in a wide variety of career programs, including preparation for small business management in non-profit agencies.

Technical Management Curriculum - Bachelor of Science

		Credits
College Core		48
Business Core		24
Major Courses		
ADB 215	Principles of Management	3
ADB	Electives (300/400 level)	9
Total Major Credits:		12
Allied Courses		
MAT 121	Mathematical Concepts and Techniques for Business	3
Total Allied Credits:		3
Free Electives		33
Total Credits:		120

International Business Program
Coordinator: Professor John K. Evans

The world is becoming an economic marketplace without boundaries. Huge multinational corporations conduct business based on world-wide priorities while smaller domestic companies look for ways to tap into the growing markets of Europe, Asia and Third World countries. Successful managers must be able to work with a wide variety of people who use different currencies and systems to achieve their own economic and personal goals.

This program includes instruction in management skills and concepts, but places these skills in an international, multi-cultural setting. In this way, students learn about the different monetary, banking and accounting systems they will encounter, and about the myriad of cultural norms that make the rest of the world a diverse place to market American goods and services. International business is an interdisciplinary program which combines existing management courses with the possibility of cooperative education opportunities in the international arena.

International Business Curriculum - Bachelor of Science

			Credits
College Core			48
Business Core			24
Major Courses			
INT	113	Introduction to International Business	3
INT	315	International Management	3
INT	316	The Cultural and Political Environment of International Business	3
INT		Electives	9
Total Major Credits:			18
Allied Courses			
ACC	310	International Accounting	3
ADB	215	Principles of Management	3
ADB	342	Organizational Behavior	3
ECO	322	International Economics	3
INT/MKT	433	Multinational Marketing	3
Total Allied Credits:			15
Free Electives			15
Total Credits:			120

Three Year Bachelor of Science in Business Administration

Coordinator: Associate Professor Martin J. Bradley

Students who qualify, as judged by criteria administered by the Office of Admissions, may be admitted to a three-year (six semester) Bachelor's Degree Program in Business Administration. This program is based on students achieving mastery, by the end of the program, of the following competencies:

- **Communication:** mastering written, verbal and electronic communications as well as achieving reading comprehension appropriate for both an entry level position and for advancement thereafter.
- **Computer and Information Technology:** mastering and applying state-of-the-art computer/information-based principles and business applications.
- **Research:** applying the techniques of primary and secondary research and understanding, analyzing, and interpreting the research results.
- **Problem Solving:** mastering analytical and creative problem detection and solving.
- **Organizational Leadership:** understanding how and being able to function as an effective group and/or team leader.
- **Strategic Management:** thinking, analyzing, managing, and planning strategically.

- **International Perspective:** achieving a multi-disciplinary, global perspective in order to understand others and make more effective international business decisions.
- **Interpersonal skills:** developing a broad range of interpersonal skills to use in multicultural and diverse work force settings.
- **Business Trends:** mastering an understanding of the importance, significance, and meaning of business trends in their larger historical, political, economical, social, cultural, geo-political, and technological contexts.
- **Legal and Ethical Issues:** understanding the legal and ethical considerations and implications of personal, social, domestic and international business behavior and activities.
- **Quantitative and Qualitative Analyses:** understanding and applying quantitative and qualitative methods of analyzing as a basis for making business decisions.
- **Humanities and Sciences:** understanding and appreciating how science, history, literature, and the arts impact society, politics, business, economics, culture, and technology trends.

Although the three-year Bachelor's degree program will be taught in the time-frame of the traditional semester, the course content will be delivered through comprehensive, and often interdisciplinary, modules instead of the typical three-credit classes.

Each semester will conclude with a 20-hour integrating experience which will bring together competencies learned through the modules offered during that semester.

Year One

- Business Module
- Management Module
- Communications/Research Module
- Computer Information Technology Module
- Liberal Arts/Humanities Module
- Integrating Experience

Year Two

- Quantitative Module
- Management Module
- Business Environment Analysis Module
- Computer Information Technology Module
- Liberal Arts/Humanities Module
- Integrating Experience

Year Three

- Quantitative Module
- Management Module
- Computer Information Technology Module
- Liberal Arts/Humanities Module

- Integrating Experience
- Special Option Module in one of the following:
 - International Business
 - Leadership Studies
 - Human Resources

Specific questions regarding the content and/or delivery of the three-year program should be addressed to the Director of the Three-Year Degree Program.

Sport Management Program

Coordinator: Professor Norton Phelps, Jr.

The business of sports has experienced phenomenal growth in recent years. The sport product and services industry is the sixth largest in the United States. This \$200 billion per year industry has been spurred on by television's love affair with professional sports and fitness.

The growth of sports as a major industry has increased the need and opportunities for well-trained professional managers. A well-rounded business education with a focus on sport management skills is essential to this rapidly growing field.

New Hampshire College's sport management program prepares students for successful employment in the dynamic sport industry. Students take specialized courses in sport management coupled with a strong mix of business and liberal arts courses. Students will have an opportunity to gain additional practical experience via cooperative education with a variety of recreational and sport related industries.

Field trips to meet managers of professional sports teams and guest speakers from sport businesses will enhance classroom lessons.

Sport Management Curriculum - Bachelor of Science

		Credits
College Core		48
Business Core		24
Major Courses		
SPT	111 Sport Management I	3
SPT	114 Sport and Society	3
SPT	207 Law and Sport Management	3
SPT	208 Sport Marketing	3
SPT	319 Sport Sales and Public Relations	3
SPT	321 Fitness Management	3
SPT	401 Sport Facilities Management	
	or	
SPT	402 Sport Revenue	3
SPT	461 Seminar in Sport Management	3
SPT	491B Sport Management Cooperative Education	6
Total Major Courses:		30

Elective and Allied Courses:

ADB 215	Principles of Management	3
	Total Allied Credits:	<u>3</u>
Free Electives		15
	Total Credits:	<u>120</u>

Computer and Information Systems Programs
Coordinator: Professor Eleanor H. Barnes

The philosophy of the CIS programs is based on the premise that graduates of the programs will be employed for major segments of their careers in positions involving organizational information systems. Graduates will be prepared to develop applications programs, be involved in defining and planning information systems, implement information systems applications and manage information systems in both development and operation.

Graduates will also be qualified to hold positions both in functional areas in organizations and in general management.

Students majoring in computer information systems will gain an understanding of organizations, organizational processes and functions within organizations. Students will also learn human relations, interpersonal and communication skills. In addition to support courses in communications, English, and human relations, all CIS courses have writing, speaking and communication components included in their requirements.

The nature of the work to be performed by computer information systems graduates requires competency in three major areas:

1. information systems technology
2. information systems concepts and processes and
3. organizational functions and management.

It is assumed that students will be able to effectively communicate both orally and in writing.

Computer Information Systems Program

Computer information systems are normally those designed for use by middle managers to assist in structured problem solving. Computer information systems integrate information flow by function (production, marketing, personnel). Inquiry and report generation and use of a data base is a by-product of many computer information systems.

This program combines the management and computer systems disciplines and is designed to highlight the use of computers in all areas of an organization. Students in this program are educated as generalists in areas of business and computer information systems. A graduate of this curriculum may enter the work force as an entry level programmer analyst with career objectives in such areas as systems analysis, information management, or general management in a computer system environment.

Computer Information Systems Curriculum - Bachelor of Science

			Credits
College Core			48
Business Core			24
Major Courses			
CIS	201	Computer Hardware and Software	3
CIS		3 CIS programming courses (as recommended by the student's advisor)	9
CIS	315	Advanced Systems Design and Development	3
CIS	330	Data Base Management Systems	3
CIS	415	Systems Practicum I	3
CIS	420	Systems Practicum II	3
CIS	430	Management of Information Technology	3
CIS	440	Data Communications and Networks	3
Total Major Credits:			30
Allied Courses			
MAT	320	Discrete Mathematics	3
Total Allied Credits:			3
Free Electives			15
Total Credits:			120

Management Advisory Services Program

This program is a meld of two programs - the accounting program and the computer information systems program. The trend in industry is to hire graduates with expertise in both areas. The rapid growth of management services in accounting firms, consulting and industry offers NHC graduates many opportunities for growth and rapid advancement. Management advisory services students will learn the skills required for the design and maintenance of financial accounting systems and general systems theory and management. Students will apply their classroom experiences to real-world situations through a combination of exercises and actual work experiences. A cooperative education experience is available in this program.

Graduates of this demanding and rewarding program will be prepared for careers in accounting, information systems, computer related fields, management or a combination of these.

Management Advisory Services Curriculum - Bachelor of Science

			Credits
College Core			48
Business Core			24
Major Courses			
ACC	203	Intermediate Accounting I	3
ACC	204	Intermediate Accounting II	3
ACC	207	Cost Accounting I	3
ACC	208	Cost Accounting II	3
ACC	305	Advanced Accounting I	3
ACC	306	Advanced Accounting II	3
ACC	411	Auditing Principles	3
CIS	201	Computer Hardware and Software	3
CIS		2 CIS programming courses (as recommended by the student's advisor)	6
CIS	315	Advanced Systems Design and Development	3
CIS	415	Systems Practicum I	3
CIS	420	Systems Practicum II	3
			<hr/>
			Total Major Credits: 39
Free Electives			9
			<hr/>
			Total Credits: 120

Bachelor of Applied Science in Information Systems (BASIS)

The Bachelor of Applied Science in Information Systems degree was developed for those students who have a previous degree or diploma in computer systems. Students entering this program will possess a basic technical knowledge in Computer Information Systems.

BASIS - 15-month Program

Students who possess a three-year diploma in an area of computer systems, which is typical in some countries, will enroll in a fifteen-month program that provides an overview of American culture and the computer industry in the United States. Students complete 42 credits at New Hampshire College. Included in the program is a 12 credit internship in an information systems position in the United States. Students completing this degree program will be prepared either to enter positions in information systems in this country or return to their own nations with a greater appreciation of the United States and the information systems industry.

Admission to this major is open only to those international students who have completed their three-year diploma from an accredited institution.

Required Courses:

	Credits
Diploma credits transferred from an accredited three-year program	90

Major Courses

ENG 120	College Composition I	3
CIS 301	Intermediate Systems Analysis	3
CIS 426	The American Work Experience	3
ADB 110	Introduction to Business	3
ADB 125	Human Relations in Administration	3
CIS 490C	CIS Cooperative Education	12
ENG 220	Business Communication	3
CIS 430	Management of Information Technology	3
	CIS Elective	3
FIN 320	Introduction to Business Finance	3
ADB 421	Strategic Management and Policy	3
Total Credits		132

Economics/Finance Program**Coordinator: Professor Steven Widener**

The economics/finance program has a dual mission: to examine the behavior of economies and their relationships to business firms and governments, and to study the funding needs of corporations and the investment needs of individuals and institutions. The primary goal of the program is the establishment of a firm grounding in both the applied and theoretical areas of international and domestic finance, business, and economics.

Students who choose to major in the economics/finance program will be prepared for careers in industry, financial organizations or the government. Many go on to graduate school to continue their studies in finance, other business-related disciplines, or law.

Economics/Finance Curriculum - Bachelor of Science

			Credits
College Core			48
Business Core			24
Major Courses			
ECO	301	Managerial Economics	3
ECO	306	Money and Banking	3
ECO	402	Business Cycles and Forecasting	3
FIN	220	Introduction to Investments	3
FIN	435	Financial Policy and Decision-Making	3
ECO/FIN		Electives	12
Total Major Credits:			<hr/> 27

Allied Courses

INT	316	The Cultural and Political Environment of International Business	3
MAT	121	Mathematical Concepts and Techniques for Business	3
			<hr/>
			Total Allied Credits: 6
			<hr/>
			Free Electives 15
			<hr/>
			Total Credits: 120

Marketing Program
Coordinator: Dr. Karen Stone

Marketing is a broad field which includes activities related to selecting, designing, packaging, pricing, advertising, selling, distributing and servicing a product in the domestic and/or international marketplaces. It is the driving force in business. The degree to which a company responds to customer demands largely determines that company's success and is the underlying note of all marketing activities. Classes integrate theory and practical applications. Marketing majors also study general management, human relations, finance and liberal arts, and learn how to integrate theory and practical applications into the understanding of successful marketing.

In this ever-changing field, the marketing major will have the additional opportunity to interrelate marketing theory with practical work experience through our domestic and international cooperative education programs.

The curriculum involves a strong network of specialized marketing courses and fully integrates computer science, accounting, finance and business administration principles.

Marketing Curriculum - Bachelor of Science

			Credits
College Core			48
Business Core			24
Major Courses			
MKT	222	Principles of Retailing	3
MKT	320	Sales Management	
or			
MKT	335	Professional Selling	3
MKT	329	Principles of Advertising	3
MKT	337	Marketing Research	3
MKT	345	Consumer Behavior	3
MKT	432	Strategic Marketing Planning	3
MKT		Electives	6
			<hr/>
			Total Major Credits: 24

Allied Courses

ADB	326	Social Environment of Business	
		or	
ADB	342	Organizational Behavior	3
SOC	112	Introduction to Sociology	
		or	
PSY	108	Introduction to Psychology	3
			<hr/>
			Total Allied Credits: 6
Free Electives			18
			<hr/>
			Total Credits: 120

Retailing Program

Retailing is the process by which goods and services reach the final consumer in the marketplace. It is one of the most exciting segments of a very vibrant career family. The retailing program prepares graduates for entry-level management positions in a variety of retail settings.

Cooperative education opportunities are available in the United States and abroad.

Retailing Curriculum - Bachelor of Science

College Core	Credits
Business Core	48
	24

Major Courses

FMK	202	Fashion Merchandising	3
FMK	203	Retail Sales Promotion	3
MKT	222	Principles of Retailing	3
MKT	327	Retail Site Selection and Facilities Planning	3
MKT	337	Marketing Research	3
MKT	345	Consumer Behavior	3
MKT	432	Strategic Marketing Planning	3
MKT	442	Retail Management	3
MKT		Electives	6
			<hr/>
			Total Major Credits: 30

Allied Courses

MAT	105	Merchandising Mathematics	3
			<hr/>
			Total Allied Credits: 3
Free Electives			15
			<hr/>
			Total Credits: 120

Division of Liberal Arts

Interim Dean: Professor Christopher J. Toy

The Liberal Arts Curriculum

New Hampshire College believes that a liberal arts education is the beginning of a life-long pursuit of knowledge, appreciation, and understanding. The liberal arts programs include a structured foundation of general knowledge, a focused in-depth study in the major area, and the flexibility to minor in another liberal arts or business area. Students choosing a liberal arts major may also select a business minor, a cooperative work experience, or a teacher certification program. Accordingly, the liberal arts curriculum at New Hampshire College affords both flexibility and focus, allowing students to challenge themselves intellectually and experience the joy of learning, while preparing for a career.

The Liberal Arts Core

The liberal arts core curriculum offers a structured approach to attaining the general knowledge necessary for meaningful study in the major area. Beginning with the liberal arts core, students in each major program will add major courses, allied courses, and free electives that match their individual needs and interests.

Liberal Arts Core

			Credits
ENG	201	World Literature I	
		or	
ENG	202	World Literature II	
		or	
ENG	213	Survey of American Literature I	
		or	
ENG	214	Survey of American Literature II	
		or	
ENG	223	Survey of English Literature I	
		or	
ENG	224	Survey of English Literature II	3
HIS	109	Western Civilization I: Prehistory to Renaissance	
		or	
HIS	110	Western Civilization II: Renaissance to Present	
		or	
HIS	113	United States History I: 1607 to 1865	
		or	
HIS	114	United States History II: 1865 to Present	3
PSY	108	Introduction to Psychology	
		or	
SOC	112	Introduction to Sociology	
		or	

GOV	109	Introduction to Politics	
		or	
GOV	110	American Politics	3
HUM	201	Introduction to the Humanities I: Greece through Renaissance	3
HUM	202	Introduction to the Humanities II: Baroque through Modern	3
MAT		Elective	
		or	
SCI		Elective	3
Credits:			<u>18</u>

Liberal Arts Programs

The liberal arts program of the undergraduate school has a dual mission: to offer liberal arts majors and to provide balanced liberal arts support for the school's business and hospitality programs.

Programs are available in advertising, American studies, communication, economics, English, English education, history, humanities, political science, psychology, public relations and social science. Students choosing any one of these majors complete the liberal arts core curriculum and the major and allied course requirements. The generous number of free electives in these majors allows students to minor in a business or liberal arts area, to choose a cooperative education experience, or to prepare for graduate study.

In support of the general education component of the college's business curriculum, the liberal arts division offers liberal arts courses that equip students with:

- the basis to deal in an orderly manner with the changing demands of life;
- a reference point to examine, appreciate and participate in the values and traditions of their culture and the culture of others;
- a variety of academic perspectives in order to address issues and resolve problems;
- the ability to write and speak clearly.

Special Options: The Pre-MBA Program

The Pre-MBA Program combines the following courses to fulfill all the requirements for entrance into the MBA program at the graduate school of New Hampshire College. Continuing on to complete the master of business administration, the liberal arts major would have an exceptional academic preparation for a leadership position in any business endeavor.

			Credits
ACC	101	Introduction to Accounting and Financial Reporting I	3
ACC	102	Introduction to Accounting and Financial Reporting II	3
ADB	206	Business Law I	3
CIS	100	Introduction to Computer Technology and Microcomputer Applications	3

ECO	201	Microeconomics	3
ECO	202	Macroeconomics	3
MAT	120*	Finite Mathematics	3
MAT	121	Mathematical Concepts and Techniques for Business	3
MAT	220	Statistics	3

*Students may substitute MAT 150 for MAT 120.

American Studies Program

Coordinator: Professor Lawrence Kinsman

The American studies major is one of the liberal arts division's most interdisciplinary courses of study. The foundation of the major is American history and secondarily American literature. The course of study includes courses in the fine arts, political science, the history and philosophy of education, and economics in addition to the liberal arts core. This diversity of academic disciplines is integrated through the American historical perspective.

Combined with the college's history minor, American studies can become, essentially, a history major, but with a uniquely American emphasis. Combined with the college's pre-law program or business minor, the American studies major is an excellent choice for those wishing to prepare for law school or for graduate studies in a business area. For international students, a major in American studies may be combined with the business minor, or other specific business electives, as preparation for a career in business, whether in the American or global economies. This major is also excellent, interdisciplinary preparation for graduate study in any of the traditional liberal arts.

American Studies Curriculum - Bachelor of Arts

	Credits
College Core	48
Liberal Arts Core	18

Major Courses

ENG	213	Survey of American Literature I	3
ENG	214	Survey of American Literature II	3
HIS	113	United States History I: 1607-1865	3
HIS	114	United States History II: 1865-Present	3
HIS	215	United States Intellectual History I	
		or	
HIS	216	United States Intellectual History II	3
GOV	110	American Politics	
		or	
GOV	316	Civil Liberties and the Constitution	3
ENG	450	Senior Seminar in American Literature	3

Total Major Credits: 21

Allied Courses (Choose two)

EDU	200	Introduction to Education
FAS	370	American Art
SOC	324	Crime and Violence in American Society
HIS	332	Colonial New England
ENG	336	Thoreau and his Contemporaries
ECO	308	U.S. Economic History

6

Total Allied Courses: 6

Free Electives 27

Total Credits: 120

Communication Program

Coordinator: Assistant Professor David Scott

The special strength of the communication major lies in the combination of training in communication skills and theory with a thorough grounding in the liberal arts. In addition, students take at least two marketing courses to help prepare them for work in a variety of fields such as public relations, government relations, employee communication and training, advertising and commercial and industrial writing.

Students are encouraged to develop special competence in particular areas. For example, students can choose advanced courses in public relations and print journalism as well as courses in technical writing and video production. Some courses incorporate hands-on training and experience with "real world" clients. In addition, students may apply for a cooperative education option.

Communication Curriculum - Bachelor of Arts

	Credits
College Core	48
Liberal Arts Core	18

Major Courses

COM	226	Introduction to Communication	3
COM	235	Introduction to Journalism	3
COM	322	Advanced Public Speaking	3
COM	330	Graphics and Layout in Print Media	3
COM	331	Desktop Publishing	3
COM	335	Principles of Public Relations	3
ENG	220	Business Communication	3
		Communication Electives	9
		English Elective	3

Total Major Credits: 33

ADB 110, ADB 211, CIS 270, ENG 333, ENG 342, ENG 355, FMK 101, MKT 331, MKT 428 or MKT 429 may also fulfill the communication electives above.

Allied Courses:

MKT	113	Introduction to Marketing	3
MKT	329	Principles of Advertising	3
PSY	108	Introduction to Psychology (from liberal arts core)	—
			<hr/>
			Total Allied Credits: 6
Free Electives			15
			<hr/>
			Total Credits: 120

Economics Program
Coordinator: Professor Steven Widener

The economics major offers the social sciences perspective of the liberal arts while emphasizing the dynamic nature of economic relations within a global community. Areas of study range from individual behavior to the operation of global markets.

Students in the major will develop the faculties of critical thinking and intellectual rigor characteristic of the social sciences. Students will also enhance their understanding of the influence of historical, cultural, and social institutions on economic policies and challenges.

Students may move directly into business careers upon graduation or pursue graduate study in economics, business, law and other social sciences.

Economics Curriculum - Bachelor of Arts

			Credits
College Core			48
Liberal Arts Core*			18
Major Courses			
ECO	301	Managerial Economics	3
ECO	306	Money and Banking	3
ECO	322	International Economics	3
ECO	345	History of Economic Thought	3
GOV	211	International Relations	
or			
GOV	213	Comparative Government	
or			
GOV	350	Business, Government and Public Policy	3
			<hr/>
			Total Major Credits: 15

Economics Electives (Choose five)		15
ECO 308	U.S. Economic History	
ECO 314	Labor Economics	
ECO 327	Economic Development	
ECO 330	Public Finance	
ECO 340	Comparative Economic Systems	
ECO 360	Rise of Modern Asia	
ECO 402	Business Cycles and Forecasting	
		<hr/>
		Total Economics Electives: 15
Free Electives		24
		<hr/>
		Total Credits: 120

* Students are advised to take MAT 121 as either part of the liberal arts core or as a free elective.

English Language and Literature

Coordinator: Professor Lawrence Kinsman

The English language and literature major develops students' ability to read, write, and think critically through the study of English language and literature. Building on the humanities-based liberal arts core, this major provides the broad education that employers increasingly say they prefer in college graduates. Students majoring in English have the flexibility to choose a business or liberal arts minor, a teaching certification program, a business minor, or a cooperative education experience. This major also prepares students for graduate study in business, liberal arts, or the professions.

English Language and Literature Curriculum - Bachelor of Arts

	Credits
College Core	48
Liberal Arts Core	18

Major Courses

Select one of the following two:

ENG 201	Survey of World Literature in Translation I	
ENG 202	Survey of World Literature in Translation II	3

Select one of the following two:

ENG 213	Survey of American Literature I	
ENG 214	Survey of American Literature II	3

Select one of the following two:

ENG 223	Survey of English Literature I	
ENG 224	Survey of English Literature II	3

Select one additional course from the above six survey courses	3
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Select one of the following two:

ENG 315	Survey of the Theater	
ENG 316	Contemporary Drama	3

Select one of the following two:

ENG 335	Introduction to Poetry	
ENG 337	Contemporary Poetry	3

Select one of the following four:

ENG 330	Nonfiction Workshop	
ENG 329	Fiction Workshop	
COM 235	Introduction to Journalism	
COM 435	Feature Writing	3

Each of the following courses is required:

ENG 319	Shakespeare	3
ENG 333	Introduction to Linguistics	3
ENG 355	English Grammar	3

Total Major Credits: 30

Allied Courses:

Select one of the following two:

HIS 109	Western Civilization I: Prehistory to 1648	
HIS 110	Western Civilization II: 1648 to present	3

Select one of the following two:

HIS 113	United States History I: 1607 to 1865	
HIS 114	United States History II: 1865 to present	3
PSY 108	Introduction to Psychology (from liberal arts core)	—
SOC 112	Introduction to Sociology (from liberal arts core)	—

Total Allied Credits: 6

Free Electives 18

Total Credits: 120

History Program

Coordinator: Professor Lawrence Kinsman

The History major consists of seven core courses including HIS 109, 110 Western Civilization I and II, HIS 113, 114 United States History I and II, GEO 201 World Geography, HIS 340 Historical Methods, and HIS 460 History Colloquium or Senior Seminar. In addition to these seven courses, the student must complete a series of upper level history courses to complete a particular concentration or special area of competence. Specifically designed concentrations include American Studies, American Politics and Government, European Studies, Pre-Law, or Historical Tourism. However, the history major is quite flexible as the student may, in consultation with an advisor, choose to organize the major to focus on a theme or area of particular personal interest.

History is one of the most popular majors of choice for statesmen and diplomats, chief executive officers, and attorneys. It is a splendid major for corporate consultants since it teaches one to research, organize, and communicate complicated ideas

using diverse sources of information. For the student interested in writing – journalism, fiction or non-fiction-or teaching in high school or college/university, public or private institutions, the history major provides a broad perspective. On the other hand, a student might prefer public history-working in such areas as historic preservation, museum work, and archival or cultural resource management. With the Historical Tourism Concentration the student would have the option to participate in one of the fastest growing industries in the world, historical tourism. (Students interested in teaching at the secondary school level might consider the Social Studies Education degree.) History majors may move directly into business careers or pursue graduate study in a wide range of disciplines including the MBA and law degrees. (It is recommended that History Majors take at least two years of Model United Nations.)

History Curriculum - Bachelor of Arts

			Credits
College Core			48
Liberal Arts Core			18
Major Courses			
HIS	109	Western Civilization I*	3
HIS	110	Western Civilization II*	3
HIS	113	US History I*	3
HIS	114	US History II*	3
HIS	340	Historical Methods	3
HIS	460	History Colloquium	3
GEO	201	World Geography *	3
Total Major Credits:			21

American History Concentration:

History Major Courses			21
Select one of the following three:			
HIS	215	American Intellectual History I	3
HIS	216	American Intellectual History II	
HIS	245	United States History Since 1945	
Select two of the following five:			
HIS	314	European Conquest of the New World	6
HIS	319	African-American History Since the Civil War	
HIS	330	Civil War and Reconstruction	
HIS	332	Colonial New England	
300-400 Level Elective Permission of Program Coordinator and Advisor			
Select three of the following nine:			9
GOV	210	State and Local Government	
GOV	213	Comparative Government	
GOV	302	Politics and the Media	
GOV	316	Civil Liberties and the Constitution	
GOV	350	Business, Government and Public Policy	
FAS	370	American Art*	

PHL 230 Religions of the World*
 ENG 213 Survey of American Literature I*
 300-400 Level Elective Permission of Program Coordinator and Advisor

	Total Concentration	18
Free Electives		15
	Total Credits	120

*May be taken as College or Liberal Arts Core courses

American History - Politics and Government Concentration:

Credits
21

Major Courses

Select one of the following three:

HIS 215	American Intellectual History I	3
HIS 216	American Intellectual History II	
HIS 245	United States History Since 1945	

Select two of the following five: 6

HIS 314	European Conquest of the New World
HIS 319	African-American History Since the Civil War
HIS 330	Civil War and Reconstruction
HIS 332	Colonial New England

300-400 Level Elective Permission of Program Coordinator and Advisor

Select three of the following six: 9

GOV 210	State and Local Government
GOV 213	Comparative Government
GOV 302	Politics and the Media
GOV 316	Civil Liberties and the Constitution
GOV 350	Business, Government and Public Policy

300-400 Level Elective Permission of Program Coordinator and Advisor

	Total Concentration Credits	18
Free Electives		15
	Total Credits	120

*May be taken as College or Liberal Arts Core courses

European History Concentration:

Credits
21

History Major Courses

HIS 220	Modern European History: 1890-Present	3
	Plus	

Select two of the following nine: 6

HIS 215	American Intellectual History I
HIS 216	American Intellectual History II
HIS 219	American Diplomatic History
HIS 310	World History and Cultures
HIS 314	European Conquest of the New World
HIS 315	Russian/Soviet Society in the Twentieth Century
HIS 321	The Ancient World of Greece and Rome

HIS 322 The Rise of Christianity in the West
 300-400 Level Elective Permission of Program Coordinator and Advisor

Allied Courses

Select two of the following six: 6

ENG 201 Survey of World Literature in Translation I*
 ENG 202 Survey of World Literature in Translation II
 ENG 223 Survey of English Literature I
 ENG 224 Survey of English Literature II
 ENG 319 Shakespeare

300-400 Level Elective Permission of Program Coordinator and Advisor

Select one of the following three: 3

ENG 301 World Mythology*
 ENG 452 Seminar in World Literature
 PHL 230 Religions of the World*

Total Concentration Credits 18

Free Electives 15

Total Credits 120

*May be taken as College or Liberal Arts Core courses.

Historical Tourism Concentration

Credits

History Major Courses

21

HIS 310 History of Tourism 3
 HIS 312 Traditions of Civility 3
 TOUR 115 Principles of Tourism 3
 TOUR 120 Geography of World Tourism 3

PLUS

Select three from the following five: 9

HIS 310 World History and Cultures
 TOUR 306 Tour Management
 TOUR 311 Tourism Planning and Policy
 TOUR 400 Economic Impact of Tourism
 TOUR 402 Sustainable Tourism

Select one from the following three: 3

SOC 213 Sociology of Social Problems *
 ENG 301 World Mythology*
 PHL 230 Religions of the World

Total Concentration Credits 24

Free Electives 9

Total Credits 120

It is recommended that historical tourism majors use at least six of their free elective credits (two courses) to take specific history courses to gain more in-depth knowledge of specific geographic areas.

* May be taken as College or Liberal Arts Core courses.

Pre-Law Concentration

	Credits
History Major Courses	21
SCS 301 American Law and Legal Systems	3
PHL 214 Logic and Argumentation	3
PHL 215 Moral Decision-Making*	3
Plus	
Select Two of the following seven:	6
HIS 218 American Diplomatic History	
HIS 310 World History and Cultures	
HIS 312 Traditions of Civility	
HIS 314 European Conquest of the New World	
HIS 319 African-American History Since the Civil War	
HIS 330 Civil War and Reconstruction	
300-400 Level Elective Permission of Program Coordinator and Advisor	

Allied Courses

Select one of the following six:	3
SOC 213 Sociology of Social Problems*	
SOC 317 Sociology of the Family	
SOC 324 Crime and Violence in American Society	
SOC 330 Minority Relations	
SOC 335 Technology and Society	
300-400 Level Elective Permission of Program Coordinator and Advisor	
Select one of the following five:	3
GOV 210 State and Local Government*	
GOV 213 Comparative Government	
GOV 316 Constitutional Freedoms, Civil Liberties and the Constitution	
GOV 350 Business, Government and Public Policy	
COM 326 Freedom of Speech	

	Total Concentration Credits	21
Free Electives		12
	Total Credits	120

* May be taken as College or Liberal Arts Core courses.

Individual Theme Concentration

The History Major allows for students who wish to organize their degree around a theme or individual focus to work with their advisor and the History Program coordinator to choose courses which fulfill the requirements.

	Credits
History Major Courses	21
Select three of the following:	9
Student should choose three courses with HIS designation centered around a particular theme in consultation with the advisor and History Program Coordinator.	
200-400 Level History Electives	

Select five of the following: 15

Student should choose five courses from throughout the college curriculum and centered around a particular theme in consultation with the advisor and History Program Coordinator.
200-400 Level Electives from throughout the college curriculum

	Total Concentration Credits	24
Free Electives		9
	Total Credits	120

Humanities Program

Coordinator: Professor Lawrence Kinsman

Humanities is an interdisciplinary major that explores philosophy, art, culture, and history, and which stresses their mutual relationships. The humanities have traditionally included the study of those qualities that distinguish the human race from other life forms. This major is the broadest and most varied of the liberal arts programs at New Hampshire College and offers a multi-faceted perspective on cultural history and the development of the human condition.

Humanities Curriculum - Bachelor of Arts

College Core	Credits
Liberal Arts Core	48
	18

Major Courses

Select one of the following two:

ENG 201	Survey of World Literature in Translation I	
ENG 202	Survey of World Literature in Translation II	3

Select one of the following two:

ENG 213	Survey of American Literature I	
ENG 214	Survey of American Literature II	3

Select one of the following two:

ENG 223	Survey of English Literature I	
ENG 224	Survey of English Literature II	3

Select one additional course from the above six survey courses
(from liberal arts core)

ENG 301	World Mythology	3
ENG 333	Introduction to Linguistics	3
HUM 230	Changing Roles of Men and Women in Western Society	3
PHL 230	Religions of the World	3
PSY 108	Introduction to Psychology (from liberal arts core)	—
PSY 216	Psychology of Personality	3
PSY 331	Human Sexuality	3
HIS	Elective (300 or 400 level)	3

Total Major Credits: 30

Allied Courses:

EDU	200	Introduction to Education	3
SOC	112	Introduction to Sociology	3
			<hr/>
			Total Allied Credits: 6
Free Electives			18
			<hr/>
			Total Credits: 120

Political Science Program**Coordinator: Associate Professor Betsy A. Gunzelmann**

The political science major at New Hampshire College draws its strength from the international orientation of the college community: its students, faculty, and programs which promote global awareness. New Hampshire College's well-known strengths in business and economics support the interdisciplinary nature of the political science major in recognition of the connection in practice between economics and business on the one hand and the practice of politics on the other.

Political Science Curriculum - Bachelor of Arts

College Core	Credits
Liberal Arts Core	48
	18

Major Courses

GOV	109	Introductions to Politics	3
GOV	110	American Government	3
GOV	211	International Relations	3
GOV	213	Comparative Government	3
GOV	314	Political Theory	3
GOV	201	Research Methods	3
SCS	444	Senior Seminar in Social Science	3
GEO	201	World Geography	3
			<hr/>
Total Major Credits			24

Concentration in International Affairs (Option 1)

Select three of the following six:

GOV	301	American Foreign Policy after the Cold War	3
GOV	302	Regionalism and International Organizations	3
GOV	303	International Security Studies	3
HIS	301	World History and Culture	3
PHL	230	Religions of the World	3
PHL	246	Understanding non-Western Philosophy	3
			<hr/>
Total Concentration Credits			9

Concentration in Political Economy (Option 2)

Select three of the following six:

GOV	302	Regionalism and International Organizations	3
GOV	304	Politics of Development	3
GOV	350	Business, Government and Public Policy	3
ECO	322	International Economics	3
ECO	327	Economic Development	3
ECO	360	Rise of Modern Asia	3
Total Concentration Credits			<u>9</u>

Electives

Select two of the following six *:

HIS	218	American Diplomatic History	3
HIS	220	Modern European History	3
HIS	315	Russian Soviet Society in the Twentieth Century	3
HON	421/424	Model United Nations	3
ATH	111	Introduction to Cultural Anthropology	3
ENG	452	Seminar in World Literature	3
Total			<u>6</u>

Free electives 15

Total Credits 120

* Language study or Internship may also serve as electives.

Psychology Program

Coordinator: Associate Professor Betsy A. Gunzelmann

The psychology program offers the student a solid foundation in the content and methods of psychology, an understanding of human behavior from a psychology perspective, and practical experience in applying the content of courses to supervised experiences in the community.

Graduates may continue in graduate programs in psychology or other social sciences or enter careers which place emphasis on interpersonal relations and human resource management.

Psychology Curriculum - Bachelor of Arts

			Credits
College Core			48
Liberal Arts Core			18
Major Courses			
PSY	108	Introduction to Psychology	3
PSY	211	Human Growth and Development	3
PSY	215	Psychology of Abnormal Behavior	3
PSY	216	Psychology of Personality	3
PSY	224	Research Methods	3
PSY	335	Assessment and Testing	3
PSY	444	Senior Seminar	3
Total Major Credits:			<u>21</u>
Electives			
Four courses from the psychology selections			12
Allied Courses			
ATH	111	Introduction to Cultural Anthropology	3
SOC	213	Sociology of Social Problems	3
Total Allied Credits:			<u>6</u>
Free Electives			15
Total Credits:			<u>120</u>

Note: All psychology majors must complete a total of 200 volunteer hours in approved placements.

Psychology Curriculum - Bachelor of Arts

Concentration in Child & Adolescent Development

Psychology majors may choose to focus their study in a specific area of psychology. A minimum of 12 credits in the focused area are required for a concentration. (Psychology programs allow for 4 psychology electives.)

			Credits
College Core			48
Liberal Arts Core			18

Major Courses

PSY	108	Introduction to Psychology	3
PSY	211	Human Growth and Development	3
PSY	215	Psychology of Abnormal Behavior	3
PSY	216	Psychology of Personality	3
PSY	224	Research Methods	3
PSY	335	Assessment and Testing	3
PSY	444	Senior Seminar	3

Total Major Credits: 21

The following four courses should be taken in place of the 4 Psychology electives.

PSY	201	Educational Psychology	3
PSY	311	Child and Adolescent Development	3
PSY	314	Disorders of Childhood and Adolescence	3

And one of the following

PSY	317	Reading and Research in Psychology	3
PSY	320	Psychology of Individual Differences and Special Needs	
PSY	480	Independent Study	
PSY	490	Psychology Internship	
PSY	312	Psychology of Childhood & Adolescent Adjustment	
PSY	313	Behavior Management	12

Allied Courses

ATH	111	Introduction to Cultural Anthropology	3
SOC	213	Sociology of Social Problems	3

Total Allied Credits: 6

Free Electives 15

Total Credits: 120

Public Relations

Coordinator: Assistant Professor David Scott

The U.S. Bureau of Labor Statistics estimates that public relations is one of the fastest growing professional fields in the country. The practice of public relations as a profession began following WWII when demand for consumer goods and services expanded in the United States. Early practitioners were journalists and most PR focused on "in house" messages to employees. In the 1960s, social issues and problems generated a greater need for practitioners to focus on the interaction between corporations, communities, consumers, and special-interest groups. Today, PR practitioners are driven by evolutionary trends such as global business operations, mergers, acquisitions, the empowerment of public opinion and the global village, segmented and fragmented audiences, and the information explosion.

Public Relations practitioners require strong writing, interpersonal, management and communication skills. We offer a PR major that is premised on the Public Relations Society of America (PRSA) finding that future public relations specialists need a liberal arts and science foundation to meet the expanding demands of the profession. In addition to the liberal arts core, students will develop competencies recommended by PRSA and other public relations specialists.

Public Relations Curriculum - Bachelor of Arts

	Credits
College Core	48
Liberal Arts Core	18

Major Courses

COM 235	Introduction to Journalism	3
COM 231	Writing for Public Communications	3
COM 330	Graphics and Layout in Print Media	3
COM 331	Desktop Publishing	3
COM 335	Principles of Public Relations	3
COM 446	Public Relations Administration	3 *
COM 448	Law of Mass Communication	3 *
COM 452	PR Campaign Planning Seminar	3

Total Major Credits: 24

Major-related Electives

(Choose a total of 12 credit hours)

CIS 270	World-Wide Web Technology I	3
CIS 271	Advanced World-Wide Web Technology II	3
MKT 113	Introduction to Marketing	3
ADV/MKT 329	Principles of Advertising	3
ENG 220	Business Communication	3
COM 226	Introduction to Communication	3
COM 336	Broadcast Public Relations	3 *
COM 322	Advanced Public Speaking	3
COM 341	Technical Writing	3
COM 342	Writing for the Computer Industry	3
COM 444	Video Production	3
COM 480	Independent Study	3
COM 490A,B,C	Internship/Co-op	

(this co-op must be Public Relations related) 3-6-12

Total Major-Related Electives Credits 12

Allied Courses

PSY	108	Introduction to Psychology (from Liberal Arts core)	
GOV	110	Introduction to Government (from Liberal Arts core)	
PSY	224	Research Methods (pre-req. PSY 108) or	
SCS	224	Research in Social Science (pre-req. PSY 108) or	
GOV	201	Research Methods in Political Science	3
		(pre-req. GOV 110)	

	Total Allied Courses Credits:	3
Free Electives		15
	Total Credits	120

* To be initiated in Academic Year 2001-2002

Social Science Program

Coordinator: Associate Professor Betsy A. Gunzelmann

The social science major is an interdisciplinary course of study designed for students who want a focused concentration in one or more of the social sciences. Thus, a student can design a program which includes psychology, sociology, anthropology, government, economics, and history. Students determine their own concentration in consultation with their academic advisors.

Social Science Curriculum - Bachelor of Arts

		Credits
College Core		48
Liberal Arts Core		18

Major Courses

ECO	322	International Economics	
		or	
ECO	327	Economic Development	
		or	
ECO	345	History of Economic Thought	3
GEO	201	World Geography	3
GOV	211	International Relations	
		or	
GOV	213	Comparative Government	3
PSY	211	Human Growth and Development	3
SCS	444	Senior Seminar in Social Science	3
SOC	213	Sociology of Social Problems	3
SSC	224	Research in Social Sciences	3
		Social Science Elective	3
		Social Science Concentration*	12
		Total Major Credits:	36

Allied Course

ATH	111	Introduction to Cultural Anthropology	3
		Free Electives	15
			<hr/>
Total Credits:			120

• Four courses in PSY, SOC, GOV, ECO beyond those enumerated under the core, major, designated or allied courses.

PSY 108, SOC 112, GOV 109, or GOV 110 are all prerequisite for required major courses. Thus, if the student has not taken one of these introductory courses to fulfill college core or liberal arts core requirements, it will be necessary to take the course as a social science elective.

Mathematics/Science Programs

Coordinator: Professor Alec Ingraham

In order for our graduates to prosper in today's society, they must be able to deal intelligently with quantitative information. Most employers consider a familiarity with mathematical techniques a valuable asset. As a consequence, the mathematics faculty

- tailors its curriculum to suit the needs of the students and the major areas of study at New Hampshire College
- offers all mathematics/science courses designated by the various college cores
- offers electives both for individuals wishing to emphasize mathematics and science in their education and also for those intending to enroll in graduate courses requiring quantitative sophistication.

In addition, for students with an interest and ability in mathematics, the faculty provides an accelerated mathematics sequence which is available in the day undergraduate school.

Teacher Education Programs

Teaching is among the most exciting and rewarding professions. Teachers contribute to future generations and to society. The teaching programs in business, English and marketing prepare graduates to teach in middle, junior or senior high schools. Recommendation for State of New Hampshire teacher certification requires a passing score on the Pre-Professional Skills Test and satisfactory completion of a New Hampshire College teaching program. This certification, or teaching license, qualifies graduates to teach high school in New Hampshire and in twenty-five other states, including those in New England. Graduates will also be prepared to teach in high schools throughout the United States.

English Major with Certification Track

Coordinator: Professor Carolyn Hollman

The English Major with Teacher Certification allows students to major in English and to complete State of New Hampshire requirements for certification to teach English in grades 5 - 12. The certification track involves three areas: general education; major (English) courses; and specialized social science, education and practical courses.

The program of study provides the prospective English teacher with a broad and integrated liberal arts background, a concentrated study of English literature and language, and the techniques, knowledge and experience to help junior and senior high school students develop to their highest potential. Students completing a four-year curriculum receive the B.A. degree. State of New Hampshire teacher certification requires a passing score on the PPST and satisfactory completion of the teaching program which includes a student teaching internship.

Any student may choose to follow the program of studies for the certification track. However, before students may enroll in a twelve credit student teaching internship, they must apply and be interviewed by the Interview Committee for Teacher Certification.

Permission to Complete English Major with Certification Track Program

Prior to registering for the twelve credit student teaching internship, students must apply and be interviewed by the Student Teacher Interview Committee and must meet the following requirements:

- Accumulate at least 60 semester credits.*
- Achieve a cumulative grade point average of at least 2.5 and a minimum 2.8 grade point average in English courses.
- Pass the Pre-Professional Skills Test
- Demonstrate capabilities for success in the teaching profession.
- Display competency in oral and written communication.
- Submit two letters of recommendation from college faculty, preferably at least one from an English faculty member.

*Students should apply for an interview at least four months prior to registering for EDU 490 Student Teaching. Applications are available from the area coordinator.

English Major with Certification Track - Bachelor of Arts

			Credits
College Core			48
Teacher Education Core			
EDU	200	Introduction to Education	3
PSY	201	Educational Psychology	3
PSY	211	Developmental Psychology	3
PSY	320	Psychology of Individual Differences and Special Needs	3
HIS	113/114	US History I or II **	
EDU	290	Field Experience	3
EDU	490	Student Teaching	12
Total Teacher Education Core Credits:			<hr/> 27

** Take US HIS I or II in College Core

Major Courses

Select one of the following two:

ENG	201	Survey of World Literature in Translation I	
ENG	202	Survey of World Literature in Translation II	3

Select one of the following two:

ENG	213	Survey of American Literature I	
ENG	214	Survey of American Literature II	3

Select one of the following two:

ENG	223	Survey of English Literature I	
ENG	224	Survey of English Literature II	3

Select one additional course from the above six survey courses 3

Select one of the following two:

ENG	315	Survey of the Theater	
ENG	316	Contemporary Drama	3

Select one of the following two:

ENG	335	Introduction to Poetry	
ENG	337	Contemporary Poetry	3

Select one of the following four:

ENG	330	Nonfiction Workshop	
ENG	329	Fiction Workshop	
COM	235	Introduction to Journalism	
COM	435	Feature Writing	3

Each of the following courses is required:

ENG	319	Shakespeare	3
ENG	333	Introduction to Linguistics	3
ENG	355	English Grammar	3

Total Major Credits:

30

*Required courses for certification can be used to fill college core and liberal arts core courses.

Allied Courses

EDU 320	Methods of Teaching English I	3
EDU 321	Methods of Teaching English II	3
		<hr/>
		Total Allied Credits 6
Free Electives		9
		<hr/>
		Total Credits: 120

Business and Marketing Teacher Education Programs

Coordinator: Professor Laurence Pelletier

The business and marketing teacher education programs are designed to prepare graduates for business and marketing education positions at the junior high school and secondary school level or training positions in industry. Because the high school business teachers are called upon to teach a variety of business subjects, preparation for distributive business teacher certification is interdisciplinary and broad. It includes courses in administration, accounting, finance, business communication, word processing, marketing and economics.

Recommendation for State of New Hampshire teacher certification requires a passing score on the Pre-Professional Skills Test and satisfactory completion of a New Hampshire College teaching program. This certification is reciprocal in many other states.

Students seeking comprehensive business education certification must demonstrate proficiency in keyboarding and office skills. This proficiency can be met through courses or demonstrated competency.

Work Experience: All business/marketing teacher education majors must present 2,000 hours of work experience in an area of certification. In the absence of this, 400 supervised hours will be arranged.

Permission to Complete Business or Marketing Teacher Education Programs

Prior to registering for the twelve credit student teaching internship, students must apply and be interviewed by the State Teacher Interview Committee and must meet the following requirements:

- Accumulate a minimum of 60 credits
- Achieve a cumulative grade point average of at least 2.50
- Pass the Pre-Professional Skills Test
- Demonstrate the capabilities for success in the teaching profession
- Display competency in oral and written communications.
- Submit two letters of recommendation from college faculty members, preferably one from a teacher in the student's major area.

Students should apply for an interview at least four months prior to registering for EDU 490 Student Teaching. Applications are available from the area coordinator.

Business Teacher Education - Bachelor of Science

			Credits
College Core			48
Teacher Education Core			27
EDU	200	Introduction to Education	3
EDU	290	Field Experience	3
EDU	490	Student Teaching	12
HIS	113	US History I: 1607-1865 (from college core)	—
		or	
HIS	114	US History II: 1865 - Present	—
PSY	108	Introduction to Psychology (from college core)	—
PSY	201	Educational Psychology	3
PSY	211	Human Growth and Development	3
PSY	320	Psychology of Individual Differences and Special Needs	3
Total Credits:			27

Major Courses

ACC	101	Introduction to Accounting and Financial Reporting I	3
ACC	102	Introduction to Accounting and Financial Reporting II	3
ADB	110	Introduction to Business	3
ADB	125	Human Relations in Administration	3
ADB	206	Business Law I	3
ENG	220	Business Communication	3
FIN	320	Introduction to Business Finance	3
MKT	113	Introduction to Marketing	3
OAD	220	Word Processing I	3
Total Major Credits:			27

Allied Courses:

EDU	300	Principles of Business and Vocational Education	3
EDU	310	Methods of Teaching Keyboarding and Office Technology	3
EDU	313	Methods of Teaching Accounting and General Business	3
Total Allied Credits:			9
Free Electives			9
Total Credits:			120

Marketing Teacher Education Curriculum - Bachelor of Science

	Credits
College Core	48
Teacher Education Core	27

Major Courses

ACC	101	Introduction to Accounting and Financial Reporting I	3
ADB	110	Introduction to Business	3
ADB	125	Human Relations in Administration	3
ADB	206	Business Law I	3
MKT	113	Introduction to Marketing	3
ENG	220	Business Communication	3
FIN	320	Introduction to Business Finance	3
OAD	220	Word Processing I	3
MKT		Electives*	12

Total Major Credits: 36

*Choose four from the following: MKT 222, MKT 320, MKT 329, MKT 335, MKT 337 or MKT 345.

Allied Courses:

EDU	300	Principles of Business and Vocational Education	3
EDU	313	Methods of Teaching Accounting and General Business	3
EDU	315	Methods of Teaching Marketing Education	3

Total Allied Credits: 9

Total Credits: 120

Division of Hospitality Administration and Culinary Arts

Interim Dean:

Assistant Professor William R. Petersen

The mission of the Division of Hospitality is to anticipate and respond to the needs and expectations of men and women preparing to embark on management and operational careers in the largest global industry: hospitality and tourism. Our multi-discipline programs focus on the synthesis of values, knowledge, and competencies required by a rapidly expanding and diverse service industry. The student is central to the educational process at New Hampshire College, and we strive to foster learning partnerships that utilize current industry practices, and promote professional development, and life-long learning.

We offer programs to a broad range of students - those beginning their college education, those with a junior college degree in hospitality, those already in the work place, and those who wish to acquire technical skills in specific disciplines.

For students entering four year programs at New Hampshire College, the division offers three majors leading to bachelor of science degrees - hotel management, restaurant management and tourism management. Students who complete the requirements of the hotel management major as well as the restaurant management major qualify for the double major in hotel and restaurant management.

For students entering two-year programs at New Hampshire College, the division offers a two-year culinary arts major leading to an associate in applied science degree in culinary arts. Students in the culinary arts degree program may transfer to the four-year restaurant management program at the end of their two years and receive substantial credits toward a B.A.S.H.A. or B.S. degree in restaurant management.

For students who have already received an associate's degree in hospitality or tourism from accredited colleges, the division offers an upper division program in hospitality administration leading to the bachelor of applied science degree in hospitality administration (B.A.S.H.A.). This degree includes an eight month cooperative education experience and is normally completed in two calendar years.

For students coming from a country outside of the United States and who have obtained a three year hospitality diploma from institutions accredited in their home countries may apply for entry into a hospitality program specially designed for these students. It is an upper division program leading to a bachelor of applied science degree in hospitality administration (B.A.S.H.A.). It encompasses two academic semesters of cooperative education and two summer sessions of academic work.

Hotel Management, Restaurant Management and Tourism Management Programs

Hotel Management Program

Lodging related businesses are a large component of the world's largest industry: hospitality and tourism. The United States leads the world in the development,

ownership and management of individual properties, hotel chains and management companies. The growing lodging industry includes a variety of exciting career opportunities for graduates of hotel management programs. Career opportunities for Hotel Management majors exist in all aspects of the lodging industry including: Hotels, Motels, Lodges, Motor Inns, Country Inns, Bed & Breakfasts, All-Suite Properties, Extended Stay Hotels, Guest Ranches, Health Spas, Resort Communities, All-Inclusive Resorts, Timeshare Condominiums, Cruise Lines, Casinos, Conference Centers, Retreat Centers, Health Care Related Lodging, and Retirement Communities.

Hotel Management majors are required to enroll in one cooperative education experience that offers the student the opportunity to work in lodging properties throughout the United States and abroad, as well as synthesize classroom theory with industry practice.

Restaurant Management Program

Food service related businesses are meeting the needs of American consumers who eat one out of four meals away from home. More than three-quarters of a billion people patronize eating and drinking establishments that employ over nine million people. The growing food service industry includes a variety of exciting career opportunities for graduates of restaurant management programs. Career opportunities for Restaurant Management majors exist in all aspects of the food and beverage industry including: Fine Dining, Quick Service, Family and Theme Restaurants, Banquet Catering, Airline Catering, Institution Food Service, Business and Industry Food Service, Club Food Service, Lodging Related Food Service, Home Meal Replacement/Takeout Operations, Gourmet Retail Shops, Coffee Shops, Specialty Food Shops, Food Manufacturers and Distribution Companies.

Tourism Management Program

The growth of the tourism related businesses will continue well into the next century according to current industry research. A World Travel and Tourism Council study forecasts that current direct and indirect industry employment of more than 225 million people (one in every nine jobs) will grow by more than 130 million in the next ten years. By the year 2006, over 1 billion people are predicted to be traveling worldwide with total international tourism spending forecast at \$7.1 trillion. Students who major in tourism management will select a concentration area: destination management, travel management, or convention and event management.

Career opportunities for Tourism Management majors exist in all aspects of the industry. Destination Management opportunities are available in: Heritage Tourism Organizations, Parks, Recreation and Campgrounds, Sports and Leisure Destinations, Theme Parks and Museum Villages. Travel Management students have career opportunities available in: Airport/Airline Management, Cruise Lines, Tour Operators, Travel Companies and Ground Transportation. Convention and Event Management students are prepared for careers in: Convention and Visitors bureaus, State Tourism Offices, Special Events Planning, National Travel Offices, Meeting Planning and Convention/Conference Center Management.

Hospitality Division Core

The hospitality core curriculum offers a foundation of general business, hospitality, and communication skills necessary for a successful career in lodging, food and tourism related businesses. Students in each bachelor of science degree program will add major courses, a cooperative education experience and free electives that will further support individual career goals.

			Credits
ACC	101	Introduction to Accounting and Financial Reporting I	3
ACC	102	Introduction to Accounting and Financial Reporting II	3
ADB	125	Human Relations in Administration	3
ADB	421	Strategic Management and Policy	3
ENG	220	Business Communication	3
FIN	320	Introduction to Business Finance	3
LDG	320	Hospitality Managerial Accounting	3
LDG	416	Law of Hospitality Industry	3
LDG	418	Seminar in Hospitality Administration	3
MKT	113	Introduction to Marketing	3
Total Credits:			30

Hotel Management Curriculum - Bachelor of Science

			Credits
College Core			48
Hospitality Core			30
Major Courses			
LDG	112	Introduction to the Hospitality Industry	3
LDG	215	Hotel Information Systems	3
LDG	314	Hospitality and Tourism Marketing	3
LDG	421	The Operation of Energy, Security and Maintenance Systems in the Hospitality Industry	3
REST	109	Food Purchasing	3
REST	110	Quantity Food Production I	3
REST	111	Quantity Food Production II	3
REST	319	Restaurant Management	3
LDG	490A	Hotel Cooperative Education	3
		Hospitality Division Elective	3
Total Major Credits:			30
Free Electives			15
Total Credits:			123

Restaurant Management Curriculum - Bachelor of Science

		Credits
College Core		48
Hospitality Core		30
Major Courses		
LDG 112	Introduction to the Hospitality Industry	3
LDG 421	The Operation of Energy, Security and Maintenance Systems in the Hospitality Industry	3
REST 109	Food Purchasing	3
REST 110	Quantity Food Production I	3
REST 111	Quantity Food Production II	3
REST 319	Restaurant Management	3
REST 422	Beverage Management and Control	3
REST 424	Wines and Beverages	3
REST 451	Nutrition	3
REST 490A	Restaurant Cooperative Education	3
Total Major Credits:		30
Free Electives		15
Total Credits:		123

Tourism Management Curriculum - Bachelor of Science

		Credits
College Core		48
Hospitality Core		30
Tourism Major Courses		
LDG 314	Hospitality and Tourism Marketing	3
TOUR 115	Principles of Tourism	3
TOUR 120	Geography of World Tourism	3
TOUR 400	Economic Impacts of Tourism	3
TOUR 402	Sustainable Tourism	3
TOUR 490A	Tourism Management Cooperative Education	3
Convention and Event Management Concentration		
TOUR 280	Meeting Planning	3
TOUR 340	Special Events Management	3
TOUR 350	Chamber of Commerce Management	3
TOUR 401	Convention Sales and Group Planning	3
or		
Destination Management Concentration		
TOUR 204	Leisure and Recreation Management	3
TOUR 311	Tourism Planning and Policy Development	3
TOUR 428	Resort Development	3
TOUR 430	Casino and Gaming Operations	3
or		

Travel Management Concentration

TOUR 201	Cruise Line Management	3
TOUR 219	Travel Industry Operations and Technology	3
TOUR 306	Tour Management and Operations	3
TOUR 416	Airline Management	3
Total Major Credits (including concentration)		<u>30</u>
Free Electives		15
Total Credits		<u>123</u>

Bachelor of Applied Science in Hospitality Administration (BASHA)

The Bachelor of Applied Science in Hospitality Administration degree was developed for those students who have a previous degree or diploma in hospitality related majors (i.e. hotel and restaurant management, culinary arts, travel and tourism, catering, etc.). Students entering this program would possess a basic technical knowledge of the hospitality industry. There are two bachelor of applied science programs that are offered, depending on what credits students are able to transfer to New Hampshire College.

BASHA I — The 14-month Program

Students who possess a three-year diploma in an area of hospitality from an accredited institution, which is typical in some countries, would enroll in a fourteen-month program that provides an overview of American culture and the hospitality industry in the United States. Students complete 42 credits at New Hampshire College. Included in the program is a 12 credit internship in an American hotel or resort. Students completing this degree program would be prepared either to enter positions in the hospitality field in this country or return to their own nations with a greater appreciation of the United States and its hospitality industry.

Admission to this major is open only to those students who have completed their three-year diploma at an approved institution.

Required Courses:

Diploma credits transferred from an approved three-year program	Credits 90
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Major Courses

ECO 470	Special Topics in Economics	3
ENG 120	College Composition I	3
ENG 220	Business Communication	3
LDG 314	Hospitality and Tourism Marketing	3
LDG 416	Law of the Hospitality Industry	3
LDG 418	Seminar in Hospitality Administration	3
LDG 426	The American Work Experience	3
LDG 490C	Hotel Cooperative Education	12
MAT 112	Mathematics for Hospitality Administration	3
PSY 108	Introduction to Psychology	
	or	
SOC 112	Introduction to Sociology	3
	Free Elective	3
Total Credits:		132

BASHA II — The 21-month Program

Students who possess a two-year degree from an accredited hospitality management program would enroll in a 21-month curriculum leading to a bachelor of applied science degree. Those students could transfer to New Hampshire College, where they would complete an additional 60 credits, including a 12 credit cooperative education placement. Students graduating from this program would be prepared to enter management positions in the hospitality industry.

Admission to this program is open only to those students who have completed an associate's degree from an accredited hospitality management program. Students who have not completed the following courses as part of their two-year programs will be required to take them either during the summer prior to entering New Hampshire College or during the first semester of the bachelor of applied science degree program:

- 2 semesters of English writing
- 1 semester of introduction to marketing
- 1 semester of financial accounting or 2 semesters of accounting principles
- 1 semester of college mathematics
- 1 semester of history or social science

Required Courses

			Credits
Degree credits transferred from an accredited two-year program			60
General Education Courses (24 credits):			
ADB	421	Strategic Management and Policy	3
ECO	201	Microeconomics	3
ECO	202	Macroeconomics	3
ENG	212	Public Speaking	3
ENG	220	Business Communication	3
FIN	320	Introduction to Business Finance	3
MAT	120	Finite Mathematics	3
HUM		Humanities elective	3
Hospitality Core Courses (12 credits):			
LDG	320	Hospitality Managerial Accounting	3
LDG	416	Law of the Hospitality Industry	3
LDG	418	Seminar in Hospitality Administration	3
		Hospitality Division elective	3
Major Courses (24 credits):			
Hotel Management			
LDG	215	Hotel Information Systems	3
LDG	314	Hospitality and Tourism Marketing	3
LDG	421	The Operation of Energy, Security and Maintenance Systems in the Hospitality Industry	3
LDG	429	Hotel Administration	3
LDG	490C	Hotel Cooperative Education	12
Restaurant Management			
LDG	421	The Operation of Energy, Security and Maintenance Systems in the Hospitality Industry	3
REST	319	Restaurant Management	3
REST	422	Beverage Management and Control	3
REST	424	Wines and Beverages	3
REST	490C	Restaurant Cooperative Education	12
Tourism Management			
LDG	314	Hospitality and Tourism Marketing	3
TOUR	311	Tourism Planning and Policy Development	3
TOUR	401	Convention and Meeting Management Planning	3
TOUR	428	Resort Development	3
TOUR	490A	Tourism Cooperative Education	12
Total Credits:			120

Note: Students who have taken any course above as part of their associate's degree may replace that course at New Hampshire College with a free elective.

The Culinary Institute of New Hampshire College

The Culinary Institute was founded in 1983 to help fulfill the need for educated and trained chefs and other food preparation personnel in New Hampshire and New England.

The two-year program, which awards the degree of Associate of Applied Science in Culinary Arts, combines theory, practical training, and industry experience in order to prepare students for entry-level food preparation jobs in hotels, restaurants, and institution feeding operations. Technical subject areas include food preparation, food purchasing, baking, garde manger, menu development, nutrition, and dining room operation. A cooperative education experience is required of all culinary students. This is normally taken during the summer months. There is an additional fee for cooperative education.

Students take a common first year, completing basic skills in culinary arts, baking and general education courses. In the second year, students complete either the culinary or baking concentration track based on their career goals. Students may tailor their course work to facilitate transfer into the four-year hotel or restaurant management major.

Academic Standards and Regulations

Culinary Institute students adhere to the same academic standards and regulations as the undergraduate school students. These policies are outlined in the earlier sections of this catalog.

Culinary Arts Curriculum - Associate in Applied Science

First Year			Credits
First Semester			
TCI	110	Culinary Skills and Procedures	3
TCI	113	Bakeshop I	3
ENG	101	Fundamentals of Writing	3
FEX	100	Freshman Experience Seminar	3
First Semester Module			
TCI	116	Sanitation	1.5
TCI	101	Introduction to Culinary Arts	1.5
TCI	121	Culinary Math	1.5
			<hr/> 16.5
Second Semester			
ENG	120	College Composition I	3
TCI	109	Food Purchasing	3
TCI	111	Food Production	3
TCI	114	Bakeshop II	3

Second Semester Module

TCI	226	Cooperative Education Seminar I	1.5
TCI	243	Principles of Table Service	1.5
TCI	124	Culinary French	1.5
			<hr/> 16.5

Summer Term

TCI	390A	Culinary Cooperative Education	3
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Second Year - Culinary Track**First Semester**

TCI	211	Food Production II	3
TCI	256	Food and Beverage Cost Control	3
TCI	217	Classical Cuisine	3
		Free Elective	3 *

First Semester Module

TCI	220	Garde Manger I	1.5
TCI	250	Principles of Supervision	1.5
TCI	247	Service Practicum I	1.5
			<hr/> 16.5

Second Semester

TCI	218	International Cuisine	3
TCI	235	Regional Cuisine	3
TCI	237	Menu/Facilities Plan	3
		Free Elective	1.5

Second Semester Module

TCI	127	Nutritional Cooking	3
TCI	260	Garde Manger II	1.5
TCI	257	Service Practicum II	1.5
			<hr/> 16.5

Total Credits:

69**Second Year - Baking Track****First Semester**

TCI	211	Food Production II	3
TCI	256	Food and Beverage Cost Control	3
TCI	233	Classical Baking	3
		Free Elective	3 *

First Semester Module

TCI	220	Garde Manger I	1.5
TCI	250	Principles of Supervision	1.5
TCI	247	Service Practicum I	1.5
			<hr/> 16.5

Second Semester

TCI	230	Retail Baking	3
TCI	237	Menu/Facilities Plan	3
TCI	240	Advanced Pastry	3
Free Elective			1.5

Second Semester Module

TCI	127	Nutritional Cooking	3
TCI	257	Service Practicum II	1.5
TCI	248	Bakery Management	1.5
			<hr/> 16.5

Total Credits:

69

*3 credit free electives can be met with any 3 credit undergraduate course, or two 1.5 credit courses.

Certificate Programs

The certificate program is offered for those interested in developing their baking and/or cooking skills on a part-time basis without formal enrollment in a degree program. Credits derived from successful completion of certificate courses may be transferred into the established A.A.S. program at The Culinary Institute of New Hampshire College.

Baking Certificate

TCI	113	Bakeshop I - Breads/Desserts	3 credits
TCI	114	Bakeshop II - Advanced Baking	3 credits
TCI	233	Bakeshop III - Classical Baking	3 credits
TCI	240	Bakeshop IV - Advanced Pastry	3 credits

12 credits plus prerequisites

Cooking Certificate

TCI	110	Culinary Skills and Procedures	3 credits
TCI	111	Food Production	3 credits
TCI	217	Classical Cuisine	3 credits
TCI	218	International Cuisine and Service	
		or	
TCI	235	Regional Cuisine	3 credits
			<u>12 credits plus prerequisites</u>

Minors

A group of courses taken within one discipline which is different from one's major is considered a minor. The minor must include a minimum of fifteen credits, including at least twelve credits beyond the core. At least 50% of these credits must be taken at New Hampshire College.

Minor in Accounting

A student may declare a minor in accounting by successfully completing all of the following courses, including a minimum of four at New Hampshire College:

- ACC 101 Introduction to Accounting and Financial Reporting I
- ACC 102 Introduction to Accounting and Financial Reporting II
- ACC 203 Intermediate Accounting I
- ACC 204 Intermediate Accounting II
- ACC 207 Cost Accounting I
- ACC 208 Cost Accounting II

Minor in Advertising

A student may declare a minor in advertising by successfully completing five of the following courses, including a minimum of four at New Hampshire College:

- ADV/MKT 329 Advertising
- ADV/MKT 429 Advertising Campaigns
- ADV/MKT 428 Promotional Research/Media Measurement
- COM 330 Graphics

One Elective from the following:

- COM 331 Desktop Publishing
- COM 335 Public Relations
- COM 444 Video Production
- ADV/FMK 101 Basic Design and Color Theory
- MKT 360 Direct Interactive Marketing
- ADV/MKT 362 Advertising Account Executive Seminar
- ADV/MKT 363 Advertising Copy and Design
- ADV/MKT 440 Advertising Media Planning

MKT 113 will need to be taken additionally if the student has not already done so as part of the Business Division Core courses or as part of the major.

Minor in Business (for Liberal Arts Majors)

Under this option, a student majors in one of the available disciplines within the Division of Liberal Arts and uses twelve to fifteen free elective credits within the chosen major to take courses in the business disciplines.

- ACC 101 Introduction to Accounting and Financial Reporting I
- ACC 102 Introduction to Accounting and Financial Reporting II
- ADB 206 Business Law I
- MAT 121 Mathematical Concepts and Techniques for Business
- MKT 113 Introduction to Marketing
- Business Elective

Minor in Business/Marketing Teacher Education

A student may declare a minor in business/marketing teacher education by successfully completing six of the following courses, including a minimum of four at New Hampshire College. This minor may position a graduate for a job as an industry trainer or teaching consultant: alone, it does not lead to secondary teaching certification. (See Teacher Education Programs)

- EDU 200 Introduction to Education
- EDU 290 Field Experience
- EDU 300 Principles of Business and Vocational Education
- EDU 310 Methods of Teaching Keyboarding and Office Technology
- EDU 313 Methods of Teaching Accounting and General Business
- EDU 315 Methods of Teaching Marketing Education
- PSY 201 Educational Psychology
- PSY 211 Human Growth and Development
- PSY 320 Psychology of Individual Differences and Special Needs

Minor in Communication

A student may declare a minor in communication by successfully completing the following five courses at New Hampshire College:

- COM 226 Introduction to Communication

And any four of the following:

- COM 235 Introduction to Journalism
- COM 322 Advanced Public Speaking
- COM 330 Graphics and Layout in Print Media
- COM 331 Desktop Publishing
- COM 335 Principles of Public Relations

Minor in Computer Information Systems

A student may declare a minor in computer information systems by successfully completing the following five courses at New Hampshire College.

- CIS 100 Introduction to Computer Technology and Microcomputer Applications
- CIS 200 Introduction to Information Systems
- Two (2) CIS programming courses (as recommended by the student's advisor)
- One (1) CIS elective

Minor in Economics

A student may declare a minor in economics by successfully completing the following six courses at New Hampshire College.

- ECO 201 Microeconomics
- ECO 202 Macroeconomics
- ECO 301 Managerial Economics
- ECO 306 Money and Banking
- Two (2) Economics Electives

Minor in English Language and Literature

A student may successfully declare a minor in English language and literature by successfully completing the following five courses at New Hampshire College.

- ENG 201 Survey of World Literature in Translation I
or
- ENG 202 Survey of World Literature in Translation II
- ENG 213 Survey of American Literature I
or
- ENG 223 Survey of English Literature I
- ENG 214 Survey of American Literature II
or
- ENG 224 Survey of English Literature II

Choice of one:

- ENG 330 Nonfiction Writing Workshop
or
- ENG 333 Introduction to Linguistics
or
- ENG 355 English Grammar

And:

One literature elective in addition to the literature elective required by the college core.

Minor in Finance

A student may declare a minor in finance by successfully completing the following six courses at New Hampshire College.

- ECO 202 Macroeconomics
- FIN 220 Introduction to Investments
- FIN 320 Introduction to Business Finance
- FIN 435 Financial Policy and Decision-Making

Any two of the following:

- ECO 306 Money and Banking
- FIN 250 Personal Financial Planning
- FIN 322 Risk Management and Insurance
- FIN 324 Security Analysis
- FIN 326 Contemporary Issues in Finance
- FIN 336 Multinational Corporate Finance
- FIN 336 Multinational Corporate Finance

Minor in History

A student may declare a minor in history by successfully completing five history courses at New Hampshire College in addition to the one required for the College core.

One complete year of a survey:

Either:

- History 109 Western Civilization I: Prehistory to the Renaissance
and
- History 110 Western Civilization II: The Renaissance to the Present
or
- History 113 United States History I: 1607 - 1865
and
- History 114 United States History II: 1865-Present

Three other courses with the HIS designation in addition to the course required for the College core. If one of the survey courses has been taken to meet the requirement in the College core, the student will need to take four courses beyond the two surveys.

Minor in Hotel Management

A student may declare a minor in hotel management by successfully completing the following five courses at New Hampshire College:

- LDG 112 Introduction to the Hospitality Industry
- LDG 215 Hotel Information Systems
- LDG 314 Hospitality and Tourism Marketing
- LDG 320 Hospitality Managerial Accounting
- LDG 418 Seminar in Hospitality Administration

Minor in International Business

A student may declare a minor in the field of International Business by successfully completing the following five(5) courses at New Hampshire College.

- INT 113 Introduction to International Business
- INT 315 International Management
- INT 316 Cultural and Political Environment of International Business
- INT 336/FIN 336 Multinational Corporate Finance
- INT 443/MKT 443 Multinational Marketing

Minor in Marketing

A student may declare a minor in marketing by successfully completing the following courses, including a minimum of four at New Hampshire College.

- MKT 222 Principles of Retailing
- MKT 320 Sales Management
- or
- MKT 335 Professional Selling
- MKT 329 Principles of Advertising
- MKT 337 Marketing Research
- MKT 345 Consumer Behavior

Minor in Philosophy

A student may declare a minor in philosophy by successfully completing fifteen credits in philosophy with twelve of those credits being beyond the three credit required in the College Core.

Required Courses:

- PHL 210 Introduction to Philosophy
- PHL 214 Logic, Language, and Argumentation

Three courses from the following list:

- PHL 215 Contemporary Moral Issues
- PHL 216 Business Ethics
- PHL 230 World Religions
- PHL 246 Understanding Non-Western Traditions

Minor in Political Science

A student may declare a minor in Political Science by choosing five courses from the following list, with at least four courses beyond the core:

- GOV 109 Introduction to Politics
or
 - GOV 110 American Politics
 - GOV 211 International Relations
or
 - GOV 213 Comparative Government
- Three courses from the GOV offerings at the 300 level

Minor in Psychology

A student may declare a minor in psychology by successfully completing the following five courses at New Hampshire College.

- PSY 108 Introduction to Psychology (from core)
 - PSY 211 Human Growth and Development
 - PSY 215 Psychology of Abnormal Behavior
 - PSY 224 Research Methods
- One psychology elective

Minor in Restaurant Management

A student may declare a minor in restaurant management by successfully completing the following five courses at New Hampshire College:

- REST 109 Food Purchasing
- REST 110 Quantity Food Production I
- REST 319 Restaurant Management
- REST 422 Beverage Management and Control
- REST 424 Wines and Beverages

Minor in Sociology

A student may declare a minor in sociology by completing five courses at New Hampshire College including:

- SOC 112 Introduction to Sociology
 - SOC 213 Sociology of Social Problems
- Three sociology electives

Minor in Sport Management

A student may declare a minor in sport management by successfully completing the following five courses at New Hampshire College:

- SPT 111 Sport Management
- SPT 208 Sport Marketing
- SPT 319 Sport Sales and Public Relations
- SPT 321 Fitness Management

and one of the following:

- SPT 401 Sport Facilities Management
- SPT 402 Sport Revenue

Minor in Business Writing

A student may declare a minor in business writing by completing the following five courses at New Hampshire College:

- ENG 220 Business Communication
either
- COM 231 Writing for Public Communication
or
- COM 235 Introduction to Journalism
- COM 341 Technical Writing
- COM 435 Feature Writing

and one of the following:

- ENG 330 Nonfiction Writing Workshop
- ENG 329 Fiction Writing Workshop
- ENG 328 Poetry Writing Workshop
- ENG 327 Play Writing Workshop
- ENG 480 Independent Study (for longer writing projects with a tutor)

Minor in Creative Writing

A student may declare a minor in creative writing by completing the following five courses at New Hampshire College:

- ENG 330 Nonfiction Writing Workshop
- ENG 329 Fiction Writing Workshop
- ENG 328 Poetry Writing Workshop
- ENG 327 Play Writing Workshop

and one of the following:

- ENG 220 Business Communication
- COM 231 Writing for Public Communication
- COM 235 Introduction to Journalism
- COM 341 Technical Writing
- COM 435 Feature Writing
- ENG 480 Independent Study (for longer writing projects with a tutor)

Associate Degrees

Some students want a two-year degree as a goal itself or as a first step toward a four-year degree. All credits in New Hampshire College's two-year associate degree programs transfer into its four-year programs.

Accounting Curriculum - Associate in Science

Courses:			Credits
ACC	101	Introduction to Accounting and Financial Reporting I	3
ACC	102	Introduction to Accounting and Financial Reporting II	3
ACC	203	Intermediate Accounting I	3
ACC	204	Intermediate Accounting II	3
ACC	207	Cost Accounting I	3
ACC	208	Cost Accounting II	3
ADB	125	Human Relations in Administration	3
CIS	100	Introduction to Computer Technology and Microcomputer Applications	3
CIS	200	Introduction to Information Systems	3
ECO	201	Microeconomics	3
ECO	202	Macroeconomics	3
ENG	120	College Composition I	3
ENG	121	College Composition II	3
ENG	212	Public Speaking	3
MAT	120	Finite Mathematics	3
MKT	113	Introduction to Marketing	3
FEX	100	Freshman Experience Seminar	3
		Free Electives	9
Total Credits:			60

Business Administration Curriculum - Associate in Science

Courses:			Credits
ACC	101	Introduction to Accounting and Financial Reporting I	3
ACC	102	Introduction to Accounting and Financial Reporting II	3
ADB	110	Introduction to Business	3
ADB	125	Human Relations in Administration	3
ADB	206	Business Law I	3
ADB	211	Human Resource Management	3
CIS	100	Introduction to Computer Technology and Microcomputer Applications	3
ECO	201	Microeconomics	3
ECO	202	Macroeconomics	3
ENG	120	College Composition I	3
ENG	121	College Composition II	3
ENG	212	Public Speaking	3
MAT	120	Finite Mathematics	3
MKT	113	Introduction to Marketing	3
FEX	100	Freshman Experience Seminar	3
ADB		Business Electives	6
		Free Elective	3
		College Core Electives	6
Total Credits:			60

Computer Information Systems Curriculum - Associate in Science

Students in this two-year associate's degree program will learn the fundamentals of computer programming. Graduates of this curriculum will be able to enter the work force as programmers, data analysts or procedure specialists.

Courses:			Credits
ACC	101	Introduction to Accounting and Financial Reporting I	3
ACC	102	Introduction to Accounting and Financial Reporting II	3
ADB	125	Human Relations in Administration	3
CIS	100	Introduction to Computer Technology and Microcomputer Applications	3
CIS	200	Introduction to Information Systems	3
CIS	201	Computer Hardware and Software	3
CIS		2 CIS programming courses (as recommended by the student's advisor)	6
CIS	315	Advanced Systems Design and Development	3
ENG	120	College Composition I	3
ENG	121	College Composition II	3
ENG	212	Public Speaking	3
MAT	120	Finite Mathematics	3
FEX	100	Freshman Experience Seminar	3
CIS		Electives	6
		Free Electives	12
Total Credits:			60

Culinary Arts (see Culinary Arts curriculum section)

Fashion Merchandising Curriculum - Associate in Science

The associate's degree in fashion merchandising offers students a concentrated course of study that prepares them for entry level positions in soft goods retailing or wholesaling within the fashion industry. Many students choose careers in specialty, department and discount store merchandising or operations. Others opt for manufacturers' showroom or sales representative positions.

Students are required to participate in a cooperative education program, adding valuable practical experience to classroom theory. Some international cooperative education opportunities are also available. Since many of our two-year degree recipients stay on to complete four-year degree programs, the transition between the two-year Fashion Merchandising degree and its closely related four-year counterpart, the Retailing degree, is a smooth one. Connection to other college majors such as marketing or communications is also possible and is limited only by individual student needs, interests and creativity.

Courses:			Credits
ACC	101	Introduction to Accounting and Financial Reporting I	3
ACC	102	Introduction to Accounting and Financial Reporting II	3
ADB	125	Human Relations in Administration	3
CIS	100	Introduction to Computer Technology and Microcomputer Applications	3
ECO	201	Microeconomics	3
ENG	120	College Composition I	3

ENG	121	College Composition II	3
ENG	212	Public Speaking	3
FMK	101	Basic Design and Color Theory	3
FMK	202	Fashion Merchandising	3
FMK	203	Retail Sales Promotion	3
FMK	204	Product Analysis and Design	3
MAT	105	Merchandising Mathematics	3
MKT	113	Introduction to Marketing	3
MKT	222	Principles of Retailing	3
PSY	108	Introduction to Psychology	3
FEX	100	Freshman Experience Seminar	3
FMK	290A	Fashion Merchandising Cooperative Education*	3
		Free Electives	6
			<hr/>
Total Credits:			60

*FMK 290A (Fashion Merchandising Cooperative Education) may be taken during the summer between the first and second year or during the first semester of the second year.

Students anticipating transfer to a four-year degree program should consult with their advisor regarding most effective choice of free electives.

Marketing Curriculum - Associate in Science

Courses:			Credits
ACC	101	Introduction to Accounting and Financial Reporting I	3
ACC	102	Introduction to Accounting and Financial Reporting II	3
CIS	100	Introduction to Computer Technology and Microcomputer Applications	3
ECO	201	Microeconomics	3
ECO	202	Macroeconomics	3
ENG	120	College Composition I	3
ENG	121	College Composition II	3
ENG	212	Public Speaking	3
MAT	120	Finite Mathematics	3
MAT	220	Statistics	3
MKT	113	Introduction to Marketing	3
MKT	222	Principles of Retailing	3
MKT	320	Sales Management	
		or	
MKT	335	Professional Selling	3
MKT	329	Principles of Advertising	3
MKT	337	Marketing Research	3
MKT	345	Consumer Behavior	3
PSY	108	Introduction to Psychology	
		or	
SOC	112	Introduction to Sociology	3
		Free Electives	6
FEX	100	Freshman Experience Seminar	3
			<hr/>
Total Credits:			60

Liberal Arts Curriculum - Associate in Arts

Liberal arts is a two-year program leading to an associate's degree. Students completing this program might transfer to a four-year liberal arts major or a four-year business program.

Liberal Arts Curriculum

Courses:			Credits
ENG	120	College Composition I	3
ENG	121	College Composition II	3
ENG	212	Public Speaking	3
MAT	120	Finite Mathematics	3
CIS	100	Introduction to Computer Technology and Microcomputer Applications	3
HUM	201	Introduction to the Humanities I: Greece through Renaissance	3
HUM	202	Introduction to the Humanities II: Baroque through Modern	3
FEX	100	Freshman Experience Seminar	3
Core Elective:			
		English Literature Elective	3
Choose two:			
PSY	108	Introduction to Psychology or	
SOC	112	Introduction to Sociology or	
GOV	109	Introduction to Politics or	
GOV	110	American Politics	6
		History Elective	3
		Philosophy Elective	3
		Science Elective	3
		Free Electives	12
		Liberal Arts Electives	6
Total Credits:			60

The Certificate Program

The certificate program is designed for those individuals who need basic skills for entry level positions or for an employee who wants to be promoted or transferred within an organization.

Accounting

ACC	101	Introduction to Accounting and Financial Reporting I
ACC	102	Introduction to Accounting and Financial Reporting II
ACC	203	Intermediate Accounting I
ACC	204	Intermediate Accounting II
ACC	207	Cost Accounting I
ACC	208	Cost Accounting II
ACC	415	Federal Taxation I
ACC	416	Federal Taxation II

Baking (see culinary arts section)

Computer Programming

CIS	100	Introduction to Computer Technology and Microcomputer Applications
CIS	200	Introduction to Information Systems
CIS		4 CIS programming courses (as recommended by the student's advisor)

Cooking (see culinary arts section)

Education and the Family

EDU	200	Introduction to Education
PSY	108	Introduction to Psychology
PSY	201	Educational Psychology
PSY	211	Human Growth and Development
PSY	320	Psychology of Individual Differences and Special Needs
SOC	317	Sociology of the Family

Healthcare

The Healthcare Certificate Program will have four options:

Accounting Option:

ACC	101	Introduction to Accounting and Financial Reporting I
ACC	102	Introduction to Accounting and Financial Reporting II
ACC	209	Cost Accounting for Healthcare Organizations
ADB	302	The Management of Healthcare Organizations
ADB	420	Current Issues in the Healthcare Professions
CIS	205	Healthcare Information Systems

Administration Option:

ADB	125	Human Relations in Administration
ADB	206	Business Law I
ADB	302	The Management of Healthcare Organizations
ADB	328	Organizational Leadership
ADB	342	Organizational Behavior
ADB	423	Current Issues in the Healthcare Professions

Computer Information Systems Option:

ADB	302	The Management of Healthcare Organizations
CIS	100	Introduction to Computer Technology and Microcomputer Applications
CIS	200	Introduction to Information Systems
CIS	205	Healthcare Information Systems
CIS	330	Data Base Management Systems

Human Resource Option:

ADB	125	Human Relations in Administration
ADB	211	Human Resource Management
ADB	302	The Management of Healthcare Organizations
ADB	342	Organizational Behavior
ADB	420	Current Issues in the Healthcare Professions
CIS	205	Healthcare Information Systems

Human Resource Management

ADB	125	Human Relations in Administration
ADB	211	Human Resource Management
ADB	318	Labor Relations and Arbitration
ADB	325	Compensation and Benefit Administration
ADB	342	Organizational Behavior
ADB	442	Advanced Seminar in Human Resource Management and Development

Microcomputer

This program is designed for the working adult who has the desire or work requirement to be proficient in the operations and the applications of personal computers in the business setting. Its purpose is to enable students to use the features and functions of basic systems, along with efficiently enhancing the capabilities of personal productivity software such as word processors and desktop publishing systems, and form the foundations for keeping abreast with this rapidly growing field.

This program includes five three-credit courses, two of which deal with systems issues and three that immerse the students in generic productivity software. The courses are as follows:

CIS	170	Introduction to Microcomputers
CIS	172	Spreadsheets and Graphics
CIS	173	Microcomputer Database Systems
CIS	174	Survey of Desktop Publishing
CIS	176	Advanced Microcomputer Systems

All courses are designed to be of a practical nature. They are scheduled to meet at least part of the time in the microcomputer lab to provide immediate hands-on reinforcement of skills and concepts.

Note: CIS 170, CIS 172, CIS 173, CIS 174 and CIS 176 are not open to CIS majors. These courses are only offered in the Division of Continuing Education.

Microsoft Certified Professional

Systems Engineer

Candidates for Microsoft Certified Systems Engineer status are required to complete four core and two elective exams. The program is designed to provide you with the knowledge you need to achieve your MCSE designation.

- CIS 281 Networking Essentials
- CIS 282 Administering Microsoft Windows NT 4.0
- CIS 283 Supporting Microsoft Windows NT 4.0 Core Technologies
- CIS 284 Internetworking Microsoft TCP/IP on Microsoft Windows NT 4.0
- CIS 285 Supporting Microsoft Windows NT Server 4.0 – Enterprise Technologies

Windows NT

Candidates for Microsoft Certified Professional status are required to complete at least one exam in an Operating System specialty. This program is designed for the experienced user ready to pursue the MCP designation.

- CIS 281 Networking Essentials
- CIS 282 Administering Microsoft Windows NT 4.0
- CIS 285 Supporting Microsoft Windows NT 4.0 Core Technologies

Windows NT-New Professional

Candidates for Microsoft Certified Professional status are required to complete at least one exam in an Operating System specialty. This program is designed for the new professional and adds Microcomputer, DOS and Windows classes as well as additional Networking and NT Labs.

- CIS 280 Microcomputer Fundamentals
- CIS 281 Networking Essentials
- CIS 282 Administering Microsoft Windows NT 4.0
- CIS 285 Supporting Microsoft Windows NT 4.0-Core Technologies

Production and Inventory Control

- ADB 330 Basics of Supply Chain Management
- ADB 350 Master Planning of Resources
- ADB 351 Detailed Planning and Scheduling
- ADB 352 Execution and Control of Operations
- ADB 353 Strategic Management of Resources

Note: Students must complete prerequisite requirements for this certificate.

Retailing

- FMK 202 Fashion Merchandising
- FMK 203 Retail Sales Promotion
- MKT 113 Introduction to Marketing
- MKT 222 Principles of Retailing
- MKT 442 Retail Management

Choose one of the following:

- MKT 322 International Retailing
- or
- MKT 327 Retail Site Selection and Facilities Planning

Guidelines for Certificate Worksheets

Starting a Certificate Program: Check off “Certificate Candidate” on a registration form, specifying the kind of certificate desired.

Prior Credits: Students may transfer credits from other accredited institutions for courses in which a minimum grade of “C-” was earned so long as an overall GPA of 2.0 or higher is transferred from that institution. Official transcripts should be submitted for analysis immediately after entering the certificate program.

Students may also receive credit for equivalent prior learning by means of “CLEP” or NHC institutional tests, or portfolio assessment. Consult an academic advisor for more details.

Please Note: Certificate candidates may use transfer or prior learning credit courses, but they must take four courses in residence at New Hampshire College.

Prerequisites: Various certificate courses require preparatory background. CIS 200 requires CIS 100, Introduction to Computer Technology and Microcomputer Applications, or appropriate work experience with computers. When waived for certificate candidates with appropriate work experience, prerequisite courses still remain as requirements for degree candidates (but may be satisfied by transfer or prior learning credit awards).

Time Limits: Most certificate programs are scheduled so that concentration courses can be completed within one year, but students are free to determine their own pace.

Satisfactory Performance: Students must maintain a cumulative grade point average of “C” (2.0 on a 4 point scale) to receive a certificate. All certificate courses are standard 3 credit units.

Worksheet Maintenance: Although the office maintains official records, each student is responsible for keeping his/her worksheet current by posting courses completed and grades awarded.

Catalog: In general, certificate students should follow the policies and procedures expressed in the continuing education catalog, with only minor variations. For example, the same policies apply for withdrawals and refunds, grading and make-up classes.

Certificate Conferral: The student must advise the continuing education office upon completion of all required courses.

Credit Earned: All credits earned in the certificate program are recorded on a student’s transcript and may be applied to a NHC degree.

Dual Certificates: To receive another certificate, students must take a minimum of four courses toward the second certificate.

Course Descriptions

The following undergraduate school courses are listed in alphabetical order by the college's course listing prefix.

ACC	Accounting
ADB	Business Administration
ADV	Advertising
ATH	Anthropology
CIS	Computer Information Systems
COM	Communication
ECO	Economics
EDU	Education
ENG	English
FAS	Fine Arts
FEX	Freshman Experience
FIN	Finance
FMK	Fashion Merchandising
GEO	Geography
GOV	Government
HIS	History
HON	Honors
HUM	Humanities
INT	International Business
LDG	Hotel
LFR	Language (French)
LSP	Language (Spanish)
MAT	Mathematics
MKT	Marketing
NHC	Continuing Education Seminar
OAD	Office Administration
PHL	Philosophy
PSY	Psychology
REST	Restaurant
SCI	Science
SCS	Social Science
SOC	Sociology
SPT	Sport Management
TCI	Culinary
TOUR	Tourism

Humanities and Social Sciences

Courses numbered 100-200 are appropriate for freshman and sophomore level students; courses numbered 300-400 are appropriate for junior and senior level students.

Accounting

ACC 101 and ACC 102 Introduction to Accounting and Financial Reporting I and II

(2 semesters-3 credits each semester)

Introduction to Accounting is a two-semester course designed to:

- Introduce the student to the need for accounting in business and its relevance to society.
- Develop an understanding of the basic financial statements used by business.
- Develop an understanding of the composition of basic asset, liability, equity, and income determining accounts, in accordance with current accounting concepts and principles.
- Introduce the student to the fundamental mechanics of accounting for proprietorships, partnerships, and corporations.

Success in the first semester is a prerequisite to the second semester. Success in both will enable the student to pursue advanced accounting courses. Prerequisites: For ACC 101: None; For ACC 102: ACC 101. Offered every semester.

ACC 203 and ACC 204 Intermediate Accounting I and II

(2 semesters-3 credits each semester)

These courses cover an intensive examination and analysis of the accounting theory for assets, liabilities and stockholders' equity essential for the development and understanding of financial statements. The underlying concepts of matching revenue and expenses for the determination of net income are stressed. Particular emphasis is placed on the study and application of APB opinions and FASB opinions along with problem solving. Prerequisite: For ACC 203: ACC 102; For ACC 204: ACC 203. Offered every year.

ACC 207 and ACC 208 Cost Accounting I and II

(2 semesters-3 credits each semester)

These courses examine in-depth the accounting concepts and practices used in the recording, classifying and reporting of cost data. An analysis is made of the behavior of costs, and their use to management in the planning and control process. Budgeting, standard cost, job order, and process are examined, along with special problems in cost accounting. Prerequisites: For ACC 207: ACC 102; For ACC 208: ACC 207. Offered every year.

ACC 209 Cost Accounting for Healthcare Organizations (3 credits)

Cost Accounting has become an integral part of healthcare management in the last decade. The drive towards healthcare reform and the spread of managed care have heightened the awareness of the critical role of cost measurement and cost management. Care cannot be managed effectively unless one knows the costs of different alternative approaches to providing care. These costs cannot be known unless the management and staff of the organization has the knowledge and capability to measure costs. This course is designed to provide the student with the

knowledge of how to plan and to control costs in the healthcare industry. Prerequisite: ACC 102. This course is offered only in the Division of Continuing Education. Offered as needed.

ACC 214 Management Accounting (3 credits)

This course emphasizes the analysis, reporting and use of accounting data as a management tool in the planning and control process. Prerequisite: ACC 102. Offered as needed.

ACC 305 and ACC 306 Advanced Accounting I and II

(2 semesters-3 credits each semester)

Advanced Accounting includes a comprehensive examination and analysis of the accounting principles and procedures applicable to special areas of business. The topics covered are partnerships, consignments, installment sales, branches, business combinations, consolidations, bankruptcy, foreign exchange, and estates and trusts. Particular emphasis is placed on problem solving. Prerequisites: For ACC 305: ACC 204; For ACC 306: ACC 305. Offered every year.

ACC 310 International Accounting (3 credits)

This course examines the impact of social and economic factors on the development and reliability of accounting information in various countries. Examined are areas in which the harmonization of accounting principles has been achieved and where differences from United States standards and those in other countries exist. This is a conceptual development of international accounting, comparative practices, foreign currency translation, reporting and disclosure issues, transfer pricing, and international taxation. Prerequisite: ACC 102. Offered every year.

ACC 315 Accounting Systems Applications (3 credits)

This course introduces the student to various commercial accounting software applications programs. The student will have "hands-on" experience with actual computer preparation of accounting transactions using accounting software in general ledger, financial statement preparation, accounts receivable, accounts payable, cost control and allocation, budgeting, variance analysis and reporting, standard costing and job-order costing. It is assumed that students have a basic working knowledge of personal computers. Programming knowledge is not necessary. Prerequisites: ACC 208 and CIS 100. Offered every year.

ACC 322 Institutional Accounting (3 credits)

This course covers the accounting principles and procedures applicable to governmental and not-for-profit institutions. Prerequisite: ACC 102. Offered every year. Writing intensive course.

ACC 411 Auditing Principles (3 credits)

An in-depth examination of audit programs and procedures, including the importance of reviewing internal controls, as required during the course of a regular audit engagement, is stressed. Prerequisite: ACC 306. Offered every year. Writing intensive course.

ACC 415 Federal Taxation I (3 credits)

A detailed presentation is made of the theory and practice applicable in the preparation of federal income tax returns for individuals. Prerequisite: ACC 102. Offered every year.

ACC 416 Federal Taxation II (3 credits)

A detailed presentation is made of the theory and practice applicable in the preparation of federal income tax returns for corporations, partnerships, estates and trusts. Prerequisite: ACC 415. Offered every year.

ACC 480 Independent Study (3 credits)

Independent study allows the student to investigate any accounting subject not incorporated into the curriculum or to do in-depth research in a specialized area of accounting. Prerequisites: Permission of instructor, program coordinator and business division chair. Offered every year.

ACC 480A Independent Study (1 credit)

Prerequisites: Permission of instructor, program coordinator and business division chair. Offered every year.

ACC 490A Accounting Cooperative Education (3 credits)

This program provides an opportunity to work in public, private or governmental accounting in a supervised and structured work experience. Prerequisites: Consent from the Career Development Center and approval by the program coordinator with 3 credits given for 240 hours. Offered every year.

ACC 490B Accounting Cooperative Education (6 credits)

This program provides an opportunity to work in public, private or governmental accounting in a supervised and structured work experience. Prerequisites: Consent from the Career Development Center and approval by the program coordinator with 6 credits given for 480 hours. Offered every year.

Business Administration

ADB 110 Introduction to Business (3 credits)

ADB 110 introduces basic business functions and how businesses are owned, managed and controlled. Elements of a business are integrated to reflect how each interacts with the other to provide the concept of a systems background. A broad background in business practices, principles, and economic concepts is discussed and provides the basis for use in more advanced courses. Includes an introduction to international business. Offered every semester.

ADB 125 Human Relations in Administration (3 credits)

Human relations skills needed by managers to develop effective interaction skills which contribute directly to effective human resource management and development of higher productivity are studied. Skill areas include leadership, motivation,

communications, group dynamics, organizational development, management by objectives, stress and time management. Students learn techniques for becoming more effective managers, subordinates, peers and persons. Students are introduced to the international aspects of human relations. Offered every semester.

ADB 206 Business Law I (3 credits)

The background, foundation and structure of the United States legal system is examined. In addition, the following topics are explored: torts, product liability, criminal law, contracts, sales. Prerequisite: Sophomore standing. Offered every semester.

ADB 211 Human Resource Management (3 credits)

This course examines the fundamentals of policies and administration. Major tasks of procedures and developing, maintaining and utilizing an effective team are studied. Students are introduced to international human resource management. Prerequisite: Sophomore standing. Offered every year.

ADB 215 Principles of Management (3 credits)

This course is designed to examine the fundamentals and principles of management so as to develop in each individual an understanding of management in any formal organization. Special attention is paid to planning and decision-making. International management is also covered. Prerequisite: Sophomore standing. Offered every semester. Writing intensive course.

ADB 301 Real Estate (3 credits)

This comprehensive real estate course deals with all the aspects of real estate necessary to operate as a real estate salesperson or broker. Offered as needed.

ADB 302 The Management of Healthcare Organizations (3 credits)

This course focuses on teaching students the management and leadership theories, functions and skills that are required for success in the Healthcare profession. Recognizing that the healthcare industry faces tremendous pressures to control cost while continuing to deliver world class service, industry leaders struggle to find solutions that will meet with the approval of its many constituents. Students will be challenged to understand the complex problems of today's healthcare system and whenever possible to provide strategies that will result in added value to the market place. This course is offered only in the Division of Continuing Education. Offered as needed.

ADB 307 Business Law II (3 credits)

The study begun in Business Law I continues as the following topics are explored: commercial paper, real and personal property, creditors' rights and bankruptcy, agency, business organizations, estate planning and government regulation of business. Prerequisite: ADB 206. Offered as needed.

ADB 317 Small Business Management (3 credits)

The problems involved in starting and operating a successful small business, selecting the location, determining how to borrow money, budgeting, and credit are discussed. Emphasis is on developing a comprehensive business plan. Prerequisites: ACC 102, MKT 113 and ADB 215. Offered every year.

ADB 318 Labor Relations and Arbitration (3 credits)

This course examines union-management relationships. Elements of a good union-management contract, the law, and the role of the arbitrator are emphasized. Offered as needed.

ADB 320 Entrepreneurship (3 credits)

This course focuses on the factors contributing to the personal success of entrepreneurs and on the major factors that affect successful entrepreneurship. Entrepreneurship itself is also studied. Case studies, contemporary readings, and simulations are used. International considerations are included. Prerequisite: ADB 110. Offered as needed.

ADB 322 Managing Organizational Change (3 credits)

This course focuses on the effective management of human resources during the process of change. It emphasizes change management as a tool for survival, growth, increasing productivity and conflict management in the complex and volatile business environment of today and in the future. Change in an international environment is included. Prerequisites: ADB 215 and junior standing. Offered every other year.

ADB 324 Total Quality Management (3 credits)

Total Quality Management (TQM), crucial to efficient resource allocation and effective human resource management, is studied. Major factors affecting quality and strategies for effective total quality management are covered through the use of contemporary texts, reading, cases, exercises, and simulations. International considerations are also studied. Prerequisites: ADB 125 and junior standing. Offered every year.

ADB 325 Compensation and Benefit Administration (3 credits)

This course covers the development and administration of compensation and benefit programs for organizations. Wage theory, principles and practices, unemployment security, worker income security, group insurance, and disability and pension plans are investigated. Emphasis on objectives, policies, organization, implementation and revision of compensation and benefit systems are studied. Prerequisites: ADB 211 and junior standing. Offered as needed.

ADB 326 Social Environment of Business (3 credits)

This course discusses in detail the interrelationships among business, government, and society. Considerable time is spent discussing how these relationships change. The potency of change comes from both forces in the business environment

and from the actions of business. The impact of these changes affects the daily lives of all Americans. Through the use of readings, supplemental cases and class discussions students will gain an understanding of the many significant issues facing the business community today. Offered every semester.

ADB 328 Organizational Leadership (3 credits)

This course examines leadership, as an interpersonal and intra-organizational phenomenon with an emphasis on student leadership development. It includes leadership assessment, leadership development, the leadership process, the contagious nature of leadership, leadership and productivity, and motivation, effective leadership styles and theories. An international perspective is included. Current readings, research, simulations and exercises are used. Prerequisites: ADB 125 and junior standing. Offered every other year.

ADB 330 Basics of Supply Chain Management (3 credits)

The course "Basics of Supply Chain Management" will provide an understanding of planning and control of materials into, through, and out of organizations. Offered only in the Division of Continuing Education.

ADB 331 Introduction to Operations Management (3 credits)

This introductory course in operations and production management considers the evolution of the modern operations function, design of the system supervision scheduling, materials management and the provision of services. Prerequisites: ECO 201, ACC 102 and MAT 220. Offered every semester.

ADB 332 Purchasing Management (3 credits)

This course provides a sound introduction to both the techniques employed by professional purchasing executives and the management of a purchasing department. It covers: 1) the role of the purchasing function and its potential contribution to profitability; 2) techniques of professional purchasing; and 3) the development of long-term supply strategies, and the organization and control of a purchasing department to implement the strategy. Offered as needed.

ADB 336 Production Management and Control (3 credits)

The system and techniques used for the management and control of production operations are studied. Key areas to be covered include priority planning, shop floor control, capacity planning, and advanced manufacturing techniques. Prerequisite: ADB 331. Offered only in the Division of Continuing Education.

ADB 342 Organizational Behavior (3 credits)

This course focuses on the primary factors which influence behavior in organizations to include: leadership, group dynamics, inter-group dynamics, organizational structure and design, change, culture, power and politics, environment and technology, as well as organizational behavior in an international context. Prerequisite: ADB 125 and junior standing. Offered every year. Writing intensive course.

ADB 350 Master Planning of Resources (3 credits)

This course focuses on three things: developing and validating a plan of supply; identifying, quantifying and assessing demand; and developing and validating the master schedule. Prerequisite ADB 330. Offered only in the Division of Continuing Education.

ADB 351 Detailed Planning and Scheduling (3 credits)

This course focuses on three areas: planning material requirements to support the master schedule; planning operations to support the priority plan; and planning procurement and external sources of supply. Prerequisite ADB 330. Offered only in the Division of Continuing Education.

ADB 352 Execution and Control of Operations (3 credits)

This course focuses on three areas: execution and control of operations; executing plans, implementing physical controls, and reporting the results of activities performed; and evaluating performance and providing feedback. Prerequisite: ADB 330. Offered only in the Division of Continuing Education.

ADB 353 Strategic Management of Resources (3 credits)

This course focuses on three areas: aligning the resources with the strategic plan; configuring and integrating the operating processes to support the strategic plan; and implementing change. Prerequisite: ADB 330. Offered only in the Division of Continuing Education.

ADB 355 Manufacturing Resource Planning (3 credits)

This capstone course integrates the functions of marketing, sales, finance, and manufacturing with the resources of systems people, materials, and capacity to form a comprehensive operating strategy. Focus is on the relationships between MRP I and MRP II. Prerequisite: ADB 331. Offered only in the Division of Continuing Education.

ADB 394 Management Practicum (6 credits)

This is an independent work program for upper-level students, providing a relevant link between classroom learning and “real-world” experience. The program is based on a student’s analysis and presentation of a proposal, in consultation with both the employer and the college; this proposal must be approved in advance. Successful completion of the project is the basis for the six-credit value. This course is available only to students who are bachelor of science degree candidates in business administration, business studies or marketing and have either two business or free electives available on their worksheet. Offered once a year.

ADB 420 Management Decision Making (3 credits)

This course introduces the student to mathematical techniques that may be used to aid decision making. Topics may include Linear Programming, PERT, CPM, Network Analysis, among others. Prerequisites: FIN 320 or FIN 435, ADB 110, ACC 101 and MAT 220. Offered once a year.

ADB 421 Strategic Management and Policy**(3 credits) Business Division Capstone Course**

This interdisciplinary approach to the study of the process of strategic management includes strategic analysis planning, implementation, evaluation and control from the perspective of top management in profit making U.S. and international corporations, public and not-for-profit organizations. Text and case studies are used extensively. Prerequisites: ACC 102, FIN 320, MKT 113 and senior standing. This is a writing intensive course and experience with Excel and word processing is recommended. Offered every semester.

ADB 423 Current Issues in the Healthcare Professions (3 credits)

Students will be challenged to contemplate and debate many of the complex issues facing the healthcare profession as it struggles to balance the needs of the individual, organization and local community. Issues such as hospital mergers, step-care retirement communities, ambulatory surgical centers and outpatient hospital centers represent a sampling of topics that will be discussed. Offered only in the Division of Continuing Education. Offered as needed.

ADB 442 Advanced Seminar in Human Resource Management and Development (3 credits)

This capstone course, which must be taken as the final course in the human resource management concentration of the business studies major, examines contemporary issues in human resource management resulting from new and changing legislation, demands of the work place, and emerging quality of work and life trends. Emphasis is placed on software applications. The international aspects of human resource management are also studied. Prerequisite: ADB 211. Offered every other year.

ADB 460 Seminar in Organizational Behavior (3 credits)

The content of this course varies from semester to semester. It focuses on contemporary and changing issues in the field and explores special topics in depth. Readings, research, and case studies are used in the study of such topics as managing change, leadership in large corporations, management and productivity, managerial forecasting, the ethics of management, the responsible use of power, and management of conflict, problems and emerging trends in international organizational behavior, and research methods in business. Prerequisite: ADB 342 or permission of instructor. Offered as needed.

ADB 480 Independent Study (3 credits)

This course allows the student to investigate any economic or business subject not incorporated into the business administration curriculum. Prerequisites: Permission of the instructor, program coordinator and business division chair. Offered every semester.

ADB 480A Independent Study (1 credit)

Prerequisites: Permission of the instructor, program coordinator and business division chair. Offered every semester.

ADB 490A Business Administration Cooperative Education (3 credits)

This is a semester's supervised career-related work experience. A final written analysis of the work program or specific project report plus monthly on-the-job reports aid the student in relating academics to practice. Prerequisites: Consent of the Career Development Center and permission of the program coordinator. Offered every year.

ADB 490B Business Administration Cooperative Education (6 credits)

This is a semester's supervised career-related work experience. A final written analysis of the work program or specific project report plus monthly on-the-job reports aid the student in relating academics to practice. Prerequisites: Consent of the Career Development Center and permission of the program coordinator. Offered every year.

ADB 490C Business Administration Cooperative Education (12 credits)

This is a semester's supervised career-related work experience. A final written analysis of the work program or specific project report plus monthly on-the-job reports aid the student in relating academics to practice. Prerequisites: Consent of the Career Development Center and permission of the program coordinator. Offered every year.

ADB 492A Business Studies Cooperative Education (3 credits)

Prerequisites: Consent of the Career Development Center and permission of the program coordinator. Offered every year.

ADB 492B Business Studies Cooperative Education (6 credits)

Prerequisites: Consent of the Career Development Center and permission of the program coordinator. Offered every year.

ADB 492C Business Studies Cooperative Education (12 credits)

Prerequisites: Consent of the Career Development Center and permission of the program coordinator. Offered every year.

Advertising

ADV/FMK 101 Basic Design and Color Theory (3 credits)

This course examines the basic principles of design including balance, emphasis, proportion and rhythm. The art elements of line, space, texture and color are studied with special emphasis on how they relate to advertising layout and design and visual merchandising. Offered every spring.

ADV 203/FMK 203 Retail Sales Promotion (3 credits)

This course focuses on four areas of sales promotion: advertising layout and design, visual merchandising, personal selling and special events planning. Planning and implementing a fashion show is often a part of this course. Prerequisites: MKT 113 and MKT 222, or permission of instructor. Offered every spring.

ADV 329/MKT 329 Principles of Advertising (3 credits)

This course is designed to give students an understanding of advertising, and of the role the media play in advertising strategy. This course focuses on the planning, research, and creative skills needed to reach promotion objectives. Prerequisites: MKT 113 and ENG 121. Offered every semester.

ADV 362/MKT 362 Advertising Account Executive Seminar (3 credits)

A business/management/sales approach to the field of advertising. Students will be exposed to selling and marketing of advertising campaigns, and in addition, the management skills and competencies that are needed in the implementation of effective advertising planning. Students will be familiar with the roles and responsibilities of Executive Producers and Account Executives in sales and management. This is a third year course in the program. Prerequisites: MKT 113 and ADV/MKT 329. Offered as needed.

ADV 363/MKT 363 Advertising Copy and Design (3 credits)

This is the creative end of advertising where the actual “presentation” of the ad becomes the focus of this course. Harmony, consistency, effective use of colors, headlines, sub-headlines, borders, and amplification of the features, advantages and benefits of the product/service are emphasized. Students will be familiar with the creative competencies and skills needed in the formulation of effective campaigns in various media. Prerequisite: ADV/MKT 329, COM 330 or COM 331. Offered every other year.

ADV 428/MKT 428 Promotional Research & Media Measurement (3 credits)

This course applies marketing research techniques to the field of promotion. Topics covered include: research for a promotional campaign and a survey of the research companies and reports used in evaluating the success of the promotional effort. Prerequisites: ADV/MKT 329, MKT 337 or permission of instructor. Offered every other year.

ADV 429/MKT 429 Advertising Campaigns (3 credits)

This advanced course in advertising and promotion covers the application of marketing strategies and theories to the development of a complete, multi-media advertising campaign. Aspects covered include: the gathering of primary and secondary marketing research data, the establishment of an integrated marketing strategy plan, the development of creative exhibits in both the strategy print and broadcast media, and the construction of a media traffic plan. Prerequisites: ADV/MKT 329 and MKT 337 or permission of instructor. Offered every other year.

ADV 440/MKT 440 Advertising Media Planning (3 credits)

This course analyzes media strategies through a quantitative approach. A statistical analysis is used for each of the media. In addition, this course looks at other media criteria, such as reach, frequency, CPM (cost per thousand) in determining the best media selection for advertising to specific markets. Students will be

familiar with the financial, economic and market impact on business strategies as they pertain to media selection. Prerequisites: ADV/MKT 329, MAT 220. Offered every other year.

ADV 490A Advertising Cooperative Education (3 credits)

This closely supervised on-the-job training combines classroom theory with business experience. Students spend one semester working in an environment where marketing principles and practices can be learned firsthand. Prerequisite: Open to advertising majors only with permission of the Career Development Center and advertising program coordinator. Offered every year.

ADV 490B Advertising Cooperative Education (6 credits)

This closely supervised on-the-job training combines classroom theory with business experience. Students spend one semester working in an environment where marketing principles and practices can be learned firsthand. Prerequisite: Open to advertising majors only with permission of the Career Development Center and advertising program coordinator. Offered every year.

ADV 490C Advertising Cooperative Education (12 credits)

This closely supervised on-the-job training combines classroom theory with business experience. Students spend one semester working in an environment where marketing principles and practices can be learned firsthand. Prerequisite: Open to advertising majors only with permission of the Career Development Center and advertising program coordinator. Offered every year.

American Studies

AMS 490A American Studies Cooperative Education (3 credits)

Students may use three hours of free electives for placement in a supervised, career-related work experience. The student reports on the experience as required by the Cooperative Education syllabus. While the experience is administered through the Career Development Center, academic evaluation is provided by the Program Coordinator. Prerequisites: Permission of Program Coordinator and the Career Development Center. Offered every year.

AMS 490B American Studies Cooperative Education (6 credits)

Students may use six hours of free electives for placement in a supervised, career-related work experience. The students reports on the experience as required by the Cooperative Education syllabus. While the experience is administered through the Career Development Center, academic evaluation is provided by the Program Coordinator. Prerequisites: Permission of Program Coordinator and the Career Development Center. Offered every year.

AMS 490C American Studies Cooperative Education (12 credits)

Students may use twelve hours of free electives for placement in a supervised, career-related work experience. The student reports on the experience as required by the Cooperative Education syllabus. While the experience is administered

through the Career Development Center, academic evaluation is provided by the Program Coordinator. Prerequisites: Permission of Program Coordinator and the Career Development Center. Offered every year.

Anthropology

ATH 111 Introduction to Cultural Anthropology (3 credits)

This course is the study of preliterate and changing societies with an emphasis on the social organization and cultural aspect of the societies. Offered as needed.

Computer Information Systems

CIS 100 Introduction to Computer Technology and Microcomputer Applications (3 credits)

This course provides students with an entry level foundation in computer technology. One half of the classes are lectures that cover the concepts and theory about how computers work and their uses in business. One half of the classes are held in a lab where students use computers to acquire a working knowledge of an operating system, E-mail, the Internet and the World Wide Web. In addition, the Microsoft Office programs for word processing, spreadsheets, database and presentation graphics are covered. Offered every semester.

CIS 170 Introduction to Microcomputers (3 credits)

This course introduces the basics of microcomputer technology, terminology, hardware and software concepts, operating system structure, commands and functions. It further prepares students to use a standard word processing system. For students with little computer background, this is an important introduction to the field and to other Microcomputer Certificate courses. Note: CIS 170, CIS 172, CIS 173, CIS 174 and CIS 176 are not open to CIS majors.

CIS 172 Spreadsheets and Graphics (3 credits)

This course covers the procedures and functions necessary for effective utilization of spreadsheets and graphics software packages. It includes design and formatting of spreadsheets, formula commands, macros and add-on functions. Prerequisite: CIS 170. Note: CIS 170, CIS 172, CIS 173, CIS 174 and CIS 176 are not open to CIS majors.

CIS 173 Microcomputer Database Systems (3 credits)

This course introduces the students to standard microcomputer database software for use in the creation of business reports and systems. It covers file creation, modifying and extracting data, combining data from multiple files, report writing and database programming. Prerequisite: CIS 170. Note: CIS 170, CIS 172, CIS 173, CIS 174 and CIS 176 are not open to CIS majors.

CIS 174 Survey of Desktop Publishing (3 credits)

This course is a survey of the current state-of-the-art of desktop publishing. It defines hardware requirements and software characteristics, and covers design and graphics concepts necessary for proper utilization. It introduces students to the graphics functions common to desktop publishing systems. Prerequisite: CIS 170. Note: CIS 170, CIS 172, CIS 173, CIS 174 and CIS 176 are not open to CIS majors.

CIS 176 Advanced Microcomputer Systems (3 credits)

This course introduces students to the use of advanced operating system commands, functions and procedures. It also covers procedures for integrating files from a variety of sources into complex reports and publications. Local and wide area networks are also covered. It prepares students to develop hardware and software specifications for specific business settings. Prerequisite: CIS 170. Note: CIS 170, CIS 172, CIS 173, CIS 174 and 176 are not open to CIS majors.

CIS 200 Introduction to Information Systems (3 credits)

CIS 200 provides all New Hampshire College business division students the minimum level of Information Systems (IS) education relative to the understanding, use, and roles of information systems in business organizations. The course provides NHC graduates with the necessary competencies to ensure productivity as information systems end-users in a computer based business environment. The course focus is on the features and concepts of productivity through information technology. Students receive instruction on the information concepts associated with the development of small business systems, effective use and quality concepts for information systems, and the relationship between organizational structures and information systems. This foundation includes a survey of information systems theory and practice. Incorporated into the course is the practical use of applications packages relative to students' major fields of study, such as accounting, finance, marketing, hospitality, sports management, business education, management and international business operations. Team approaches are utilized. Prerequisite: CIS 100. Offered every year. Writing Intensive and Structured Computer Laboratory Intensive.

CIS 201 Computer Hardware and Software (3 credits)

This course provides the hardware/software technology background for system personnel. Hardware topics include: CPU architecture, memory, registers, addressing modes, busses, instruction sets and a variety of input/output devices. Software topics include: operating system modules, process management, memory and file system management. Also included are basic network components and multi-user operating systems. Prerequisite: CIS 100. Offered every year.

CIS 205 Healthcare Information Systems (3 credits)

This course offers the student an integrated presentation of today's issues surrounding the application of modern information technologies with health services delivery information systems. The field of Health Management Information Systems is studied as evolving from and associated with general systems

theory, management information systems, information flow and data management, system development methodologies such as hardware, software, databases, electronic data interchange decision support systems and expert systems. Prerequisites: CIS 100, and ACC 101 or ACC 102. Offered as needed.

CIS 210 Application Design and Implementation of Transactional Systems - COBOL Programming (3 credits)

Students in this course use information systems techniques to solve managerial and organizational problems that require a transactional system. In addition, students learn and use a procedural language (COBOL) to reach this previous objective. Supervised structural laboratory exercises are included. Prerequisite: CIS 100. Offered as needed.

CIS 230 "C" A Programming Language (3 credits)

This course is designed to introduce the students to block structure, programming techniques. This language is a cross between a high level and an assembly level language and is heavily dependent on the use of functions. The course covers such topics as program control, functions, arrays, pointers, strings, structures and file processing. Students will be involved in writing programs of increasing complexity throughout the course. Prerequisite: CIS 100. Offered every year.

CIS 231 "C" Advanced Programming Language (3 credits)

Advanced "C" Programming continues where the introduction to "C" Programming course finishes. A brief review of arrays, pointer manipulation, structures, and functions will set the foundation for advanced programming techniques in "C". Advanced topics include scanners and parsers, data structures and algorithms, recursion, optimization techniques, memory management, bit operations and interrupts, and managing large scale "C" projects. Principles of good program design will also be covered. Prerequisites: CIS 200 and CIS 230. Offered as needed.

CIS 232 Object Oriented Programming in C++ (3 credits)

This course will teach students how to design, implement, and test applications in the C++ programming language. Topics include: C++ data types, operators, functions, classes, and inheritance. The course will introduce the student to issues associated with developing real-world applications by presenting several case studies. The concepts of object-oriented design and programming will be covered. Prerequisite: CIS 230. Offered as needed.

CIS 250 Principles of Object Oriented Programming (3 credits)

This course provides a comprehensive introduction to the object-oriented programming paradigm. The course uses the Smalltalk programming language, which is a totally object-oriented language, and the Smalltalk development environment to demonstrate the principles of object-oriented programming. Other languages, including Java, are used for comparison. The course covers the Smalltalk language and the Smalltalk development environment including browsers

and debuggers. The course also covers the key concepts of object orientation including inheritance, encapsulation, polymorphism and communication with messages. Other topics include: classes and objects; base classes and class hierarchies; abstract and concrete classes; model and view separation; Graphics and widgets; design patterns; and visual development environments. Prerequisites: CIS 100 and a programming course. Offered as needed.

CIS 260 Visual Basic (3 credits)

This course will introduce students to Visual Basic, an object-oriented, event-driven programming language. Emphasis will be placed on structured programming and the use of industry standards for the program's user interface. Sequential access and random access files will be covered. Special emphasis will be given to creating graphical user interface (GUI) front ends for client server applications using Microsoft's Access as a database. Prerequisite: CIS 100. Offered every year.

CIS 270 World-Wide Web Technology I (3 credits)

This course will examine the evolution of the Internet, World-Wide Web and its many applications. An examination of the TCP/IP protocol and Internet architecture will provide a basis for understanding the Internet and Web. This course will also cover the Hypertext Markup Language, the language used for creating web pages, as well as more recent developments in web page interactivity, including Java Script and other similar environments. Other topics include web site management, firewalls, and Internet security. Prerequisite: CIS 100. Offered every year.

CIS 271 Advanced World Wide Web Technology II (3 credits)

This course begins where World-Wide Web Technology I finishes. Students will be introduced to the Java programming language and development environment to create truly interactive and uniquely functional web pages. Topics include: Advanced web page design, Java objects, classes, inheritance, graphics, exceptions, and use of the Java development kit for creating Java applications and web page applets. Students will be involved in writing programs of increasing complexity throughout the course. Prerequisites: CIS 270 and CIS 230 OR CIS 260. Offered every year.

CIS 280 Microcomputer Fundamentals (3 credits)

Microcomputer Fundamentals is a course designed to provide students with a solid, basic understanding of the building blocks of today's Microcomputer and Operating System environment. This course is built around A+ Certification training content, but because of its length, is less detailed than a standard A+ Certification course. The course emphasizes hands-on experience, including Microcomputer component installation and setup. Note: CIS 280, CIS 281, CIS 282, CIS 283, CIS 284, CIS 285, CIS 286, CIS 287, CIS 288 and CIS 289 are not open to CIS majors.

CIS 281 Networking Essentials (3 credits)

This course emphasizes the conceptual framework for modern data communications networks and provides a solid background in the International Standards Organization's Open Systems Interconnect (OSI) model. The course introduces the student to all of the hardware and software components that are at the heart of data communications and is the foundation for advanced technical topics. Note: CIS 280, CIS 281, CIS 282, CIS 283, CIS 284, CIS 285, CIS 286, CIS 287, CIS 288 and CIS 289 are not open to CIS majors.

CIS 282 Administering Microsoft Windows NT (3 credits)

This course emphasizes understanding of the Microsoft Windows NT 4.0 product. It is primarily concerned with imparting critical concepts and architectures by introducing them to the student in the course of administering a Windows NT system. This is a lecture/lab course that prepares the student to understand and perform the day-to-day tasks associated with supporting users and base-level troubleshooting of a Windows NT system. Note: CIS 280, CIS 281, CIS 282, CIS 283, CIS 284, CIS 285, CIS 286, CIS 287, CIS 288 and CIS 289 are not open to CIS majors.

CIS 283 Supporting Microsoft Windows NT Server 4.0-Core Technologies (3 credits)

This course is intended to prepare the student to install, customize, configure, and support Microsoft Windows NT Workstation and Windows NT server version 4.0. Note: CIS 280, CIS 281, CIS 282, CIS 283, CIS 284, CIS 285, CIS 286, CIS 287, CIS 288 and CIS 289 are not open to CIS majors.

CIS 284 Internetworking Microsoft TCP/IP on MS Windows NT 4.0 (3 credits)

This course is intended for network integrators, system engineers, and support professionals who implement and support TCP/IP in local and wide area network environments. Note: CIS 280, CIS 281, CIS 282, CIS 283, CIS 284, CIS 285, CIS 286, CIS 287, CIS 288 and CIS 289 are not open to CIS majors.

CIS 285 Supporting Microsoft Windows NT Server 4.0 Server-Enterprise Technologies (3 credits)

This course is intended for support professionals who install, customize, configure, and support Microsoft Windows NT Server 4.0 in an enterprise environment. Note: CIS 280, CIS 281, CIS 282, CIS 283, CIS 284, CIS 285, CIS 286, CIS 287, CIS 288 and CIS 289 are not open to CIS majors.

CIS 286 Creating and Managing a Web Server Using Microsoft Internet Information Server 4.0 (3 credits)

This course is intended for support professionals who install, configure, and implement Microsoft Internet Information Server 4.0. Note: CIS 280, CIS 281, CIS 282, CIS 283, CIS 284, CIS 285, CIS 286, CIS 287, CIS 288 and CIS 289 are not open to CIS majors.

CIS 287 Secure Web Access Using Microsoft Proxy Server 2.0 (3 credits)

This course is intended for system engineers and site managers (or Webmasters) who are responsible for administering, configuring, and maintaining corporate Web access. Note: CIS 280, CIS 281, CIS 282, CIS 283, CIS 284, CIS 285, CIS 286, CIS 287, CIS 288 and CIS 289 are not open to CIS majors.

CIS 288 System Administration of Microsoft SQL Server 7.0 (3 credits)

This course is intended for system administrators whose job is to install, configure, and support Microsoft SQL Server in an enterprise network, including managing storage, setting up user accounts, assigning permissions, transferring data in and out of SQL Server databases, and diagnosing system problems. Note: CIS 280, CIS 281, CIS 282, CIS 283, CIS 284, CIS 285, CIS 286, CIS 287, CIS 288 and CIS 289 are not open to CIS majors.

CIS 289 Implementing a Database Design In Microsoft SQL Server 7.0 (3 credits)

This course is designed for implementers, system engineers, and developers of Microsoft SQL Server who are responsible for implementing SQL Server and writing Transact-SQL code. Note: CIS 280, CIS 281, CIS 282, CIS 283, CIS 284, CIS 285, CIS 286, CIS 287, CIS 288 and CIS 289 are not open to CIS majors.

CIS 301 Intermediate Systems Analysis and Design

This course reviews the Systems Development Life Cycle (SDLC), while reinforcing the information needs necessary to support an organization's mission. The students will become proficient in the use of CASE tools to develop data flow diagrams, structured charts, data dictionaries, entity-relationship diagrams, and data models. Both traditional and object oriented systems analysis and design are covered. It is open only to students in the Bachelor of Applied Science in Information Systems Program. Prerequisite: A programming course.

CIS 310 Design and Implementation of a Management Information System - Advanced COBOL (3 credits)

The use of information systems methodologies to solve enterprise wide managerial and organizational problems is the goal of this course. Students will use systems design methodologies to develop single-user systems including using database. Includes supervised structured laboratory exercises. Prerequisite: CIS 210. Offered as needed.

CIS 315 Advanced Systems Design and Development (3 credits)

This course provides information students with the requisite background necessary to understand the systems development and modification process necessary to evaluate and select a system development methodology. Effective communications and integration with users and user systems are emphasized along with the continued development of interpersonal skill for interaction with clients, users, team members, and others associated with the development, maintenance, and operation of a system. The course focus is on a combination of Object Oriented (OO) and Traditional Systems (TS) analysis and design, data modeling, system

states (Behavior), procedural cohesion, and the employment of state of the art CASE tools. The life cycle standard is the base line for interrelating covered topics that include: requirements determination, logical design, physical design, test planning, performance evaluation, project management, JAD prototyping, database, and professional ethics. Prerequisites: CIS 200, CIS 201 and a programming course. Offered every year. Writing intensive and Specialized Systems Development Computer Laboratory and Open Laboratory Intensive.

CIS 330 Data Base Management Systems (3 credits)

This course covers information systems design and implementation within a database management system environment. Students will demonstrate their mastery of the design process acquired in earlier courses by designing and constructing a physical system using database software to implement the logical design. Topics include: data models and modeling tools/techniques; structured and object design approaches; models for databases: relational, hierarchical, networked and object oriented designs; CASE tools; data dictionaries, repositories, warehouses; implementation: Windows/GUI coding and/or implementation, code/application generation; client-server planning, testing, and installation; system conversion, end user training/integration and post implementation review. Prerequisites: 2 programming courses. Offered every year.

CIS 350 Introduction to the UNIX Operating System (3 credits)

This course provides an in-depth introduction to the structure and functioning of the UNIX operating system. It is designed to give students a solid foundation into the design and organization of the operating system and to familiarize them with the basic set of UNIX commands. Prerequisite: CIS 201. Offered as needed.

CIS 415 Systems Practicum I (3 credits)

This is the first of a two part capstone course for CIS majors. Students working in groups select a systems project to analyze and design. The students will use the knowledge and skills learned in their previous courses by applying them to the projects. There is a heavy emphasis placed on project management. The instructor and students critique all projects on a weekly schedule. Prerequisite: CIS 315. Writing intensive course. Offered every year.

CIS 420 Systems Practicum II (3 credits)

This is the second part of the capstone course for CIS majors. The student groups will implement and document the systems project designed in CIS 415, using an appropriate language or DB. The instructor and students critique all projects on a weekly schedule. Prerequisite: CIS 415. Offered every year.

CIS 426 The American Work Experience (3 credits)

This is a practical course that is intended to develop an understanding of and preparation for employment in the computer field in the United States. It is open only to Bachelor of Applied Science in Information Systems students or by permission of the instructor. Offered as needed.

CIS 430 Management of Information Technology (3 credits)

The course focuses on demonstrating a comprehension of the principles and concepts involved in the management of organizational information systems resources. It includes CIO functions, information systems planning, project management, legal and professional issues, and strategic impact of information systems. Prerequisite: CIS 415. Offered every year.

CIS 440 Data Communications and Networks (3 credits)

This course provides an in-depth knowledge of data communications and networking theory, concepts and requirements relative to telecommunications and networking technologies, structures, hardware, and software. Emphasis is on the concepts of communications theory, practices, terminology and the analysis and design of networking applications. Management of telecommunications networks, cost-benefit analysis, and evaluation of connectivity options are covered. Students are afforded the opportunity, in a communications lab, to design, build, and maintain a Local Area Network (LAN). Prerequisites: CIS 200 and CIS 201. Offered every year. Specialized Data Communications Laboratory Intensive, last third of semester.

CIS 441 Network Management (3 credits)

CIS 441 is a continuation of CIS 440 (Data Communications and Networks). The purpose of CIS 441 is to provide students the opportunity to study network design and management and obtain hands-on experience by physically installing, operating and documenting a functional data communications network. Prerequisite: CIS 440. Offered as needed.

CIS 480 Independent Study (3 to 6 credits)

This course allows the student to investigate any information system subject not incorporated into the curriculum. Prerequisites: Permission of the instructor, program coordinator and business division chair. Offered as needed.

CIS 490A Computer Information Systems Cooperative Education (3 credits)

Students in this course will spend from 25 to 40 hours per week for a minimum of 14 weeks with one organization in a computer information systems position and receive three CIS elective credits for successful completion of the cooperative education experience. Success is determined by the student's work supervisor, the Career Development Center, and the coordinator of the CIS program. Prerequisites: Consent of the business division chair and the Career Development Center. Offered every year.

CIS 490C Guided Cooperative Education Work Experience for Integrating Study and Experience (12 credits)

Students are contracted to maintain employment for a minimum of 960 hours over a pre-determined length of time with specific starting and ending dates (usually 8-9 months), working at an approved location. Open to Bachelor of

Applied Science in Information Systems students only. Prerequisites: Consent of the Career Development Center and permission of the C.I.S. Program Coordinator. Offered every year.

MAS 490A Management Advisory Services Cooperative Education
(3 credits)

Prerequisites: Consent of the Career Development Center and business division chair. Offered every year.

Communication

Note: Communication courses may satisfy free elective requirements for other majors.

COM 226 Introduction to Communication (3 credits)

This is a survey course that covers both communication theory and mass media communication. The course focuses on how and why the media operate as they do as well as on how media performance might be improved. Offered every year.

COM 231 Writing for Public Communications (3 credits)

COM 231 is a survey course requiring the writing of copy in public communication formats: news releases, features, editorials, brochures, speeches, profiles, newsletters, and annual copy. Prerequisite: ENG 121. Offered as needed.

COM 235 Introduction to Journalism (3 credits)

This writing practicum introduces students to news stories, feature articles, and editorials. COM 235 also covers the design and organization of modern newspapers, including local and national publications. Prerequisite: ENG 121. Offered every year.

COM 237 Journalism Practicum (maximum 6 credits)

The option for this practicum is print journalism; students have the opportunity to publish the student newspaper, *The Observer*. Students interested in receiving credits for this practicum must present portfolios of their work. Credits are assigned by the editorial board and faculty advisor of the newspaper. Prerequisite: All credits are validated by *The Observer* editorial board and faculty advisor. Offered every year.

COM 322 Advanced Public Speaking (3 credits)

This course provides students with the skills that produce effective oral presentations in professional contexts. The course includes formal individual speeches as well as interactive and group presentations. It is run as a seminar to provide students with experience as moderators. Prerequisite: ENG 212. Offered every year.

COM 330 Graphics and Layout in Print Media (3 credits)

In this course students practice the art and craft of graphic design and layout, including copy fitting, font selection, and other aspects of the printing process. Students produce a variety of pieces during the semester including brochures, flyers, and pamphlets. Prerequisite: ENG 121. Offered every year.

COM 331 Desktop Publishing (3 credits)

This course is a hands-on introduction to desktop publishing utilizing Adobe Pagemaker software on an IBM compatible computer. Students learn the purposes, advantages, and disadvantages of desktop publishing. They also learn how to create internal and external publications, logos, resumes, and visual aids and how to choose hardware and software. Prerequisite: COM 330. Offered every year.

COM 335 Principles of Public Relations (3 credits)

This course introduces students to the theory and practice of public relations in the United States. Students study the major figures in this field as well as organizations, their behavior, and the relationships between organizations and their publics. Prerequisite: ENG 121. Offered every year.

COM 336 Broadcast Public Relations (3 credits)

This course provides a focused overview of electronic public relations applications and presents guidelines for using electronic technologies for public relations purposes. Students will learn to reach various publics through Public Service Announcements, Video News Releases, and Satellite Media Tours. Students will also learn how to reach media, government, consumers, employees and management effectively by applying electronic media technologies. Offered as needed.

COM 341 Technical Writing (3 credits)

This course trains students to produce documents of a technical nature commonly found in a business context. Students are required to prepare a variety of technical reports including audits, technical manuals, and feasibility studies. Prerequisite: ENG 121. Offered as needed.

COM 342 Writing for the Computer Industry (3 credits)

This course is designed to increase the students' ability to communicate high-tech information and to apply the technical writing process to the computer industry. The course focuses on techniques for creating documentation with attention to formatting, graphic design, and text organization. Prerequisite: COM 341 or permission of instructor. Offered as needed.

COM 435 Feature Writing (3 credits)

This course is for students who want to explore feature writing as a means of improving their research and writing skills or to pursue a print journalism focus in the Communication major. Students will learn how to develop and organize ideas, adapt their writing for specific audiences, and revise and polish their prose style. Prerequisite: COM 235 or permission of instructor. Offered as needed.

COM 444 Video Production (3 credits)

This course includes lectures on video history, theory, and techniques as well as hands-on production experiences to provide students with theoretical and applied knowledge of non-broadcast television applications in corporate environments.

Prerequisite: ENG 121. Offered as needed.

COM 446 Public Relations Administration (3 credits)

This course helps students develop the skills to effectively oversee the planning, development, and analysis of public relations campaigns. Students will be expected to apply theoretical models, management skills, and interpersonal communication skills to seek for the most effective strategy to promote the interests of the client and its publics and to budget the campaign accordingly. Students will also learn to prevent “reactionary” public relations by developing strong contingency plans.

Offered as needed.

COM448 Law of Mass Communication (3 credits)

This course provides students with the skills and knowledge necessary to work in the communications profession with a clear understanding of the statutory and Constitutional guidelines governing the profession. Students learn the theoretical underpinnings of the First Amendment, followed by its application in cases involving libel, privacy, intellectual property, corporate speech, advertising, obscenity, access to information, protection of news sources, broadcasting policy, and electronic media regulations. Offered as needed.

COM 452 Public Relations Campaign Planning Seminar (3 credits)

This course offers practice in managing communication campaigns from the public relations perspective with emphasis on the production and presentation of campaign plans. The plans include such issues as media strategies, target groups, evaluation techniques, and budgets. Case studies and actual clients are used.

Prerequisite: COM 335 or permission of instructor. Offered as needed.

COM 480 Independent Study (2 or 3 credits)

This course allows the student to investigate any communication subject not in the curriculum. Prerequisites: Permission of instructor, program coordinator and liberal arts division chair. Offered as needed.

COM 490A Communication Cooperative Education (3 credits)

Students may use three hours of free electives for placement in a supervised, career-related work experience. Students report on the experience as required by the cooperative education syllabus. While the experience is administered through the Career Development Center, academic evaluation is provided by the program coordinator. Prerequisites: Permission of program coordinator and Career Development Center. Offered every year.

COM 490B Communication Cooperative Education (6 credits)

Students may use six hours of free electives for placement in a supervised, career-related work experience. Students report on the experience as required by the cooperative education syllabus. While the experience is administered through the Career Development Center, academic evaluation is provided by the program coordinator. Prerequisites: Permission of program coordinator and Career Development Center. Offered every year.

COM 490C Communication Cooperative Education (12 credits)

Students may use twelve hours of free electives for placement in a supervised, career-related work experience. Students report on the experience as required by the cooperative education syllabus. While the experience is administered through the Career Development Center, academic evaluation is provided by the program coordinator. Prerequisites: Permission of program coordinator and Career Development Center. Offered every year.

Economics**ECO 201 Microeconomics (3 credits)**

This course examines the role of economic systems in allocating scarce resources to satisfy the needs and wants of individual members of a society. After a brief exposure to alternative economic systems, the focus becomes the nature and performance of American capitalism. Primary emphasis is placed upon the development of models which explain the behavior of consumers, producers, and resource suppliers in various market structures. Prerequisite: MAT 120. Offered every semester.

ECO 202 Macroeconomics (3 credits)

This course explores the manner in which the overall levels of output, income, employment and prices are determined in a capitalist economy. The focus is on the forces that act to shape these factors and determine their fluctuations. The role of government fiscal and monetary policy in influencing the level of economic activity is also a major area of study. In addition, the impact of international transactions on the domestic economy is discussed. Prerequisite: MAT 120. Offered every semester.

ECO 301 Managerial Economics (3 credits)

This course applies economic theory and quantitative techniques in the solution of business decision problems. The principal economic framework is that of microeconomics and covers such topics as demand, production, cost, and market structures. Regression and linear programming are the main quantitative tools developed in the course. Computer applications are a required part of the course. Prerequisites: ECO 201, ECO 202, ACC 102 and MAT 220. Offered every semester.

ECO 306 Money and Banking (3 credits)

This course covers three broad areas. The first is the banking industry's regulations and internal operations. The second area focuses on the banking industry's role in the national economy, including monetary policy and its macroeconomic effect on prices, employment and growth. International banking is the third area covered and includes an overview of institutional arrangements and the effects of international banking on the world economy. Prerequisites: ECO 201 and ECO 202. Offered every year. Writing intensive course.

ECO 308 U.S. Economic History (3 credits)

This course develops and explores alternative explanations regarding the forces influencing historical development and growth of the capitalist economic system in the United States. By tracing the progressive development of the United States from a colony, to a newly independent agricultural nation, to a rapidly industrializing society and eventually to a global economic power, the course focuses on the evolving relationships between capital and labor, production and consumption, the development of markets, and government intervention. Prerequisites: ECO 201 and ECO 202. Offered as needed.

ECO 314 Labor Economics (3 credits)

This course develops and explores explanations of the operation of the labor market in the United States capitalist economy. An eclectic approach is used to compare and contrast different views on such issues as: the nature of the working class; the role of trade unions in the labor market; the impact of investments in labor power; the causes of poverty and unemployment; the influence of technological change on the labor market; and the role of the government in the labor market (i.e. minimum wage legislation, employment training programs, unemployment compensation, retirement and Social Security). Prerequisites: ECO 201 and ECO 202. Offered as needed.

ECO 322 International Economics (3 credits)

International economics develops and explores alternative explanations of the determinants of international trade and financial flows. Emphasis is placed on analyzing the causes of effects on such international phenomena as: trade patterns, factor mobility, direct and portfolio investment, multinational corporations, balance of payments disequilibria, and government trade and exchange controls. The course highlights the interdependence of nation-states in the world economy and the development of national policies designed to alter or control the pattern of international trade and investment. Prerequisites: ECO 201 and ECO 202. Offered every year.

ECO 325 Economics for Hospitality Students (3 credits)

Topics in Economics will be selected and designed for students in the Bachelor of Applied Science in Hospitality Administration program. Open only to students in the 14-month Bachelor of Applied Science in Hospitality Administration (BASHA I) program. Offered as needed.

ECO 327 Economic Development (3 credits)

The economic explanations for development and underdevelopment are studied in this course. Problems faced by less-developed countries attempting to develop are covered as well as alternative approaches to these problems. Prerequisites: ECO 201 and ECO 202. Offered every other year.

ECO 330 Public Finance (3 credits)

In this course the economic rationale for government provision of goods and services in a market system are examined. In addition, efficiency criteria for evaluating government programs are explored. Tax policy and the current U.S. tax structure are also studied. Prerequisites: ECO 201 and ECO 202. Offered every other year.

ECO 335 Urban and Regional Economics (3 credits)

This course looks at the causes of urbanization and the growth of regional economies. Problems arising from urbanization, their effects on local economies, and the government's role in solving these problems are explored. Prerequisites: ECO 201 and ECO 202. Offered every other year.

ECO 340 Comparative Economic Systems (3 credits)

This course examines alternative economic systems ranging from planned systems to non-planned and mixed systems. The systems of the major developed and developing countries are studied. In addition, the elements and problems that go into "putting an economic system together" are explored. Prerequisites: ECO 201 and ECO 202. Offered every other year.

ECO 345 History of Economic Thought (3 credits)

This course analyzes the evolution of economic theory. Schools of thought covered include mercantilism, classical political economy, Marxist political economy, neo-classical and Keynesian economics, as well as institutionalism. Through this survey the course seeks to emphasize the historical origins of modern theories and debates. Prerequisites: ECO 201 and ECO 202. Offered every other year.

ECO 360 The Rise of Modern Asia (3 credits)

This course describes and explains the emergence of modern nations in Pacific Asia. History, geography, and cultural traditions are examined and related to the economic development of Pacific Asia. Prerequisites: ECO 201 and ECO 202. Offered as needed.

ECO 402 Business Cycles and Forecasting (3 credits)

This course emphasizes the underlying theory of business cycles and the application of this theoretical structure to forecasting business conditions and economic activity in general. Advanced concepts in macroeconomics provide the basic economic models. The forecasting aspect of the course encompasses classical

regression, time-series analysis, and some contemporary methods. Computer implementation of some of these techniques will be an integral part of the course. Prerequisites: ECO 201, ECO 202 and MAT 220. Offered every other spring.

ECO 470 Special Topics in Economics (3 credits)

This course allows instructors to experiment with new course offerings. Specific content may be offered on a one-time basis only, after approval by the business division chair. A course description and syllabus will be posted in the registrar's office. Prerequisites: Approval of business division chair, ECO 201 and ECO 202. Offered as needed.

ECO 480 Independent Study (3 credits)

This course allows the student to investigate any economic or finance subject not incorporated into the curriculum. Prerequisites: Permission of instructor, program coordinator and business division chair, ECO 201, ECO 202 and MAT 220. Offered every year.

ECO 480A Independent Study (4-6 credits)

This course allows the student to investigate any economic or finance subject not incorporated into the curriculum. Prerequisites: Permission of instructor, program coordinator, and business division chair, ECO 201, ECO 202 and MAT 220. Offered every year.

ECO 490A Economics Cooperative Education (3 credits)

Prerequisites: Consent of the Career Development Center and permission of the program coordinator. Offered every year.

ECO 490B Economics Cooperative Education (6 credits)

The economics/finance cooperative education option is a semester of supervised career-related work experience. Prerequisites: Consent of the Career Development Center and permission of the program coordinator. Offered every year.

ECO 490C Economics Cooperative Education (12 credits)

The economics/finance cooperative education option is a semester of supervised career-related work experience. The student is required to prepare monthly on-the-job reports and also prepare a final written analysis in a case study format. Prerequisites: Consent of the Career Development Center and permission of the program coordinator. Offered every year.

ECO 491A Economics Cooperative Education (for Liberal Arts Majors) (3 credits)

Students may use three hours of free electives for placement in a supervised, career-related work experience. The student reports on the experience as required by the Cooperative Education syllabus. While the experience is administered through the Career Development Center, academic evaluation is provided by the Program Coordinator. Prerequisites: Permission of Program Coordinator and the Career Development Center. Offered every year.

ECO 491B Economics Cooperative Education (for Liberal Arts Majors)
(3 credits)

Students may use six hours of free electives for placement in a supervised, career-related work experience. The student reports on the experience as required by the Cooperative Education syllabus. While the experience is administered through the Career Development Center, academic evaluation is provided by the Program Coordinator. Prerequisites: Permission of Program Coordinator and the Career Development Center. Offered every year.

ECO 491C Economics Cooperative Education (for Liberal Arts majors)
(12 credits)

Students may use twelve hours of free electives for placement in a supervised, career-related work experience. The student reports on the experience as required by the Cooperative Education syllabus. While the experience is administered through the Career Development Center, academic evaluation is provided by the Program Coordinator. Prerequisites: Permission of Program Coordinator and the Career Development Center. Offered every year.

Teacher Education**EDU 200 Introduction to Education** (3 credits)

This course gives the student an overview of American education through analysis of its historical and philosophical roots. Contemporary issues in American education are emphasized. Can be used by non-education majors as a social science elective. Prerequisite: ENG 120 or equivalent. Offered every year. Writing intensive course.

EDU 290 Field Experience (3 credits)

Field experience provides future teachers with varied educational experiences appropriate to their major teaching area. Typical experience includes working as teaching assistants and visitations to a variety of schools. A journal and several written reports are required. Prerequisite: Permission of the teacher education coordinator at least eight weeks prior to registering for the course. Offered every semester.

EDU 300 Principles of Business and Vocational Education (3 credits)

This course focuses on the field of business education; its curriculum, levels, facilities, materials, research and issues are studied. Emphasis is on current practices in business education. Cooperative education is studied in depth. Prerequisite: EDU 200 or permission of program coordinator. Offered every year.

EDU 310 Methods of Teaching Keyboarding and Office Technology
(3 credits)

Students will study methods of instruction, skill building techniques, selection and preparation of instructional materials, standards of achievement, and evaluation and measurement of pupil progress in keyboarding, word processing, and office procedures. Prerequisite: OAD 220 or permission of program coordinator. Offered as needed.

EDU 313 Methods of Teaching Accounting and General Business (3 credits)

This course studies the methods of instruction, selection and preparation of instructional materials, standards of achievement, and evaluation and measurement of pupil progress in the areas of bookkeeping/accounting, information processing, and basic business courses. Prerequisite: ACC 102. Offered as needed.

EDU 315 Methods of Teaching Marketing Education (3 credits)

The methods of instruction, selection and preparation of materials, and evaluation of student progress in the area of marketing education are covered. Prerequisites: At least two courses in marketing, junior standing or permission of program coordinator. Offered as needed.

EDU 320 Methods of Teaching English I (3 credits)

This course prepares students to teach reading and literature in grades 5 through 12. The course will cover reading theory, including "reading to learn," textbook analysis, vocabulary development, and study skills. Students will learn how to teach literature, prepare lesson plans, and design and evaluate essay questions. Also covered will be adolescent literature, English as a second language, and instructional resources. Students should take this course prior to their student teaching. May be taken before or after EDU 321. Prerequisites: Junior standing and permission of the program coordinator. Offered as needed.

EDU 321 Methods of Teaching English II (3 credits)

This course prepares students to teach writing and speaking in grades 5 through 12. This course will introduce students to important theories of writing, including "writing to learn" and pedagogy, and will cover methods for integrating speaking and listening into language arts instruction. Also discussed will be methods of grading and evaluation, classroom management, and discipline. Students should take this course prior to student teaching. May be taken before or after EDU 320. Prerequisites: Junior standing and permission of program coordinator. Offered as needed.

EDU 480 Independent Study (3 credits)

This course allows the student to investigate any education subject not incorporated into the curriculum. Prerequisites: Permission of the instructor, teacher education coordinator and liberal arts division chair. Offered every year.

EDU 480A Independent Study (1 credit)

This course allows the student to investigate any education subject not incorporated into the curriculum. Prerequisites: Permission of the instructor, teacher education program coordinator and liberal arts division chair. Offered every year.

EDU 490 Student Teaching (12 credits)

All teacher education majors will participate in twelve weeks of full-time practice teaching at nearby schools. During the twelve weeks the student-teacher receives close and continuous supervision and guidance from teaching personnel at the school and by a member of the New Hampshire College faculty. Submission of

a student teaching portfolio at the conclusion of the internship is required. Weekly seminars at the college may also be held. Prerequisites: Prior acceptance for student teaching; a passing score on Praxis I, one or more teaching methods courses; senior standing; permission of the teacher education coordinator at least three months prior to registration. Offered every term.

English

ENG 070 Transitional English (6 credits)

ENG 070 is open to students who have been referred by International Admissions and/or the American Language and Culture Center. This course focuses on the basic academic skills required of a college student (summarizing, paraphrasing, quoting and documenting sources) while developing students' process writing skills. Students also receive instruction in library and online research techniques. Students enrolled in English 070 must complete the course before enrolling in English 101I. Offered as needed.

ENG 100 Reading Strategies (3 credits)

English 100 is a developmental reading, writing and study course designed to improve the verbal skills of new students who demonstrate a need for language assistance before proceeding to English 101. English 100 provides students with practical reading strategies using a variety of materials: excerpts from literature, short pieces of nonfiction, and chapters in textbooks. It also requires a number of short writing assignments. Placement in this course is based on data from a variety of sources including standardized tests and writing samples obtained during the first week of school. Students may test out of this course and go directly into English 101. Enrollment in English 100 is kept intentionally small (typically 15 students a section) to assure maximum benefit. Credits awarded for this course are in addition to the 120-credit minimum degree requirement. Offered every year.

ENG 101 Fundamentals of Writing (3 credits)

English 101 is a basic writing course designed to assist students in acquiring the composing skills required for success in English 120. Students will be engaged in preparing essays which respond to written texts, thereby combining reading skills with writing strategies. In addition, English 101 provides a systematic introduction/review to grammar, mechanics and other college-writing conventions. One major objective of English 101 is to instruct students in preparing essays which review and evaluate the ideas and issues found in the writings of others. A Basic Competency Examination is administered to all sections of English 101, which students must pass before being admitted into English 120. A common-course Grammar/Mechanics test is also given during the final week of the semester. Placement in English 101 is confirmed by classroom instructors during the first two weeks of instruction. Credits awarded for this course are in addition to the 120-credit minimum degree requirement. Classes are kept intentionally small (typically 15 students a section) to assure maximum benefit. Offered every semester.

ENG 101I Fundamentals of Writing for International Students (3 credits)

English 101I is specifically designed for students whose primary language is not English and who have, consequently, special linguistic requirements. The major objective of English 101I is to prepare students for success in English 120. It does this through a basic and programmed approach to the acquisition of reading skills, writing conventions and fluency in English grammar/mechanics. Before students can be admitted into English 120, they must pass the Basic Competency Examination which is administered to all sections of English 101I during Finals Week. In addition, students are required to take a Grammar/Mechanics test given during the last week of instruction. English 101I meets four times a week. Enrollment is kept intentionally small (typically 12 students a section) to assure maximum benefit. Placement is determined by the staff of the American Language and Culture Center (ALCC) and verified by the Freshman Writing Coordinator. Credits awarded for this course are in addition to the 120-credit minimum degree requirement. Offered every semester.

ENG 120 College Composition I (3 credits)

English 120 is a college-level writing course which introduces students to various forms of academic discourse. Students are required to prepare essays in a variety of rhetorical modes including exposition, description and argumentation. In addition to out-of-class writing assignments, students will be required to compose in-class essays in response to readings and other prompts. English 120 introduces students to Process Writing techniques, library research, and MLA documentation procedures. The primary focus of English 120 is to help students acquire the writing skills necessary to succeed in an academic environment. Enrollment is kept intentionally small (typically 15 students a section) to assure maximum benefit. Prerequisite: Completion of ENG 101 or placement by the Freshman Writing Coordinator. Offered every semester.

ENG 121 College Composition II (3 credits)

English 121 is the sequel to English 120. This course concentrates on argumentative writing and requires students to prepare a major research report, one which reveals fluency with argumentative strategies and rhetorical conventions. In addition, students are introduced to analytical reading techniques, critical research methods, and current documentation procedures. Although other kinds of writing are commonly assigned in English 121, argumentation remains the major focus of study. Enrollment in English 121 is kept intentionally small (typically 15 students a section) to assure maximum benefit. Prerequisite: ENG 120. Offered every semester.

ENG 201 Survey of World Literature in Translation I (3 credits)

This course is a survey covering major works of world literature in translation, excluding the American and British traditions. It will include African, Asian, European, Latin American, and Middle Eastern literatures, with an emphasis on the European. The course begins with writers of ancient Greece and Rome and finishes with the Renaissance. Prerequisite: ENG 120. Offered every fall.

ENG 202 Survey of World Literature in Translation II (3 credits)

This course is a survey covering major works of world literature in translation, excluding the American and British traditions, but including African, Asian, European, Latin American, and Middle Eastern literatures, with an emphasis on the European. It begins with the later 17th-century and continues to the present day. Prerequisite: ENG 120. Offered every spring.

ENG 212 Public Speaking (3 credits)

This course is designed to help students develop abilities for all speaking situations, including skills in organization and delivery. The evaluation and improvement of voice, diction, articulation, and posture are also studied. Prerequisite: ENG 120. Offered every semester.

ENG 213 Survey of American Literature I (3 credits)

English 213 is a survey of major American writers from 1620 through the Civil War. Authors of Colonial, Enlightenment, and Romantic periods in American literature are considered with the emphasis on their historical backgrounds. Prerequisite: ENG 120. Offered every fall.

ENG 214 Survey of American Literature II (3 credits)

English 214 is a survey of major American writers from the 1870s through the contemporary age. Emphasis in this course is on the role of the individual and the artist in an increasingly industrialized and technological culture. Prerequisite: ENG 120. Offered every spring.

ENG 220 Business Communication (3 credits)

ENG 220 is a practical introduction to the preparation of business correspondence, employment applications and resumes, and formal research reports. Emphasis is placed on written communication skills. Prerequisite: ENG 121. May not be used as a literature elective. Offered every semester.

ENG 223 Survey of English Literature I (3 credits)

This is a survey of English literature including Beowulf and the works of Chaucer, Shakespeare, Milton, Swift, Pope, and Johnson. This course examines the history and evolution of English literature as well as a variety of literary types. Prerequisite: ENG 120. Offered every fall.

ENG 224 Survey of English Literature II (3 credits)

This course covers the Romantic, Victorian and Modern literary periods. It examines the works of the Romantic poets, Victorian novelists and Modern literary artists including Shaw, Joyce and Eliot. Prerequisite: ENG 120. Offered every spring.

ENG 301 World Mythology (3 credits)

This is a course in world mythology with special emphasis on the “hero’s quest” and other mythical figures as it is manifested in various cultures. Students explore the meanings of mythological figures, motifs, and references from a variety of perspectives. Prerequisite: ENG 120. May not be used as a literature elective. Offered as needed.

ENG 315 Survey of the Theater (3 credits)

ENG 315 is the study of drama as literature beginning with the Greeks and continuing through Shakespeare to the present. Prerequisite: ENG 120. Offered as needed.

ENG 316 Contemporary Drama (3 credits)

ENG 316 is a consideration of modern plays from twentieth-century literature. The American, British, Russian, Scandinavian, and Irish theaters are among those studied. Prerequisite: ENG 120. Offered as needed.

ENG 319 Shakespeare (3 credits)

Students in ENG 319 study selected Shakespearean comedies, tragedies and chronicle plays. The course also provides the students with a general overview of the Elizabethan era and the world in which Shakespeare lived and worked. Prerequisite: ENG 120. Offered every three semesters.

ENG 324 Nineteenth Century British Fiction (3 credits)

This course examines novels and stories of major British fiction writers in the nineteenth century, from Jane Austen to Joseph Conrad. The Victorian novelists and their historical role in the evolution of the English novel will be of particular importance. The Brontes, Dickens, Stevenson, and Hardy are therefore among the authors students will read—with special attention to style, structure, and characterization. Political, historical, and cultural influences—as well as 20th-century films and plays based on 19th century texts—are examined to deepen understanding of assigned fiction. Prerequisite: ENG 120. Offered as needed.

ENG 327 Play Writing Workshop (3 credits)

This course is a round table forum in which ten to fifteen students will write stage plays of various lengths, using traditional and experimental methods and forms. Members of the class will produce at intervals to be established by the instructor, and will take turns presenting their work to the group for commentary and discussion. Some student plays will actually be produced by the class during the term. Prerequisite: ENG 120. May not be used as a literature elective. Offered as needed.

ENG 328 Poetry Writing Workshop (3 credits)

This course is a round-table forum in which ten to fifteen students will write short or long poems, using both traditional and experimental forms. Members of the class will produce on a weekly basis and take turns presenting their manuscripts to the group for commentary and discussion. Prerequisite: ENG 120. May not be used as a literature elective. Offered as needed.

ENG 329 Fiction Writing Workshop (3 credits)

This course is a round-table forum in which ten to fifteen students will write short or long fiction, using the techniques of nineteenth-century realism as well as modernist and experimental techniques. Members of the class will produce on a weekly basis and take turns presenting their manuscripts to the group for commentary and discussion. Prerequisite: ENG 120. May not be used as a literature elective. Offered as needed.

ENG 330 Nonfiction Writing Workshop (3 credits)

ENG 330 is designed for students who would like to gain experience in writing nonfiction prose beyond the freshman writing sequence. Prerequisite: B averages in both ENG 120 and ENG 121, or permission of the program coordinator. This course will be interchangeable with COM 435: Feature Writing. May not be used as a literature elective. Offered as needed.

ENG 332 The Nature Writers (3 credits)

This course introduces students to the prose and poetry by major British and American writers and naturalists who observe nature vividly and who write about a human's relationship to the natural environment. Prerequisite: ENG 120. Offered as needed.

ENG 333 Introduction to Linguistics (3 credits)

ENG 333 is an introduction to selected topics in English linguistics including dialects, usage, history, semantics, and phonology. The languages of racism, sexism, advertising and propaganda are also considered. Prerequisite: ENG 121. May not be used as a literature elective. Offered every three semesters.

ENG 334 The Short Story (3 credits)

This course introduces students to one of the most enduring literary genres. The course will begin with short fiction by masters of the 19th-century such as Hawthorne, Melville, Maupassant and Chekhov; it will continue with masters of the modernist story such as Joyce, Hemingway, Mansfield, and Updike; and finally will move on to outstanding examples of minimalist and experimental story writing of the last three decades by such writers as Raymond Carver and Joyce Carol Oates. Prerequisite: ENG 120. Offered as needed.

ENG 335 Introduction to Poetry (3 credits)

ENG 335 is an introduction to the study and appreciation of poetry. It seeks to give students a grasp of the nature and variety of poetry, means of reading it with appreciative understanding, and ideas on how to evaluate it. The focus is on the work of English and American poets, both traditional and modern. Prerequisite: ENG 120. Offered as needed.

ENG 336 Thoreau and His Contemporaries (3 credits)

This course considers the works of Henry David Thoreau as transcendentalist, essayist, poet, naturalist and teacher. Other members of the Concord School are also discussed. Prerequisite: ENG 120. Offered as needed.

ENG 337 Contemporary Poetry (3 credits)

ENG 337 is a survey of contemporary poetry, mainly American and English. Specific content varies with each offering. Prerequisite: ENG 120. Offered as needed.

ENG 342 Non-Fiction Prose (3 credits)

This course examines non-fiction literature as a literary genre with sub-genres, as a reflection of the social and cultural milieu in which it is produced, and as a reflection of a writer's style. Readings include reportage, history, biography, journals, travel writing. Prerequisite: ENG 120. Offered as needed.

ENG 355 English Grammar (3 credits)

This is a course in English syntax. Its main goal is to describe the ways in which sentences are formed in current English. Its overall purpose is to ensure an understanding of English rules and structure that is active and specific rather than passive and vague. This course is required for English and English education majors and serves as a liberal arts elective, not a literature elective, for non-majors. Prerequisite: ENG 121 or junior or senior standing. May not be used as a literature elective. Offered as needed.

ENG 450 Seminar in American Literature (3 credits)

This course explores works by American writers using a thematic approach. The specific selections and authors vary each term according to the theme. This is an upper-level course involving close reading, analysis and writing in seminar format. Prerequisites: One 200-level literature survey course or permission of instructor. Offered as needed.

ENG 451 Seminar in British Literature (3 credits)

This course explores works of British writers using a thematic approach. The specific selections and authors vary each term according to the theme. This is an upper-level course involving close reading, analysis and writing in seminar format. Prerequisites: One 200-level literature course or permission of instructor. Offered as needed.

ENG 452 Seminar in World Literature (3 credits)

This course explores works from any of the major literary traditions outside the British and American, using a thematic approach. The specific selections and authors vary each term according to the theme. This is an upper-level course involving close reading, analysis and writing in seminar format. Prerequisites: One 200-level literature course or permission of instructor. Offered as needed.

ENG 453: Seminar on the Works of Hardy, Conrad and Lawrence (3 credits)

This upper-level course will examine the novels and shorter fictional works of Thomas Hardy, Joseph Conrad and D. H. Lawrence. Students will identify and trace the modernist concerns connecting these three masters of the British novel.

beginning with Hardy's prefiguring of modern despair, through the dark anti-imperialist character studies of Conrad, and concluding with Lawrence's vehement fictional attacks on Victorian sexual repression and the social and ecological changes wrought by the industrial age. Prerequisite: Any 200-level literature course or permission of instructor. To be offered every two years, fall semester.

ENG 470 Special Topics in English (3 credits)

This course is meant to allow instructors to experiment with new course offerings. Specific content may be offered on a one-time basis only, after approval by the liberal arts division chair. A course description and syllabus will be posted in the registrar's office. Prerequisite: One 200-level literature survey course or permission of program coordinator and liberal arts division chair. Offered as needed.

ENG 480 Independent Study (3 credits)

This course allows the student to investigate any English subject not incorporated into the curriculum. Prerequisites: Permission of the instructor, program coordinator and liberal arts division chair. Offered every year.

ENG 485 Senior Thesis in Literature (3 credits)

This year-long course is an option for seniors of exceptional ability majoring in English Language & Literature who wish to have a graduate-level research and writing experience in some chosen area of American, British or World Literature. Students must petition to have the course. If permission is granted by their area coordinator and academic advisor, they must proceed to formulate a written thesis proposal and assemble a three-person academic support committee, equipped with relevant expertise, no later than March 30th of the Junior year. The proposal will then be submitted for approval to the individual's advisory committee. Assuming the project is universally approved, the student will meet with one or more members of the committee on a bi-weekly basis to review progress on research and written work. The final result will be a scholarly essay of 40-60 pages, to be presented as an academic paper in a public forum at least three weeks before graduation.

ENG 490A English Language and Literature Cooperative Education (3 credits)

Prerequisites: Consent of the Career Development Center and permission of the program coordinator.

ENG 490B English Language and Literature Cooperative Education (6 credits)

Prerequisites: Consent of the Career Development Center and permission of the program coordinator.

Fine Arts

FAS 121 Survey of Western Art History (3 credits)

This course emphasizes understanding and appreciating the visual arts, particularly painting. Emphasis is placed on the economic and intellectual history of each period, as it influenced the art of the era. Slides are used to illustrate course material. Offered as needed.

FAS 223 History and Literature of Music (3 credits)

FAS 223 is a broad study of music from the early Greeks to modern day including classical, electronic, and popular music. One of the themes is the correlation of the music of the past with that of the present. Offered as needed.

FAS 225 Useful Photography (3 credits)

Useful Photography reviews the various kinds of still cameras and the ways in which the use of light, visual impact, and optical effects can be employed by the student. The student is encouraged to take photographs during the term, and to develop applications of the knowledge to practical situations. Offered only in the Division of Continuing Education.

FAS 330 Introduction to Film (3 credits)

This course involves the viewing and analysis of representative films-fictional, documentary and experimental. Students become acquainted with film theory, basic terminology, film history, aesthetics and production techniques through three lectures and two scheduled viewing hours per week. Offered as needed.

FAS 340 Modern Art (3 credits)

This course presents an introduction to the major artists, works, and stylistic periods of modern art, relating them to historical and cultural contexts of the twentieth century. It aims to stimulate the appreciation of art in students who have had little or no exposure to the subject. Offered as needed.

FAS 370 American Art (3 credits)

This is a course in both art application and art history, introducing students to essential concepts of aesthetics, media, and the cultural meanings of art. Students will learn about the development of American art from Puritan times to World War II, with special attention to its cultural relevance: what American art can teach us about America, and what is uniquely American about American art. Offered every year.

Freshman Experience

FEX 100 Freshman Experience Seminar (3 credits)

This course offers an opportunity for freshmen to become familiar with and adjust to the collegiate experience. Broad issues of human development as they pertain to the transition from high school to college are explored. Also included are

issues related to the nature, purpose and processes of postsecondary education with particular emphasis on the freshman year. Career planning, study skills, communication skills and interpersonal relationships are also major components of the course. Offered every semester.

Finance

FIN 220 Introduction to Investments (3 credits)

In this course various investment vehicles, including stocks, bonds, mutual funds, and commodities, are introduced and examined. The course emphasizes the decision-making process that underlies all investment decisions. Prerequisites: ECO 201, ECO 202. Offered every semester.

FIN 250 Personal Financial Planning (3 credits)

Personal Financial Planning provides an overview of personal financial decision-making. The course uses the life cycle approach, emphasizing financial planning for each phase of life. Topics covered include career planning, budgeting, use of credit, insurance, investments, retirement planning and income-tax planning. Prerequisite: Junior or senior standing. Offered as needed.

FIN 320 Introduction to Business Finance (3 credits)

This course is designed to survey the corporate finance discipline, examine the financial management of corporations, develop skills necessary for financial decision-making, such as financing, investments and dividends, and acquaint students with money and capital markets and institutions. Prerequisites: ACC 102, ECO 201, ECO 202. Offered every semester.

FIN 322 Risk Management and Insurance (3 credits)

This course examines the concept of risk, principles of risk management, private and social insurance mechanisms, and the insurance industry. Special attention is given to business and personal risks associated with loss of income, the ownership of property, and legal liability. Students are required to prepare and submit a written business and/or personal plan of risk management. Prerequisites: ECO 201 and ECO 202. Offered as needed.

FIN 324 Security Analysis (3 credits)

This course offers an opportunity for the student to examine modern theories and approaches in the area of portfolio selection, security analysis and bond management. Particular emphasis is placed on integrating modern portfolio selection models with traditional valuation theory and analysis. Prerequisites: FIN 220 and FIN 320. Offered every year.

FIN 326 Contemporary Issues in Finance (3 credits)

This course offers an opportunity for the student to examine advanced issues in corporate finance. This includes coverage of issues in both the capital and money markets, to include derivative securities. The course will examine in detail these

advanced topics in finance, their investment characteristics, various valuation approaches, and portfolio strategies for using them. Prerequisites: FIN 220 and FIN 320. Offered as needed.

FIN 336/INT 336 Multinational Corporate Finance (3 credits)

This course emphasizes aspects of financial planning for corporations with overseas operations. The sources and uses of corporate funds abroad are evaluated including an analysis of the criteria for choices among alternative foreign investments. The effects of international corporate financial planning are examined including such factors as the characteristics of foreign money and capital markets, international financial institutions, exchange rate changes, currency restrictions, tax regulations and accounting practices. Prerequisites: FIN 320, junior or senior standing, or permission of instructor. Offered every fall.

FIN 435 Financial Policy and Decision-Making (3 credits)

This course is designed to pursue financial decision-making under real world considerations of risk and uncertainty. Heavy emphasis is placed on evaluating the allocation of funds within the firm and managing the capital structure. Prerequisite: FIN 320. Offered normally every fall. Writing intensive course.

Fashion Merchandising

FMK 101/ADV 101 Basic Design and Color Theory (3 credits)

This course examines the basic principles of design including balance, emphasis, proportion and rhythm. The art elements of line, space, texture and color are studied with special emphasis on how they relate to advertising layout and design and visual merchandising. Offered every spring.

FMK 202 Fashion Merchandising (3 credits)

Fashion principles and procedures used in planning, selecting, pricing and selling of fashion goods in retail stores and on the Internet are studied. Merchandising systems, assortment plans and inventory control methods are analyzed. A field trip to New York City's market district is a possibility. Prerequisites: MKT 113 and MKT 222. Offered every fall. Writing intensive course.

FMK 203/ADV 203 Retail Sales Promotion (3 credits)

This course focuses on four areas of sales promotion: advertising layout and design, visual merchandising, personal selling and special events planning. Planning and implementing a fashion show is often a part of this course. Prerequisites: MKT 113 and MKT 222, or permission of instructor. Offered every spring.

FMK 204 Textiles (3 credits)

Textile information pertinent to merchandising, analysis of fibers, yarns and weaves is included in this course. Fabric recognition and a detailed study of natural and man-made materials is emphasized. Exposure to non-textile materials, such as furs, used in the fashion industry is also included. Offered every spring.

FMK 290A Fashion Merchandising Cooperative Education (3 credits)

The student shall have the option of (1) working as a cooperative student anywhere in the United States or abroad during the summer between the first and second years, or if this is not possible, (2) working on a part-time basis during the first semester of the second year in the Manchester area. A minimum of 120 hours will be required. Prerequisites: Consent of the Career Development Center and permission of the program director. Offered every semester.

Geography

GEO 201 World Geography (3 credits)

This is a course that emphasizes the importance of global location and topography on the people who inhabit the various continents and regions of the earth. Students will be involved in projects designed to make them familiar with their planet and aware of its many features and how those features influence human lives. Offered as needed.

Government

GOV 109 Introduction to Politics (3 credits)

Introduction to Politics examines theories of government, the nature of state, and the citizen. The course surveys the disciplines of political science to include American government, comparative politics, and international relations. Offered every year.

GOV 110 American Politics (3 credits)

GOV 110 is the study of policy-making in the American national political system. Emphasis is placed on interest groups, PACs, and on the activities of sub-governments in the formulation of policy. Offered every semester.

GOV 201 Research Methods in Political Science (3 credits)

Research approaches employed in the various sub-disciplines of political science are studied with a view to identifying optimal means to conduct empirical research. Such means include case study, survey research, game theory and rational choice in order to consider both quantitative and qualitative research. Prerequisite: MAT 220.

GOV 210 State and Local Government (3 credits)

The evolving responsibilities of state governments and their political subdivisions within the federal system are examined in this course. States are increasingly called upon to assume responsibilities for economic growth to compete with other states as well as foreign governments for investment and job creation in addition to their traditional responsibilities in education, criminal law, and infrastructure development. Students will study the efforts of states to meet these challenges with chronically inadequate resources. Prerequisite: GOV 110

GOV 211 International Relations (3 credits)

The study of international politics is considered from a variety of perspectives. The means of formulating and executing policy in the context of a system of sovereign states are emphasized. Included as well is a consideration of the influence of recent entrants in international relations such as multinational corporations, the European Economic Community and free trade systems. Prerequisite: GOV 109 or GOV 110 or junior standing. Offered every other year.

GOV 213 Comparative Government (3 credits)

In GOV 213 the political systems of various countries of the world are studied and compared through an analytical approach which accentuates participation, policy and political culture. Specific countries are selected for study according to the interests of both prospective students and the instructor. Prerequisite: GOV 109 or GOV 110 or junior standing. Offered every other year.

GOV 217 Campaigns and Elections (3 credits)

New Hampshire, in addition to conducting its biennial elections, enjoys the attention given it every four years as it hosts the first presidential primary. Elections present a unique opportunity to participate actively in the marketing of candidates, to have some influence on the choosing of political leaders, and engage in a lifelong commitment to political action. The course examines the history of the presidential primary, the role of media in the campaign, and the ways that campaign organizations are developed. Students may expect to devote several hours per week to campaign activities as part of the course requirements. Prerequisite: GOV 109 or 110.

GOV 301 American Foreign Policy after the Cold War (3 credits)

The collapse of the Soviet Union, the liberalization of the countries of east-central Europe and the emergence of a new global trading environment have fundamentally altered the landscape in which American foreign policy is conducted. The new unipolar global system, emerging global institutions shaping trade and investment, the challenges of rogue states, international terrorism, and concern for the environment and human rights, all present unprecedented challenges to U.S. leaders obligated to protect and advance American national interests. Prerequisite: GOV 211 or permission of the instructor.

GOV 302 Regionalism and International Organizations (3 credits)

Nations confronted by the need to promote economic growth and political stability have created a variety of regional and global organizations. Such organizations range in cohesiveness from the European Union to the Asia-Pacific Economic Co-operation "forum". Trading arrangements have advanced from reciprocal trade agreements to the General Agreement on Tariffs and Trade to the World Trade Organization, creating greater political interdependence as a companion to economic growth. Prerequisite: GOV-211 or GOV-213 or permission of the instructor.

GOV 303 International Security Studies (3 credits)

Traditional security arrangements employed by sovereign states have ranged from isolationism to unilateralism to alliances. Such arrangements had the purpose to deter conflict or, alternatively, to increase chances of survival in a conflict. The nuclear age and the devastation of two world wars in the twentieth century have impelled states to seek better solutions to their security needs. These include both regional and global security systems such as the North Atlantic Treaty Organization and the United Nations. This course examines the current status and the prospects of such collective security organizations in the post-cold war world. Prerequisite: GOV 211 or permission of the instructor.

GOV 304 Politics of Development (3 credits)

Political and economic development are linked. Each is bound to and shaped by the other. The particular challenge confronting the less-developed countries is to bring about both political and economic modernization while managing the strains of transformation on traditional social, political and economic institutions. Prerequisite: GOV 213.

GOV 316 Civil Liberties and the Constitution (3 credits)

This course studies the cases which interpret fundamental freedoms and liberties protected by the United States Constitution, and the culture of the judiciary within the American political process. Prerequisite: GOV 110. Offered every other year.

GOV 350 Business, Government and Public Policy (3 credits)

This course addresses the relationship that exists between business interests and governments, both domestic and foreign, that may impinge on their operations. Issues addressed begin with an understanding of the constitutional rights involved that drive lobbying and campaign finance, and continue through a study of the regulation of business by government. Prerequisites: GOV 109 or GOV 110 as well as ECO 201 and ECO 202. Offered every other year.

GOV 480 Independent Study (3 credits)

This course allows the student to investigate any government subject not incorporated into the curriculum. Prerequisites: Permission of the instructor, program coordinator and liberal arts division chair. Offered every year.

History**HIS 109 Western Civilization I: Prehistory to Renaissance (3 credits)**

An overview of the major developments in the western history from antiquity to the Peace of Westphalia in 1648. The course examines the civilizations of Mesopotamia, Egypt, Greece, Rome, and Western Europe in detail. Offered every year.

HIS 110 Western Civilization II: Renaissance to Present (3 credits)

This course traces the growth of Western history from the rise of the nation-state in the seventeenth century to the present. The ideologies and political developments which produced modern Western Europe receive careful study. Offered every year.

HIS 113 United States History I: 1607-1865 (3 credits)

The first half of the U.S. survey covers the period from the founding of Jamestown to the end of the Civil War. The development of regionalism and its effect on the coming of the Civil War provides a framework for investigation. Offered every year.

HIS 114 United States History II: 1865-Present (3 credits)

The second half of the U.S. survey covers the period since the Civil War. The economic, political, and ideological developments which allowed the U. S. to attain a position of world leadership are closely examined. Offered every year.

HIS 215 United States Intellectual History I (3 credits)

HIS 215 studies the main currents of U.S. intellectual history prior to the Civil War. Offered as needed.

HIS 216 United States Intellectual History II (3 credits)

HIS 216 studies the main currents of U.S. intellectual history after the Civil War. Offered as needed.

HIS 218 American Diplomatic History (3 credits)

HIS 218 studies the development and implementation of the foreign policy of the United States from 1900 to the present. Considerable time is spent on analyzing the conflict between ideals and national self-interest of American diplomatic policies. Offered as needed.

HIS 220 Modern European History: 1890 - Present (3 credits)

This course investigates the trajectory of European hegemony in the twentieth century. Special attention is devoted to the effects of the two major conflicts fought on European soil. Offered every third year.

HIS 241 World War II (3 credits)

This course emphasizes the battles, campaigns, events and personalities that dominated World War II. Special attention is given to political and diplomatic factors during the 1930s which contributed to the outbreak of World War II. Offered every third year.

HIS 245 United States History Since 1945 (3 credits)

HIS 245 is a study of the Cold War period, including the Korean and Vietnam Wars. Close attention is given to the Truman, Eisenhower, Kennedy and Johnson administrations but includes more recent administrations. Also considered are the New Frontier, the Great Society and the Civil Rights Movement of the 1960s. Offered every third year.

HIS 301 World History and Culture (3 credits)

This course—which will focus on the countries of the Near East and Eastern Europe, as well as China, India, Japan, and various Central and Latin American nations—is designed to offer the student a historical and cultural understanding of these varied cultures in their interactions with the western world. At the same time, students will gain insights into contemporary global dilemmas through an examination of underlying historical causes. Religion and cultural contact will serve as the guiding themes for the semester, as the class draws comparisons between Eastern and Western countries in the spheres of government/politics, the struggle for cultural hegemony, and the rights and responsibilities of the individual. Lectures will focus on the broadest possible context for each given topic, and will raise historical questions concerning language, migration and race. Prerequisite: HIS 109 or 110 and GEO 201 or permission of the instructor. Offered as needed.

HIS 310 History of Tourism (3 credits)

This course is devoted to developing an understanding of the history of travel as a recreational pastime, beginning with the ancient Greeks and ending with nineteenth-century England. Students will examine the journals of travelers and explorers, guidebooks both ancient and modern, pilgrimage records, travel advice, as well as the journals of travelers and explorers from many different time periods. The primary goal of this course will be to explore changes in attitude toward confronting the other, and the peculiarly western impetus to leave home and see the world. Individual students will be required to compose a tour-guide notebook, and to research the history of a New England tourist destination to be agreed upon by the student and instructor. Required for all students majoring in history with a tourism concentration. Open to all interested students. Prerequisite: History 109, 110, 114, or permission of instructor.

HIS 312 Traditions of Civility

This course is a study of the history of public behavior and the social traditions which help one to navigate successfully in society. More specifically, students will learn manners, etiquette and protocol as the established bodily and verbal expressions of polite society—the various standardized social codes which help to assure non-violent interactions in public discourse. Students will examine and discuss American social customs and many from around the world, thereby learning what it means to be civil in one's treatment of other persons and other peoples in a public arena. Required of all history majors with a concentration in tourism. Open to all interested students. Prerequisite: History 109, 110, 113, 114 or permission of instructor. Offered as needed.

HIS 314 European Conquest of the New World (3 credits)

This course will explore the social and intellectual impact of the discovery of the American continents on the European mind and the consequences of colonization and migration in North America 1500-1800. Emphasis will be on British colonies

and competing European cultures (especially French and Spanish), with Native Americans, and Afro-Americans. Students work will focus on three areas: cultural exchange, economic exchange, hostility and conquest. Offered as needed.

HIS 315 Russian/Soviet Society in the Twentieth Century (3 credits)

This course studies Russian/Soviet history from 1905 to the present with emphasis on revolutionary traditions, government and politics, culture and religion, and social philosophy. Prerequisites: Junior standing and completion of a core course in government, sociology or history. Offered every three years.

HIS 319 African-American History Since the Civil War (3 credits)

This course traces the changes in labor practices, politics, and living conditions of the millions of African-Americans in the South after the Civil War. Further, the Great Migration, Civil Rights Movement, and black revolutionary movement will be investigated carefully. Prerequisite: HIS 113 or permission of instructor. Offered every third year.

HIS 321 The Ancient World of Greece and Rome (3 credits)

This course will begin by looking at the heritage of Greek civilization and the thinkers who first struggled with the fundamental issues concerning mankind: life, love, suffering, courage, endurance, and death. The course will continue with the immediate inheritors of Greek thought, the Roman world. By assessing Roman achievements of empire building and expansion, students will discover a vital civilization that ruled the known world through the force of its armies and the attraction of its culture. The course will end with the development of Christianity and the fall of the Classical World. Offered as needed.

HIS 330 Civil War and Reconstruction (3 credits)

This course examines various interpretations of Civil War causation; the major political, economic, and military aspects of the war; and the rebuilding of Southern society after the war's end. Prerequisite: HIS 113 or permission of the instructor. Offered every third year.

HIS 332 Colonial New England (3 credits)

This course is an investigation of the experience and evolving institutions of the North Atlantic colonists from the first landings to the making of the Constitution. Special emphasis will be placed upon the colonists' relationship with the native Americans, and upon the origins, progress, and character of the struggle against Great Britain. Prerequisite: HIS 113 or permission of the instructor. Offered every third year.

HIS 480 Independent Study (3 credits)

Prerequisites: Permission of instructor, program coordinator and liberal arts division chair. Offered every year.

HIS 485 Senior Thesis in History (3 credits)

This year-long course is an option for seniors of exceptional ability who are majoring in American Studies and who wish to have a graduate-level research and writing experience in some chosen area of American cultural and/or political history. Students must petition to have the course. If permission is granted by the student's area coordinator and academic advisor, he/she must proceed to formulate a written thesis proposal and assemble a three-person academic support committee—equipped with relevant expertise—no later than March 30th of the Junior year. The proposal will then be submitted for approval to the individual's advisory committee. Assuming the project is universally approved, the student will meet with one or more members of the committee on a bi-weekly basis to review progress on research and written work. The final result will be a scholarly essay of 40-60 pages, to be presented as an academic paper in a public forum at least three weeks before graduation.

Honors**HON 201 Interdisciplinary Studies (3 credits)**

In this seminar, students are guided by the instructor in their reading, experiences, and presentations to the class. The focus varies from year to year. Past course titles have included: "Changing Perspectives on Humanity and the Environment" and "Issues in Technological Change". This is a year-long course that meets once a week. Prerequisites: Admission to the Honors Program; sophomore standing and permission of the director of the Honors Program. Offered every year.

HON 321 Model United Nations (3 credits)**HON 322 Model United Nations (2 credits)****HON 323 Model United Nations (2 credits)****HON 324 Model United Nations (2 credits)**

The Honors Program sponsors a New Hampshire College delegation to the Model United Nations in New York City. This program assigns the college an UN-represented country and requires that students take on the personae of citizens/diplomats of that country. This course offers students a broad understanding of the global political arena, international diplomacy, and cultural climate through participation in a simulated weeklong United Nations session in New York. Participants will develop their negotiating skills while interacting with over 3,000 other students from around the world. This is a demanding course for mature, self-motivated students who are ready and willing to take on responsibility. In order to develop an experienced NHC team, students are encouraged to signup for more than one year. Students will be registered for HON 321 the first year, HON 322 for the second, HON 323 for the third, and HON 324 for their final year. If individual students opt to begin as freshman, it will be possible to attend the United Nations

all four years. The first semester is devoted to learning the history and rules of the United Nations, while the second is spent preparing to represent the assigned country. This is a year-long course with weekly meetings. Prerequisite: Honors Program participant or permission of instructor. Offered every year.

HON 401 Independent Honors Project (3 credits)

In this year-long individual research project, each student in the Honors Program has the opportunity to learn about a subject of his or her choice, pending approval of the Honors director. Under the guidance of a faculty mentor, the student drafts a proposal for study, which may involve many kinds of learning experiences. The results are communicated both as a written project report and as a presentation before the Honors Colloquium in the spring semester. Prerequisites: Admission to the Honors Program; senior standing and permission of the director of the Honors Program. Offered every year.

Humanities

HUM 201 Introduction to the Humanities I: Greece through the Renaissance (3 credits)

Assuming little or no previous exposure to its content, this course offers vocabulary, understanding, and appreciation of the visual arts in their cultural contexts of history, religious settings, literature, and ideas. It focuses on the achievements of ancient Greece and Rome, the Medieval period, and the Renaissance, while also exploring related issues in non-European cultures. May be taken independently of HUM 202. Offered every year.

HUM 202 Introduction to the Humanities II: Baroque through Modern (3 credits)

Assuming little or no previous exposure to its content, this course offers vocabulary, understanding, and appreciation of the visual arts in their cultural contexts of history, music, literature, and ideas. It focuses on the cultural periods of the Baroque, the Enlightenment, Romanticism, Realism, and Early Modernism, while also exploring related issues in non-European cultures. May be taken independently of HUM 201. Offered every year.

HUM 230 Images of Men and Women in Literature and the Visual Arts (3 credits)

In this interdisciplinary course we study the constructed images in literature and the visual arts that represent men and women and the ways they relate to each other. The literature we read invites us into a discourse regarding the roles we play as daughters and sons, mothers and fathers, friends and lovers. Our examination of pictorial images will include paintings of Adam and Eve, Venus and the Madonna, and families, as well as relevant film clips. Offered at discretion of program coordinator.

HUM 470 Special Topics in Humanities (3 credits)

This course is meant to allow instructors to experiment with new course offerings. Specific contents may be offered on a one-time basis only, and only after approval by the liberal arts program coordinator. A course description and syllabus will be posted in the registrar's office. Prerequisite: Approval by the humanities and English program coordinator. Offered as needed.

HUM 485 Senior Thesis in Humanities (3 credits)

This year-long course is an option for seniors of exceptional ability majoring in Humanities who wish to have a graduate-level research and writing experience in some chosen area of world cultural and/or art history. Students must petition to have the course. If permission is granted by the student's area coordinator and academic advisor, he/she must proceed to formulate a written thesis proposal and assemble a three-person academic support committee—equipped with relevant expertise—no later than March 30th of the Junior year. The proposal will then be submitted for approval to the individual's advisory committee. Assuming the project is universally approved, the student will meet with one or more members of the committee on a bi-weekly basis to review progress on research and written work. The final result will be a scholarly essay of 40-60 pages to be presented as an academic paper in a public forum at least three weeks before graduation.

HUM 490A Humanities Cooperative Education (3 credits)

Students may use three hours of free electives for placement in a supervised, career-related work experience. The student reports on the experience as required by the Cooperative Education syllabus. While the experience is administered through the Career Development Center, academic valuation is provided by the Program Coordinator. Prerequisites: Permission of Program Coordinator and the Career Development Center. Offered every year.

HUM 490B Humanities Cooperative Education (6 credits)

Students may use six hours of free electives for placement in a supervised, career-related work experience. The student reports on the experience as required by the Cooperative Education syllabus. While the experience is administered through the Career Development Center, academic evaluation is provided by the Program Coordinator. Prerequisites: Permission of Program Coordinator and the Career Development Center. Offered every year.

HUM 490C Humanities Cooperative Education (12 credits)

Students may use twelve hours of free electives for placement in a supervised, career-related work experience. The student reports on the experience as required by the Cooperative Education syllabus. While the experience is administered through the Career Development Center, academic evaluation is provided by the Program Coordinator. Prerequisites: Permission of Program Coordinator and the Career Development Center. Offered every year.

International Business

INT 113 Introduction to International Business (3 credits)

Introduction to International Business is designed to provide students with an initial examination of the differences between business within the domestic context and business in an international context. It will also include some exposure to those basic concepts deemed important to an understanding of how international business works. These concepts include: (1) importing (2) exporting (3) political, cultural, and social environment considerations, (4) trade theory (5) government influence on trade, and (6) global management strategy. Freshmen and sophomores only. Offered every semester.

INT 301 East-Central European Economies – Business in Transition (3 credits)

The primary focus of this course will be to explore the transformation of Eastern and Central European economies as they move from centrally planned economic systems toward market driven (private enterprise) systems. Attention is given to both the opportunities and difficulties that foreign investors are likely to encounter if they choose to establish operations in these emerging market locations. Offered as needed.

INT 309 Legal Environment of International Business (3 credits)

The course is designed to provide the student with an overview of those areas of public and private international law affecting international business activities. The UN Convention on International Sale of Goods will be given particular attention. Prerequisites: ADB 206 and junior standing. Offered every third semester.

INT 311 International Human Resources Management (3 credits)

This course will examine and explore key issues that are critical to the successful utilization of a multi-cultural workforce. These include: 1) The international staffing process; 2) Identification of unique training needs for international assignees; 3) Reconciling home-country and host-country performance appraisal systems; 4) Identification of the characteristics associated with a good compensation program; and 5) Exploration of the major differences between U.S. and European labor relations. Prerequisite: ADB 211 and junior standing. Offered every other year.

INT 315 International Management (3 credits)

This course introduces the student to the management of global operations. It covers the major functional areas of management as they are practiced in a multinational corporation. This includes: participation, organization, financial management, production, and marketing strategies, as well as human resource development, communications and control, and the formation of strategic alliances. The course uses texts, simulations, and cases. Prerequisites: ADB 215 and junior standing. Offered every spring semester.

INT 316 The Cultural and Political Environment of International Business (3 credits)

The course introduces the student to primary cultural factors— religion, language, values, technology, social organization and political environment—that affect U.S. firms doing business outside of the United States. Students learn the significance of identifying and assessing the importance of these factors so they can more effectively manage in the international environment. A variety of international environments will be studied. The course uses text, cases, and exercises. Prerequisites: ADB 125 and junior standing. Offered every fall semester.

INT 322/MKT 322 International Retailing (3 credits)

This course will compare and contrast retail institutions in selected foreign countries with those in the United States. An examination of the social, economic and political influences on the development of retailers in foreign countries is conducted. A look at how retailing trends spread from culture to culture is considered. Examinations of the similarities and differences in merchandising, sales promotion, pricing, and personal selling policies of retailers around the globe are examined. Prerequisite: MKT 222 or permission of the instructor. Offered as needed.

INT 335 Importing and Exporting in International Trade (3 credits)

The primary focus of this course is “How to Get Started Building an Import/Export Business.” This course will introduce the student to many complexities of building an import/export business to include: economics and politics, planning and negotiation, foreign currency transactions, shipping and insurance, documentation as well as the intricacies of exporting from, and importing to the United States. Prerequisite: INT 113 or permission of the international business coordinator. Offered every other year.

INT 336/FIN 336 Multinational Corporate Finance (3 credits)

This course emphasizes aspects of financial planning for corporations with overseas operations. The sources and uses of corporate funds abroad are evaluated including an analysis of the criteria for choices among alternative foreign investments. The effects of international corporate financial planning are examined including such factors as the characteristics of foreign money and capital markets, international financial institutions, exchange rate changes, currency restrictions, tax regulations and accounting practices. Prerequisites: FIN 320, junior or senior standing, or permission of instructor. Offered every fall.

INT 422 International Strategic Management (3 credits)

The course introduces the student to strategic management in the global arena. It focuses on the internal strategic environment of an organization, the external strategic factors present in the international environment, and the manner in which a strategic thrust and a strategic fit are created between these two environments. The course relies on the use of case studies of both U.S. and foreign international corporations. Prerequisites: ADB 215, INT 113, MKT 113, FIN 320 and junior standing. Offered every other year in the fall.

INT 433/MKT 433 Multinational Marketing (3 credits)

The development of international marketing programs from the determination of objectives and methods of organization through execution of research, advertising, distribution, and production activities is covered. International similarities and differences in marketing functions, as related to the cultural, economic, political, social, and physical dimensions of the environment are examined. Also considered are the changes in marketing systems as well as the adoption of marketing philosophies and practices to fill conditions in different countries. Prerequisites: MKT 113, MKT 222, ECO 202, or permission of instructor. Offered as needed.

INT 440 Emerging Trends in International Business (3 credits)

This course is designed to be a survey of the emerging trends in international business. Class analysis will focus on both the macro and micro environments of the global arena. Major emphasis will be placed on the following areas: Regional Economic Integration; Inter-Regional Trade; Corporate Strategic Global Perspectives; and Other Major Contemporary Issues Facing Global Managers today. Prerequisites: ADB 215 and INT 113 or permission of the instructor. Offered as needed.

INT 441 Licensing and Negotiations in the International Arena (3 credits)

This is an overview course surveying the licensing of intellectual property with a special focus on the international arena. Emphasis will be placed on the following areas: The Nature of Intellectual Property; Licensing Theory and Practice; Licensing Negotiation; License Drafting; and License Implementation and Administration after the Completed Agreement. Prerequisites: ADB 215 and INT 113 or permission of the instructor. Offered as needed.

INT 480 Independent Study (3 to 6 credits)

Prerequisites: Permission of the instructor, program coordinator and business division chair. Offered every year.

INT 490A International Business Cooperative Education (3 credits)

Prerequisites: Consent of the Career Development Center and permission of the program coordinator. Offered every year.

INT 490B International Business Cooperative Education (6 credits)

Prerequisites: Consent of the Career Development Center and permission of the program coordinator. Offered every year.

INT 490C International Business Cooperative Education (12 credits)

Prerequisites: Consent of the Career Development Center and permission of the program coordinator. Offered every year.

Hotel Management

LDG 112 Introduction to the Hospitality Industry (3 credits)

The history and development of the hospitality industry from Greek and Roman times to the present day are covered. The organization and functions of modern operations, contrasting differences and similarities of resorts, hotels, and restaurants are discussed. Students develop an awareness and understanding of industry terminology. Offered every year.

LDG 215 Hotel Information Systems (3 credits)

A systems approach is used to examine the flow of information which occurs as a guest makes a reservation, checks into, occupies, and checks out of a hotel. The course contains an in-depth analysis of current manual and computer-based systems that facilitate the flow of information in a hotel. Prerequisite: CIS 100. Offered every year.

LDG 290 Hotel/Restaurant Practicum (3 credits)

This practicum provides baccalaureate students with a structured practical training experience in hotel operations, to introduce the student to the industry, and provides the host property with a captive audience familiar with operating policies and procedures. Prerequisites: LDG 112 and permission of the division chair.

LDG 314 Hospitality and Tourism Marketing (3 credits)

This course studies the marketing function in organizations of the hospitality and tourism industry. The strategies and techniques unique to service marketing are examined with a focus on the marketing planning process. Topics will include internal and external promotion, targeting primary and secondary markets, product and market segmentation, the role of marketing in feasibility determination and management of the marketing function. Prerequisite: MKT 113. Offered every year. Writing intensive course.

LDG 320 Hospitality Managerial Accounting (3 credits)

This course emphasizes the methods and procedures of internal controls for hotels and restaurants. Management tools available to interpret and analyze data which contribute to more effective decision-making are also examined. Prerequisite: ACC 102. Offered every year.

LDG 416 Law of the Hospitality Industry (3 credits)

An examination of the common and statutory laws applicable to the hospitality industry. Included are discussions of the innkeeper's duties and responsibilities to the guests, the duty to maintain the property, the duty to receive travelers, the vicarious liability for employee actions, and the liability for guests' property. Offered every year.

LDG 418 Seminar in Hospitality Administration (3 credits)

This is a senior level course designed to bring together theory, practical knowledge, and individual experience from other course work and industry. Case studies of hotel and restaurant operations provide a framework for discussion of current problems and activities in the hospitality industry. Prerequisite: Senior standing. Offered every year. Writing intensive course.

LDG 421 The Operation of Energy, Security and Maintenance Systems in the Hospitality Industry (3 credits)

This course provides the student with an understanding of the importance of maintenance, energy and energy costs. Discussion of decision-making processes regarding planning, use of energy systems and cost-cutting measures in their operation are studied. The interaction of management, engineering and maintenance are also explored. Offered as needed.

LDG 426 The American Work Experience (3 credits)

This is a practical career course that is intended to develop an understanding of and preparation for employment in the American hospitality industry. It is open only to Bachelor of Applied Science in Hospitality Administration students or by permission of instructor.

LDG 429 Hotel Administration (3 credits)

The course considers the analysis of theories, principles, and techniques of hotel management. Subjects include principles of organizing, formulating goals and objectives, decision-making processes, staffing, employee/guest relations and labor management negotiations. Emphasis is on problems and issues encountered by management. Offered as needed.

LDG 480 Independent Study (1 to 3 credits)

This course allows a student to independently study a subject not included in the curriculum, or one that is in the curriculum but not offered. Students study under the tutelage of the instructor. Prerequisites: Permission of the instructor and hospitality division chair. Offered every year.

LDG 490A Hotel Cooperative Education (3 credits)

Guided cooperative education work experience for integrating study and experience. Students are contracted to maintain employment for a minimum of 240 hours over a pre-determined length of time with specified starting and ending dates (usually 3 months) working at an approved hospitality/tourism location. Open to hospitality division baccalaureate students only. Prerequisites: Consent of the Career Development Center and the permission of the hospitality division chair. Offered every year.

LDG 490B Hotel Cooperative Education (6 credits)

Guided cooperative education work experience for integrating study and experience. Students are contracted to maintain employment for a minimum of 480 hours over a pre-determined length of time with specified starting and ending dates (usually 5-6 months), working at an approved hospitality/tourism location. Open to

hospitality division baccalaureate students only. Prerequisite: Consent of the Career Development Center and the permission of the hospitality division chair. Offered every year.

LDG 490C Hotel Cooperative Education (12 credits)

Guided cooperative education work experience for integrating study and experience. Students are contracted to maintain employment for a minimum of 960 hours over a pre-determined length of time with specified starting and ending dates (usually 8-9 months), working at an approved hospitality/tourism location. An individual learning project will be assigned. Open to hospitality division baccalaureate students only. Prerequisites: Consent of the Career Development Center and permission of the hospitality division chair. Offered every year.

Note: A cooperative education experience for all hotel management, restaurant management, and travel and tourism students is mandatory. Students may select 490A, 490B or 490C to meet this program requirement.

Mathematics

MAT 050 Fundamentals of Algebra (3 credits)

This course includes a review of basic arithmetic and an introduction to elementary algebra. Offered every semester. (Credits awarded for this course are in addition to the 120-credit minimum graduation requirement).

MAT 105 Merchandising Mathematics (3 credits)

MAT 105 surveys the mathematics essential in the maintenance of the retail store-operating statements, mark-up and mark-down, average maintained mark-up, turnover, open-to-buy, and other topics at the discretion of the instructor. (Cannot be used as an elective by students who have already completed MAT 120 or MAT 150. A waiver of this restriction is awarded for four-year retailing majors.) Offered every fall.

MAT 112 Mathematics for Hospitality Administration (3 credits)

This applied mathematics course includes a variety of quantitative skills required by professionals in the hospitality field. (Open only to students enrolled in the Bachelor of Applied Science in Hospitality Administration program). Offered as needed.

MAT 120 Finite Mathematics (3 credits)

This course serves to both prepare students for other courses in the core curriculum and in their major as well as provide a basis for making decisions which they will encounter after graduation. Topics include solving equations, modeling with linear, quadratic, exponential and logarithmic functions, solving simple linear systems of equations, mathematics of finance, and probability. While these topics obviously are prerequisite to more advanced mathematics, they increasingly play a part in quantitatively sophisticated discussions of difficult and controversial public policy issues. Prerequisite: Competency in high school algebra. Placement in this

course depends on SAT math score, high school GPA and/or a mathematics placement examination administered by the mathematics faculty. (A student who has completed MAT 150 may not register for MAT 120). Offered as needed.

MAT 121 Mathematical Concepts and Techniques for Business (3 credits)

An anthology for business majors, this course enriches and augments the techniques developed in MAT 120. Special attention is given to developing the topics using business examples and employing calculators and computer packages wherever possible. Topics covered will include matrices and their application, introduction to linear programming, the summation notation, introduction to calculus applied to polynomials. Prerequisite: MAT 120 or MAT 150. Offered as needed. (A student who has completed MAT 150 may not register for MAT 121.)

MAT 125 Applications in Contemporary Mathematics (3 credits)

The course is designed to stress the connection between contemporary mathematics and modern society. Topics are selected from the following categories and are developed in a manner which blends theory with application. The course is divided into three general areas: (1) Management Science, (2) Social Choice (3) On Size and Shape. Prerequisite: MAT 120 or MAT 150. Offered as needed.

MAT 150 Honors Finite Mathematics (3 credits)

A course designed for students who enter the college with a demonstrated proficiency in high school algebra I and algebra II. This course will contain topics selected from each of the following areas: mathematics of finance, probability, matrices, linear programming and business calculus. (A student who has successfully completed MAT 120 and/or MAT 121 may not register for MAT 150). Prerequisite: Permission of the mathematics/science coordinator. Offered every fall.

MAT 151 Honors Applied Calculus (3 credits)

The course will examine functions which are non-linearly related. The fundamentals of differential and integral calculus will be developed and applied to a variety of business, life and social science settings. In the process of problem analysis, mathematical software and/or graphing calculators will enhance the course content. Prerequisite: MAT 150 or permission of instructor. Offered as needed.

MAT 220 Statistics (3 credits)

MAT 220 is a fundamental course in the application of statistics including descriptive statistics, probability distributions, hypothesis testing and basic linear regression. (A student who has completed MAT 250 may not register for MAT 220). Prerequisite: MAT 120 or MAT 150. Offered every semester.

MAT 250 Honors Statistics (3 credits)

A course designed for students who have completed MAT 150 with a grade of B or better. The topics explored in MAT 220 will be expanded and developed with more depth. (A student who has completed MAT 220 may not register for MAT 250.) Prerequisite: MAT 150 or permission of mathematics/science coordinator. Offered as needed.

MAT 300 Regression Analysis (3 credits)

Beginning with a review of hypothesis testing, the course quickly moves into a study of regression analysis of residuals, multiple regression, polynomial regression, indicator variables, and analysis of variance (as an extension of regression). Students will gain experience using SPSS or other suitable software. Prerequisite: MAT 220 or MAT 250 or equivalent. Offered as needed.

MAT 305 Introduction to Quantitative Methods (3 credits)

This course develops the use of probability models in management decisions. Topics will be chosen from the following: quality control, Bayesian Decision Theory, Markov Chains, linear programming, inventory control, queuing theory, replacement theory and simulation. The course may integrate computer work with class work (at the discretion of the instructor). Prerequisites: CIS 100 and MAT 220 or MAT 250. Offered as needed.

MAT 320 Discrete Mathematics (3 credits)

This course is designed to improve the critical thinking and problem solving skills of the student with emphasis on topics related to computer science. Topics considered include basic logic and truth tables, set theory, functions, number systems, mathematical induction, algorithms, combinatorics, equivalence relations, graph theory and trees. Additional topics could include error correcting codes, finite state automata and encryption. Prerequisite: MAT 120 or MAT 150. Offered every spring.

MAT 480 Independent Study (3 credits)

This course allows the student to investigate any mathematics subject not incorporated into the curriculum. Prerequisites: Permission of the instructor, program coordinator and liberal arts division chair. Offered every year.

Marketing**MKT 113 Introduction to Marketing (3 credits)**

This course examines the basic functions involved in the exchange process designed to meet customers' needs. Such functions include marketing research, target market selection, product design, promotional activities, distribution, and pricing. Offered every semester.

MKT 222 Principles of Retailing (3 credits)

This course studies the basics of retailing with emphasis on the development of retail institutions, store layout and design, merchandising, pricing, and contemporary problems of retailers in today's business environment. Prerequisite: MKT 113. Offered every semester.

MKT 320 Sales Management (3 credits)

This course analyzes the sales function in modern business. The course consists of a study of management of field sales forces with special emphasis on structural planning as well as on operational control over recruiting, retention, supervision, motivation, and compensation of sales personnel. Prerequisite: MKT 113, sophomore standing or permission of instructor. Offered once a year. Writing intensive course.

MKT 322/INT 322 International Retailing (3 credits)

This course will compare and contrast retail institutions in selected countries. An examination of the social, economic and political influences on the development of global retailers is conducted. A look at how retailing trends spread from culture to culture is considered. Examinations of the similarities and differences in merchandising, sales promotion, pricing, and personal selling policies of retailers around the globe are examined. Prerequisite: MKT 222 or permission of the instructor. Offered as needed.

MKT 327 Retail Site Selection and Facilities Planning (3 credits)

This course is concerned with store location research and begins with an analysis of urban areas - their functions, land use patterns, spatial organization, and the urban economy. Also featured in this course are concepts of store layout and design as they relate to proper marketing strategy in a retail environment. Importance of atmospherics, internal traffic patterns, and effective positioning of merchandise within a store are stressed. Prerequisite: MKT 222. Offered as needed.

MKT 331 Industrial Marketing (3 credits)

This course explores the concepts of how a business organization buys, how the market is evaluated, how the industrial marketing mix is established, how industrial marketing plans are developed and how to sell to the private industrial, institutional, and governmental markets. Prerequisite: MKT 113 or permission of instructor. Offered as needed.

MKT 335 Professional Selling (3 credits)

This course develops for the student an understanding of, and practical ability to use intelligent, ethical techniques of information presentation and persuasion. Although focused upon the sales function, learned persuasive techniques will have value in many other areas of social and professional life. Prerequisite: MKT 113. Offered once a year.

MKT 337 Marketing Research (3 credits)

This course introduces the student to the techniques of gathering, analyzing, and using information to aid marketing decision-making. Student projects may be required. Prerequisites: MKT 113 and MAT 220. Offered every semester.

MKT 345 Consumer Behavior (3 credits)

This course explores the behavior that consumers display in searching, purchasing, using, evaluating, and disposing of products. Prerequisites: MKT 113, and PSY 108 or SOC 112. Offered every semester.

MKT 350 Ethical Issues in Marketing (3 credits)

This course explores current ethical issues and problems in marketing. The emphasis is on identifying crucial issues, exploring all possible viewpoints, and examining remedies in order to facilitate the development of students' own positions on those issues. Prerequisite: MKT 113. Offered as needed.

MKT 360 Direct Interactive Marketing (3 credits)

Direct Interactive Marketing is the process of directing goods and services through consumer or business-to-business marketing channels where the desired consumer responses may be direct orders, lead generation and/or traffic generation. Marketing 360 will focus on such topics as developing mailing lists, relationship marketing, data base management, developing an effective sales message and media selection. The use of catalogs, direct mail letters and brochures, telemarketing and innovative electronic marketing as ways to reach the consumer will be explored. Prerequisites: MKT 113 and one other MKT course. Offered as needed.

MKT 362/ADV 362 Advertising Account Executive Seminar (3 credits)

A business/management/sales approach to the field of advertising. Students will be exposed to selling and marketing of advertising campaigns, and in addition, the management skills and competencies that are needed in the implementation of effective advertising planning. Students will be familiar with the roles and responsibilities of Executive Producers and Account Executives in sales and management. Prerequisites: MKT 113 and MKT 329. Offered as needed.

MKT 363/ADV 363 Advertising Copy and Design (3 credits)

This is the creative end of advertising where the actual "presentation" of the ad becomes the focus of this course. Harmony, consistency, effective use of colors, headlines, sub-headlines, borders, and amplification of the features, advantages and benefits of the product/service are emphasized. Students will be familiar with the creative competencies and skills needed in the formulation of effective campaigns in various media. Prerequisite: MKT/ADV 329, COM 330 or COM 331. Offered every other year.

MKT 428/ADV 428 Promotional Research & Media Measurement
(3 credits)

This course applies marketing research techniques to the field of promotion. Topics covered include: research for a promotional campaign and a survey of the research companies and reports used in evaluating the success of the promotional effort. Prerequisites: MKT 329, MKT 337 or permission of instructor. Offered every other year.

MKT 429/ADV 429 Advertising Campaigns (3 credits)

This advanced course in advertising and promotion covers the application of marketing strategies and theories to the development of a complete, multi-media advertising campaign. Aspects covered include: the gathering of primary and secondary marketing research data, the establishment of an integrated marketing strategy plan, the development of creative exhibits in both the strategy print and broadcast media, and the construction of a media traffic plan. Prerequisites: MKT 329 and MKT 337 or permission of instructor. Offered every other year.

MKT 432 Strategic Marketing Planning (3 credits)

Strategic Marketing Planning is the capstone course of the undergraduate marketing curriculum. It focuses primarily on decisions required of marketing executives as they seek to develop, implement, and control integrated marketing programs. Students will be asked to apply their understanding of marketing principles covered in other marketing courses to solve specific company problems. Topics include a diversity of product, market and industry environments. Prerequisites: MKT 113, MKT 337 and the completion of three of the following courses: MKT 222, MKT 320, MKT 329, MKT 331, MKT 345, MKT 350, MKT 360, MKT 433 and MKT 442; senior standing. Offered every spring. Writing intensive course.

MKT 433/INT 433 Multinational Marketing (3 credits)

The development of international marketing programs from the determination of objectives and methods of organization through execution of research, advertising, distribution, and production activities is covered. International similarities and differences in marketing functions, as related to the cultural, economic, political, social, and physical dimensions of the environment are examined. Also considered are the changes in marketing systems as well as the adoption of marketing philosophies and practices to fit conditions in different countries. Prerequisites: MKT 113 and ECO 202. Offered once a year.

MKT 440/ADV 440 Advertising Media Planning (3 credits)

This course analyzes media strategies through a quantitative approach. A statistical analysis is used for each of the media. In addition, this course looks at other media criteria, such as reach, frequency, CPM (cost per thousand) in determining the best media selection for advertising to specific markets. Students will be familiar with the financial, economic and market impact on business strategies as they pertain to media selection. Prerequisites: MKT 329 and MAT 220. Offered every other year.

MKT 442 Retail Management (3 credits)

An advanced level course beyond the scope of MKT 222, this course is geared to the retailing major. Inventory planning and control, operational budgeting, interpreting consumer demand, mall management, and overall coordination of merchandising policies within a retail framework are covered. Many different management styles are observed and discussed. Prerequisite: MKT 222 and junior or senior standing. Offered every spring. Writing intensive course.

MKT 470 Special Topics in Marketing (3 credits)

This course is an in-depth investigation into specialized research and application areas within the realm of marketing thought and theory. Topics may differ each time the course is offered. Prerequisites: MKT 113 and permission of the instructor. Offered as needed.

MKT 480 Independent Study (3 credits)

Independent study allows the student to investigate any marketing subject not incorporated into the curriculum or to do in-depth study or research in a specialized area of marketing. Prerequisites: Permission of instructor, marketing program coordinator and business division chair. Offered every year.

MKT 490A Marketing Cooperative Education (3 credits)

This closely supervised on-the-job training combines classroom theory with business experience. Students spend one semester working in an environment where marketing principles and practices can be learned firsthand. Prerequisites: Open to marketing majors only with permission of the Career Development Center and marketing program coordinator. Offered every year.

MKT 490B Marketing Cooperative Education (6 credits)

This closely supervised on-the-job training combines classroom theory with business experience. Students spend one semester working in an environment where marketing principles and practices can be learned firsthand. Prerequisite: Open to marketing majors only with permission of the Career Development Center and marketing program coordinator. Offered every year.

MKT 490C Marketing Cooperative Education (12 credits)

This closely supervised on-the-job training combines classroom theory with business experience. Students spend one semester working in an environment where marketing principles and practices can be learned firsthand. Prerequisite: Open to marketing majors only with permission of the Career Development Center and marketing program coordinator. Offered every year.

MKT 491A Retailing Cooperative Education (3 credits)

This closely supervised on-the-job training combines classroom theory with business experience. Students spend one semester working in an environment where retailing principles and practices can be learned firsthand. Prerequisites: Open to retailing majors only with permission of the Career Development Center and marketing program coordinator. Offered every year.

MKT 491B Retailing Cooperative Education (6 credits)

This closely supervised on-the-job training combines classroom theory with business experience. Students spend one semester working in an environment where retailing principles and practices can be learned firsthand. Prerequisites: Open to retailing majors only with permission of the Career Development Center and marketing program coordinator. Offered every year.

MKT 491C Retailing Cooperative Education (12 credits)

This closely supervised on-the-job-training combines classroom theory with business experience. Students spend one semester working in an environment where retailing principles and practices can be learned firsthand. Prerequisite: Open to retailing majors only with permission of the Career Development Center and marketing program coordinator. Offered every year.

New Hampshire College Seminar**NHC 100 PRO Seminar (3 credits)**

This course is for continuing education students re-entering the educational system. Topics covered in this seminar include self-knowledge, establishing personal goals, developing effective study skills, beginning the development of research skills, and practice in communications skills. Offered only in the Division of Continuing Education. Offered as needed.

Office Administration**OAD 220 Word Processing I (3 credits)**

Students learn to create, modify, format, spell check, copy, block, move, search and replace, outline, paginate, and use list files (Microsoft Word). In addition, students learn how to apply standard formats for business letters, manuscripts, reports, and tabulations. Offered as needed.

OAD 480 Independent Study (3 credits)

This course allows the student to investigate any office administration subject not incorporated into the curriculum. Prerequisites: Permission of instructor, business education program coordinator and liberal arts division chair. Offered every year.

Philosophy**PHL 210 Introduction to Western Philosophy (3 credits)**

This course provides a general introduction to the big questions of philosophy: questions of existence, knowledge, freedom and meaning. The purpose of the course is twofold: to introduce students to some great thinkers and theories while engaging students in the exploration of the same beginning questions applied to contemporary issues. Offered every year.

PHL 214 Logic Language and Argumentation (3 credits)

PHL 214 is the study of the fundamental principles of correct and incorrect argument, historical forms of deductive logic, and the significance of language and clear verbalization. Offered as needed.

PHL 215 Moral Decision-Making: Theories and Challenges (3 credits)

This ethics course addresses the ways people make judgments about right and wrong actions. Areas of consideration include theories of morality, moral development and decision-making, comparisons between morality and other areas of life such as law and religion, as well as contemporary moral issues facing individuals and society. Offered every year.

PHL 216 Business Ethics (3 credits)

Business Ethics examines a philosophical study of moral issues in business. Topics include such issues as corporate responsibility, conflicts of interest, morality in advertising, preferential hiring (e.g., minorities and women), personal morality vs. loyalty to employer, as well as cultural theoretical issues and their impact on business decisions. Offered every semester.

PHL 230 Religions of the World (3 credits)

World Religions reviews the emergence of various belief systems, their differences as well as their similarities. Students explore the role of religious belief in the course of human history. Whenever possible, speakers representing the various religions are invited to the class. Special emphasis is given to the five major religions: Hinduism, Buddhism, Judaism, Christianity and Islam. Offered every year.

PHL 246 Understanding Non-Western Philosophy (3 credits)

This course, which focuses on classics from non-western traditions, is meant to enrich students' understanding of those philosophical works which have shaped entire cultures. Selections are drawn from the literary, religious and philosophical works of Africa, West, South and East Asia, giving students a greater appreciation of the contemporary world, as well as basic philosophical issues. Offered as needed.

PHL 480 Independent Study (3 credits)

This course allows the student to investigate any philosophy subject not incorporated into the curriculum. Prerequisites: Permission of the instructor, program coordinator and liberal arts division chair. Offered as needed.

Psychology

PSY 108 Introduction to Psychology (3 credits)

PSY 108 is an introduction to various areas of psychology including scientific investigation, motivation, personality, intelligence, behavioral deviation, perception, learning, and human development. It provides a basis for further study in related areas. Offered every semester.

PSY 201 Educational Psychology (3 credits)

This course emphasizes the nature of human learning, with a study of the concepts of readiness, motivation, retention, individual differences, development, reasoning, and measurement in relation to the learning process. Consideration of the concepts of psychological principles of testing and learning technology are also emphasized. Prerequisite: PSY 108. Offered every year. Writing intensive course.

PSY 211 Human Growth and Development (3 credits)

PSY 211 studies physical and psychological development from the prenatal period to death. In addition, the course considers the patterns of human development. Prerequisite: PSY 108. Offered every year.

PSY 213 Psychology of Individual Adjustment (3 credits)

PSY 213 studies the dynamics of adjustment to problems of modern living which include those adjustments students have made, are making and will make. Research information and self-understanding are emphasized. Prerequisite: PSY 108 or permission of the instructor. Offered as needed.

PSY 215 Psychology of Abnormal Behavior (3 credits)

This course offers students an opportunity to better understand human behavior. It also studies the similarities and differences between normal and abnormal reactions to environmental stimuli. Prerequisite: PSY 108. Offered every year.

PSY 216 Psychology of Personality (3 credits)

Personality is studied from the standpoint of theories, applications, and individual and group patterns of behavior formation. Prerequisite: PSY 108 or permission of the instructor. Offered every year.

PSY 220 Resident Life Psychology (3 credits)

This course explores the psychological and social development of college students living in residence halls at college. Through discussion, written/oral projects and experiences, students will examine their first-hand job applications in the light of theories of student development, organizational theory and group-work. Open to students in the resident assistant program. Offered as needed.

PSY 224 Research Methods (3 credits)

The student should understand a variety of methods, including experimental, survey, co-relational and case-history techniques. He/she should be aware of the strengths and weaknesses of each method and understand when each method is best used. Prerequisites: PSY 108 and MAT 220. Offered as needed. Writing intensive course.

PSY 257 Social Psychology (3 credits)

Social Psychology is an interesting, dynamic study of how people's thoughts, feelings, and actions are affected by others. Issues discussed include prejudice, conformity, interpersonal attraction and violence, emphasizing scientific methods in the study of such phenomena. Prerequisite: PSY 108. Offered as needed.

PSY 311 Child and Adolescent Development (3 credits)

PSY 311 will focus in *depth* on the developmental issues of childhood and adolescence. A solid understanding of concepts and theories acquired from PSY 211 will be developed and applied. Research in the field, case studies, and observations will be required. Prerequisite: PSY 108 and PSY 211. Offered as needed.

PSY 312 Psychology of Childhood and Adolescent Adjustment (3 credits)

This course focuses on typical life experience conflicts and transitions faced by students in our complex society. An in-depth analysis of specific adjustment issues encountered by school age children is emphasized through research and case studies. Prerequisites: PSY 108 and PSY 211. Offered as needed.

PSY 313 Behavior Management (3 credits)

PSY 313 focuses on principles of learning theories and current behavioral research applied to school age children. Practical approaches and ethical issues are emphasized. Prerequisites: PSY 108 and PSY 211. Offered as needed.

PSY 314 Disorders of Childhood and Adolescence (3 credits)

This course focuses specifically on an introduction to the classification of disorders of childhood and adolescence and the current available treatment approaches. Psychology of Abnormal Behavior is essential to be able to understand the etiology and manifestation of the disorders, as well as the impact on the individual, family and society. Current research in the field and case studies will be used. Prerequisites: PSY 108, PSY 211 and PSY 215. Offered as needed.

PSY 315 The Art and Skills of Helping (3 credits)

This course will examine the history and philosophy of specific helping professions in the fields of psychology, sociology and human services. Several broad theoretical perspectives will be studied and applied in role-play situations. Prerequisites: PSY 108, PSY 216. Offered as needed.

PSY 317 Reading and Research in Psychology (3 credits)

Seminar and/or individual meetings. Prerequisites: 6-9 hours in psychology including PSY 108 (at least 3 hours at New Hampshire College) and permission of instructor. Offered as needed.

PSY 320 Psychology of Individual Differences and Special Needs (3 credits)

This course provides knowledge and understanding of exceptional children and adolescents. The approach is both theoretical and practical. Prerequisite: PSY 108. Offered every year.

PSY 331 Human Sexuality (3 credits)

This course deals with sex as it relates to the individual, family, group and society. While this is a psychology course, some use is made of the techniques and knowledge from the biological and social sciences, and the humanities. Personal insights as well as academic achievement are expected results of this course. Prerequisite: PSY 108 or permission of the instructor. Offered as needed.

PSY 335 Assessment and Testing (3 credits)

The student should be aware of the use and abuse of psychometric techniques. The specific techniques in current use should be introduced and understood. While knowledge about specific tests may be somewhat limited, the students should have a knowledge of the types of tests and techniques available. Prerequisites: PSY 108, PSY 224 and MAT 220. Offered every year.

PSY 444 Senior Seminar in Psychology (3 credits)

This capstone course will integrate the earlier classroom and practical experience with a focus on current issues in psychology. This course will probably include cross-cultural aspects of psychology, ethics, recent career trends in psychology, and other topics dictated by the “current events” of psychology. Coverage may change over time, but the basic focus on integrating the past and anticipating the future for the psychology seniors will be the major concern. Prerequisites: PSY 108, PSY 211, PSY 215, PSY 216, PSY 224 and PSY 335. (One prerequisite may be taken concurrently.) Writing intensive course. Offered every year.

PSY 480 Independent Study (3 credits)

This course allows the student to investigate any psychology subject not incorporated into the curriculum. Prerequisites: Permission of the instructor, program coordinator and liberal arts division chair. Offered as needed.

PSY 490A Psychology Cooperative Education (3 credits)

Students may use three hours of free electives for placement in a supervised, career-related work experience. the student reports on the experience as required by the Cooperative Education syllabus. While the experience is administered through the Career Development Center, academic evaluation is provided by the Program Coordinator. Prerequisites: Permission of Program Coordinator and the Career Development Center. Offered every year.

PSY 490B Psychology Cooperative Education (6 credits)

Students may use six hours of free electives for placement in a supervised, career-related work experience. The student reports on the experience as required by the Cooperative Education syllabus. While the experience is administered through the Career Development Center, academic evaluation is provided by the Program Coordinator. Prerequisites: Permission of Program Coordinator and the Career Development Center. Offered every year.

PSY 490C Psychology Cooperative Education (12 credits)

Students may use twelve hours of free electives for placement in a supervised, career-related work experience. The student reports on the experience as required by the Cooperative Education syllabus. While the experience is administered through the Career Development Center, academic evaluation is provided by the Program Coordinator. Prerequisites: Permission of Program Coordinator and the Career Development Center. Offered every year.

Restaurant Management

REST 109 Food Purchasing (3 credits)

An examination of the various grades, types and varieties of fresh and processed fruits, vegetables, meats, fish, shellfish, poultry, dairy products, and various sundry items, and the methodology of purchasing food in large quantities. Additional topics include wholesale and retail cuts of meat, standard purchasing procedures, specifications, centralized procurement, and container sizes. Comparisons are made between the various types of frozen and canned fresh fruits and vegetables. Offered every year.

REST 110 Quantity Food Production I (3 credits)

Three lecture/laboratory hours, 1 lecture hour. This is a beginning course in the theory and preparation of haute cuisine. Students will prepare appetizers, stocks, soups, sauces, vegetables, meats, poultry, fish, shellfish, salads, salad dressings, and pasta products. The relationship of herbs and spices to various dishes are studied. The course also includes the theory and preparation of breads, rolls, pies, cookies, and other baked products. Sanitation, safety, equipment, and usage are stressed. Offered every year.

REST 111 Quantity Food Production II (3 credits)

Three lecture/laboratory hours, 1 lecture hour. This is an advanced course in the theory and preparation of haute cuisine under conditions of quantity food production management. Special emphasis is placed on both classical and international dishes. The course covers such areas as complete menus and menu planning which evolve around the different kinds of foods found in other countries. Classical pastries and desserts are also included. Prerequisites: REST 109 and REST 110. Offered every year.

REST 319 Restaurant Management (3 credits)

This course is designed to provide instruction in operational restaurant management. Included are the history and development of restaurants, food production and menus, size, scope and classification of restaurants, principles of American, French, Russian and English services, principles of menu making, layout and design of restaurants, marketing and sales promotion, management of personnel and human relations, and food and beverage control procedures. Offered every year.

REST 422 Beverage Management and Control (3 credits)

This course covers the operation and management of cocktail lounges and bars. It includes layout and design of the facility, equipment used to operate it, control procedures, mixology, customer relations, staffing, marketing the facility, sanitation procedures, and regulations affecting operations. Offered every year.

REST 424 Wines and Beverages (3 credits)

This course covers the history and development of wines, beers and spirits from ancient to modern times. Areas of study include major wine and beverage producing regions, techniques and production, wine and beverage merchandising, world

wide laws and regulatory bodies which govern product distribution, wine labels, and supply and demand equilibrium. Grape varieties and the effect of vintage years on prices are also covered. Prerequisite: Legal age. Offered every year.

REST 451 Nutrition (3 credits)

The changes in consumer dining habits mandate an awareness of the importance of proper nutrition in menu offerings. Included in the course are an examination of food requirements for the aged, special needs diets and health conscious groups. Specific topics covered include balanced diets, vitamin and mineral needs, low cholesterol menu items, low sodium menu items, and special needs diets. These are discussed in conjunction with the need for appetizing menu items and tasteful foods. Prerequisite: REST 111. Offered as needed.

REST 480 Independent Study (3 credits)

This course allows a student to independently study a subject not included in the curriculum, or one that is in the curriculum but not offered. Prerequisites: Permission of the instructor and hospitality division chair. Offered every year.

REST 490A Restaurant Cooperative Education (3 credits)

This is a guided cooperative education work experience for integrating study and experience. Students are contracted to maintain employment for a minimum of 240 hours over a pre-determined length of time with specified starting and ending dates (usually 3 months) working at an approved hospitality/tourism location. Open to hospitality division baccalaureate students only. Prerequisites: Consent of the Career Development Center and permission of the hospitality division chair. Offered every year.

REST 490B Restaurant Cooperative Education (6 credits)

This is a guided cooperative education work experience for integrating study and experience. Students are contracted to maintain employment for a minimum of 480 hours over a pre-determined length of time with specified starting and ending dates (usually 5-6 months) working at an approved hospitality/tourism location. Open to hospitality division baccalaureate students only. Prerequisites: Consent of the Career Development Center and permission of the hospitality division chair. Offered every year.

REST 490C Restaurant Cooperative Education (12 credits)

This is a guided cooperative education work experience for integrating study and experience. Students are contracted to maintain employment for a minimum of 960 hours over a pre-determined length of time with specified starting and ending dates (usually 8-9 months) working at an approved hospitality/tourism location. An individual learning project will be assigned. Open to hospitality division baccalaureate students only. Prerequisites: Consent of the Career Development Center and approval of the hospitality division chair. Offered every year.

Note: A cooperative education experience for all hotel management, restaurant management, and travel and tourism students is mandatory. Students may select 490A, 490B, or 490C to meet this program requirement.

Science

SCI 211 Survey of the Biological Sciences (3 credits)

In this course selected topics within the various biological sciences are studied. Ecology in our modern society as well as historical developments, are considered. Prerequisite: ENG 121 or permission of instructor. Offered as needed.

SCI 212 Principles of Physical Science I (3 credits)

A study of the basic concepts of physical science. Topics covered include: influence of the scientific method in understanding science, energy and motion; Newtonian Physics; the solar system; the universe and geology. Prerequisite: ENG 121 or permission of instructor. Offered as needed.

SCI 213 Principles of Physical Science II (3 credits)

A study of other basic concepts of physical science. Topics to be covered include: electricity and magnetism, heat, atoms and molecular theory of the atom, chemical reactions and basic organic chemistry. SCI 212 is not required for SCI 213. Prerequisite: ENG 121 or permission of instructor. Offered as needed.

SCI 215 Contemporary Health (3 credits)

Contemporary Health will expose the student to the three major dimensions of health-physical, emotional and social. Issues such as health, nutrition, substance abuse, infectious diseases, and stress management will be discussed. The student will learn to relate a knowledge of health intelligently to the social issues of our day. Prerequisite: ENG 121 or permission of instructor. Offered as needed.

SCI 217 Introduction to Anatomy and Physiology (3 credits)

This course is intended to introduce the student to the fundamental principles of anatomy and physiology and the relationships of all the body systems and their functions. Prerequisite: ENG 121 or permission of the instructor. Offered as needed.

SCI 219 Environmental Issues (3 credits)

By examining major environmental problems, the student is made aware of current and possible future issues from the perspectives of society, business and the individual. Prerequisite: ENG 121 or permission of instructor. Offered as needed.

SCI 220 Energy and Society (3 credits)

This course surveys various forms of energy which are available in an industrial society. The environmental impact as well as the continued availability of each form of energy will be discussed. Special emphasis will be given to conservation of energy sources and the development of alternative sources of energy in the home and industry. Prerequisite: ENG 121 or permission of instructor. Offered as needed.

SCI 335/SOC 335 Technology and Society (3 credits)

This course is an examination of how technology and science impact society and their relationship to other disciplines such as economics, ethics, the arts and religion. Prerequisites: ENG 121 and at least 3 credits in science recommended or permission of instructor. Offered as needed.

SCI 480 Independent Study (3 credits)

Prerequisites: ENG 121 and permission of instructor, program coordinator and liberal arts division chair. Offered as needed.

Social Science**SCS 224 Research in Social Science (3 credits)**

The student should understand a variety of methods, including experimental, survey, co-relational and case-history techniques. He/she should be aware of the strengths and weaknesses of each method and understand when each method is best used. Prerequisites: PSY 108 and MAT 220. Offered as needed. Writing intensive course.

SCS 301 American Law and Legal Systems (3 credits)

This course is an introduction to the Law and the systems which are designed to make it work. It has been specifically designed to take a balanced teaching approach with objectives to give the student and understanding of the ever-changing nature of the Law and how it works as well as an understanding of its development.

SCS 444 Senior Seminar in Social Science (3 credits)

This course serves as the capstone for social science majors. It draws upon the knowledge gained in the social science concentration as well as the liberal arts core as the foundation for a guided research project in one of the social sciences. Prerequisite: Senior standing. Offered every spring. Writing intensive course.

SCS 470 American Law and Legal Systems (3 credits)

This course is an introduction to the Law and the systems which are designed to make it work. Including all major areas of the law as well as the systems designed to support it, the course will not only help those who are considering following a profession in the law but also those who wish to be informed about a subject which has such a strong influence on societal values. Offered yearly.

SCS 490B Social Science Cooperative Education (6 credits)

Prerequisites: Consent of the Career Development Center and permission of the program coordinator. Offered every year.

SCS 490C Social Science Cooperative Education (12 credits)

Prerequisites: Consent of the Career Development Center and permission of the program coordinator. Offered every year.

Sociology**SOC 112 Introduction to Sociology (3 credits)**

This course studies the organization of social behavior and relationship of society and social conditions. Emphasis is placed on culture, norm stratification, systems, structure, social institutions, and social change. Offered every semester.

SOC 213 Sociology of Social Problems (3 credits)

Analysis of contemporary social problems in American and other societies; for example, economic limitations, class and poverty issues, race and ethnic relations, sexism, ageism, environmental, and population concerns. Prerequisite: SOC 112 or permission of the instructor. Offered every year.

SOC 317 Sociology of the Family (3 credits)

SOC 317 is the sociological examination of the family institution in America and other societies. Both traditional and nontraditional family patterns are studied to provide a structure for understanding sex, marriage, family, and kinship systems. Prerequisite: SOC 112 or permission of the instructor. Offered every other year.

SOC 324 Crime and Violence in American Society (3 credits)

This course examines the nature, causes and consequences of crime and violence in American society. Methods for detecting, preventing and treating criminal behavior are also discussed with a specific examination of local criminality and agencies of control. Prerequisite: SOC 112 or permission of the instructor. Offered every other year.

SOC 326 Sociology of Deviant Behavior (3 credits)

SOC 326 is the sociological analysis of the nature, cause, and societal reactions to deviance such as mental illness, suicide, drug and alcohol addiction, and sexual deviations. Prerequisite: SOC 112 or permission of the instructor. Offered every other year.

SOC 328 Aging in Modern Society (3 credits)

This course is the examination of basic social processes and problems of aging. Social and psychological issues are discussed as well as issues involved with death and dying. Prerequisite: SOC 112 or permission of the instructor. Offered every other year.

SOC 330 Minority Relations (3 credits)

This course examines minority relations in America and other societies including the nature of minority-dominated interaction, the sources and operation of prejudice and discrimination, and the typical reactions of minorities to their disadvantaged position. Prerequisite: SOC 112 or permission of the instructor. Offered every other year.

SOC 480 Independent Study (3 credits)

Prerequisites: Permission of instructor, program coordinator and liberal arts division chair. Offered as needed.

Sport Management

SPT 111 Sport Management I (3 credits)

This introductory course emphasizes management principles related to the business of sports. It includes personnel, programs, marketing, media, financial management and an overview of career possibilities in this growing field. Offered every fall.

SPT 114 Sport and Society (3 credits)

This course examines the major issues and controversies of sport in society. The student will develop an appreciation of how sport in society contributes to the analysis and understanding of human behavior in sports contexts. The student will be encouraged to ask questions and think critically about sports as a part of social life. Offered every spring.

SPT 207 Law and Sport Management (3 credits)

This course presents the legal issues that are particular to managers of sport programs at the professional, college, and community levels. Prerequisite: SPT 111. Offered every semester.

SPT 208 Sport Marketing (3 credits)

Current marketing problems related to sports are studied. Marketing techniques used to develop an effective sports marketing plan are implemented. Prerequisite: MKT 113. Offered every semester.

SPT 319 Sport Sales and Public Relations (3 credits)

This course presents a cross-disciplinary approach to a variety of marketing, sales and public relations issues that confront a sport manager. Prerequisites: ENG 121 and SPT 208. Offered every semester.

SPT 321 Fitness Management (3 credits)

This course will provide specific personal fitness information. Other topics include the use and purchase of fitness equipment and staffing and management concerns for club, corporate, and collegiate settings. Prerequisite: SPT 208 or permission of instructor. A twenty five dollar lab fee is required to cover CPR certification. Offered every semester.

SPT 401 Sport Facilities Management (3 credits)

The elements of managing such sport facilities as arenas, stadiums, and athletic complexes form the content of this course. Prerequisite: SPT 319 or permission of instructor. Offered every semester.

SPT 402 Sport Revenue (3 credits)

This course provides students with a comprehensive understanding of the many traditional and innovative revenue acquisition methods available to sport organizations. Along with conventional income sources, such as tax support, ticket sales, concessions, and fund raising, students will receive in-depth exposure to more recent innovations related to licensing sport products, media sales, and corporate sponsorship. Prerequisite: SPT 319 or permission of instructor. Offered as needed.

SPT 461 Seminar in Sport Management (3 credits)

This course serves as the capstone course of the concentration and major. Students will integrate the knowledge and skills from courses in the concentration and allied business courses in order to solve problems that a sport manager is likely to encounter. Prerequisites: SPT 319 and SPT 321. Sport management or business studies/sport management concentration majors only. Offered as needed.

SPT 491B Sport Management Cooperative Education (6 credits)

This closely supervised on-the-job training combines classroom theory with business experience. Students spend one semester working in an environment where sport management principles and practices can be learned firsthand. Prerequisites: Consent of the sport management coordinator and Career Development Center. Offered as needed.

SPT 491C Sport Management Cooperative Education (12 credits)

This closely supervised on-the-job training combines classroom theory with business experience. Students spend one semester working in an environment where sport management principles and practices can be learned firsthand. Prerequisites: Consent of the sport management coordinator and the Career Development Center. Offered as needed.

Culinary**TCI 101 Introduction to Culinary Arts (1.5 credits)**

This course introduces the student to cuisine and the food service industry by reviewing the historical development and cultural impact of food, wine, and dining throughout the ages. In this course students will develop an understanding of the current role of gastronomy and build industry terminology. Offered as needed.

TCI 108 New American Cuisine (1.5 credits)

This course is designed to gain knowledge of the properties of the new American cuisine and to create lighter, healthier foods for consumption and home preparation. Offered as needed.

TCI 109 Food Purchasing (3 credits)

This course exposes the student to the duties of stewardship and all related purchasing functions. Selecting purveyors, ordering, receiving, storage and issuing are examined as well as all the specifications and paperwork involved. The student is also introduced to examination of grades, types and varieties of fruits, vegetables, meats, fish, and sundry products. An overall view of the food purchasing function is not only studied but actually practiced by the student. Offered once a year.

TCI 110 Culinary Skills and Procedures (3 credits)

This is a foundation course for students embarking on a culinary career. It emphasizes basic cooking techniques, culinary terminology, and the proper uses of culinary tools. A typical class consists of a classroom lecture and demonstration of food preparation by the instructor, followed by hands-on food production by the students. Goals of the course include learning the importance of detailed organization or "Mise en Place," correct cooking procedures, and appropriate attitudes towards the culinary profession as developed by the Culinary Institute and the American Culinary Federation. Offered twice a year.

TCI 111 Food Production (3 credits)

Food Production continues TCI 110 with lectures and demonstrations to strengthen the student's background and knowledge of cooking techniques and their application to a variety of products. Sauce production and meat fabrication will also be studied in more detail. Students also produce multi-course American menus. Appropriate readings and written assignments are included. Prerequisite: TCI 110 or permission of instructor. Offered twice a year.

TCI 113 Bakeshop I (3 credits)

This course defines basic baking terminology, ingredients, and methods. Techniques discussed in each class session are applied in actual production of baked items including yeast breads, puff pastry, danish dough, quick breads, eclair paste, tarts, and pies. The student will be asked to analyze the components of each baked good and will learn how to evaluate the finished product. Proper sanitation and safety techniques in the bakery will be emphasized. Offered twice a year.

TCI 114 Bakeshop II (3 credits)

This course is a continuation of TCI 113, Bakeshop I. A lecture and lab format is used to introduce students to techniques used in the production of chiffon, bavarian, mousses, pastry cream and other fillings, phyllo dough products, cakes and icings. Basic cake decorating techniques are also introduced. Prerequisite: TCI 113. Offered twice a year.

TCI 116 Sanitation (1.5 credits)

This course examines the fundamentals of food service sanitation and the techniques of proper sanitation practices, safety practices, and first aid. Students become familiar with Federal and State food service sanitation requirements. Topics studied include the consequences of poor sanitation, purchasing and receiving safe food, storing food safely, cross contamination, harmful pathogens, pest management, employee sanitation training, and food service equipment cleaning. Offered once a year.

TCI 121 Culinary Math (1.5 credits)

This course reviews the fundamental computational skills required for accurate food service preparation, operation and management. Topics covered include operations with whole numbers, fractions, decimals, percents, weights and measures, recipe conversion, menu pricing, inventories, and food costs. Offered every year.

TCI 124 Culinary French (1.5 credits)

A basic introduction to French language and culture as it relates to cuisine. This course focuses on culinary terminology and the correct pronunciation of various culinary tools, techniques and menu items. Offered once a year.

TCI 127 Nutritional Cooking (3 credits)

Through this course the student will develop knowledge towards a cohesive concept of health. Because the majority of all diseases and illnesses is directly related to lifestyle, emphasis is on day-to-day living and the individual's responsi-

bility to and for him/herself. Contemporary nutritional theories are applied in the production lab where students practice various dietary menus. Offered once a year.

TCI 150 Holiday Baking (1.5 credits)

The holiday baking course is designed for the non-professional baking enthusiast, and concentrates on traditional and non-traditional baking of holiday bread and desserts. The course explores basic decorating techniques and enhances creative flair for displaying holiday favorites. Offered as needed.

TCI 201 Culinary Competition (1.5 credits)

All students in the Culinary Competition course must enter and prepare food for the Category E/2: Hot Food Displayed Cold at the New Hampshire Lodging and Restaurant Culinary Classic. Students may also elect to enter Category K: Student Contemporary Hot Food, as an additional category. Culinary competitions allow students a chance to refine and demonstrate their skills, explore their creative cooking talents and provide them an opportunity to achieve recognition. A desire to compete, be receptive to detailed critiques from instructor and classmates, and an ambition to refine culinary fundamentals is critical for success in this course. A minimum of eight hours outside of class will be required the week of the competition. Prerequisite: TCI 111.

TCI 211 Food Production II (3 credits)

Students will strengthen their cooking skills and techniques by producing food to be served in the public restaurant and banquet facilities. Students will rotate through each station of the kitchen practicing the skills and techniques learned in TCI 110 and 111. In addition to the strong emphasis on classical cooking techniques, students will gain production experience in breakfast cookery, salads and dressings, hot and cold hors d'oeuvres, canapés, sandwiches, cheeses, and a la carte desserts. The development of production techniques, timing and organizational skills are emphasized. Prerequisite: TCI 111. Offered as needed.

TCI 217 Classical Cuisine (3 credits)

Students prepare products using classic recipes from specific regions in France. They learn the cooking techniques that have been proven over time and how regional influences have helped shape the foods indigenous to French cooking. Food is prepared in this class for "a la carte" service in the public dining room of the Culinary Institute. Prerequisites: TCI 111 and TCI 124. Offered as needed.

TCI 218 International Cuisine (3 credits)

In this production class, the student prepares the cuisine of six different nationalities. Mid-Eastern, Latin, Bavarian, Italian, Chinese and Asian cuisines are practiced, and then a set menu is provided for service in the culinary dining room. All facets of a country's cuisine from appetizers through desserts are studied. Prerequisites: TCI 111 and TCI 217. Offered as needed.

TCI 220 Garde Manger (1.5 credits)

The presentation of this course is as diverse as the industry's position of garde manger. The student is introduced to the food show competition in both hot and cold food disciplines through in-house competitions which emphasize the development of the student's eye for quality and aesthetics. Basic ice carving, buffet layout, and design with extensive cold food work, including chaud froid and aspic are taught. Prerequisite: TCI 111. Offered as needed.

TCI 222 Contemporary Sauces (1.5 credits)

This course is based on the broad spectrum of sauce making. The students will study why and how different sauces are created and the building stages necessary to prepare them. Students will have extensive practical experience in making stocks. Classical French sauces will be reviewed and the "mother sauces" will be used to prepare classic as well as contemporary interpretations. The specific function or purpose of sauces will be emphasized as will the pairing of sauces with different foods throughout the course. Prerequisite: TCI 110. Offered as needed.

TCI 226 Cooperative Education Seminar (1.5 credits)

Cooperative Education Seminar I prepares students for full participation in their cooperative education experience. Students explore the relationship of each of the social sciences (anthropology, history, sociology, political science, psychology) to the workplace. Students are assisted in finding a cooperative education experience best suited to their individual needs and career aspirations. Requirements for receiving academic credits for the cooperative education experience are set forth in this course. Prerequisite: TCI 243 or permission of the instructor. Offered once a year.

TCI 228 French and La Cuisine (3 credits)

This French course is an introduction to French people, French culture, and the French language connected to culinary purposes. It will train students and faculty members in the proper French used in everyday life. Prerequisite: TCI 124 or permission of instructor. Offered as needed.

TCI 229 Spa Cuisine (1.5 credits)

This course is designed to build a greater awareness and understanding of today's health conscious and educated food service patron. It addresses the marriage of nutrition and the imaginative, flavorful cuisine demanded by today's consumer. The emphasis of the course is upon the use of fresh produce, lean meats, and alternative methods of flavoring. Creativity and nutrient density of foods served are very important components of menu design in this course. The major emphasis of the course is upon the preparation, marketing, merchandising and selling of healthy menus. Offered as needed.

TCI 230 Retail Baking (3 credits)

This lab and service course provides students with the opportunity to produce and merchandise bakery products for sale to the public. Students will research, develop and produce products to augment the basic menu of the public coffee and pastry shop. Prerequisite: TCI 114. Offered as needed.

TCI 233 Bakeshop III - Classical Baking (3 credits)

Through the use of lecture, demonstration and student participation in baking labs, students become more proficient in baking techniques learned in the previous two courses. More emphasis is placed on classical terms, desserts, terminology, equipment and techniques. Specific emphasis is on decorative projects. Prerequisite: TCI 114. Offered once a year.

TCI 235 Regional Cuisine (3 credits)

This course explores the historical implications of, and their effect on, the development of regional American cuisines. The diverse ethnic backgrounds, regional availability, and their role in the development of truly American dishes are explored. The student will assemble and produce menus which encompass cuisine from a region's earliest beginnings to a variety of food that is prepared today. Prerequisite: TCI 111. Offered once a year.

TCI 237 Menu/Facilities Planning (3 credits)

Since a menu is the focal point of any food service operation, proper menu planning is vital for success. This class is structured to give the student a firm working knowledge in menu writing techniques. Color, layout, design, and merchandising tools as they pertain to different establishments are discussed. Students participate in actual menu design and facilities layout of a food service establishment according to their own specifications as part of a class project. Prerequisite: TCI 243 or permission of instructor. Offered once a year.

TCI 240 Bakeshop IV - Advanced Pastry (3 credits)

This practical lab course introduces students with an interest in baking to more advanced mediums used in decorative pastry items. Each class session begins with a discussion of a specific medium and the scientific principles governing its manipulation. Students are presented with a basic recipe and technique and are given lab time to develop their skill with each medium. Ways to incorporate the item of the day into a more elaborate showpiece are taught as well. Prerequisite: TCI 114 or permission of instructor. Offered as needed.

TCI 243 Principles of Table Service (1.5 credits)

This course explores the historic and practical features of French, American, Russian, English and Buffet style table service. Emphasis is placed on restaurant and banquet presentation, supervision and operation. Traditional skills are studied concerning the pairing of food and wine, beverage service and liability, and table side cooking. Offered as needed.

TCI 245 Catering (1.5 credits)

This elective course emphasizes the many considerations of establishing a social catering business. The focus of lectures include culinary and business skills necessary for success, licensing and insurance requirements, development of a marketing plan, the menu and pricing, contracting a catered affair, and how to create a memorable event. Although primarily a lecture course, catering students will be involved in the contracting, preparation, and service of at least one catered affair during the semester. Lab time outside of lecture will be required for fulfillment of catering jobs. Prerequisite: TCI senior standing or permission of instructor. Offered as needed.

TCI 247 Service Practicum I (1.5 credits)

Students will practice a variety of service styles, guest relations, order taking, cash handling and presentation skills in the public restaurant and banquet facilities. Service periods may include week nights and Saturdays. Prerequisite: TCI 243. Offered as needed.

TCI 248 Bakery Management (1.5 credits)

This lecture and lab course will explore the challenges of retail bakery operations. Students will participate in advanced customer service, product merchandising and supervisory duties as they relate to the operation of the public coffee and pastry shop. Prerequisite: TCI 230.

TCI 250 Principles of Supervision (1.5 credits)

This course will focus on the basic principles of supervising a food service operation. Management theories will be explored in the context of a changing service industry. Emphasis will be placed on hiring, training, motivating, directing, delegating and problem solving as a chef-manager. Prerequisite: TCI 243. Offered as needed.

TCI 252 Service Practicum II (1.5 credits)

Students will practice a variety of service styles and participate in advanced service and supervisory duties as they relate to the operation of the public restaurant and banquet facilities. Service periods may include week nights and Saturdays. Prerequisites: TCI 243 and TCI 247. Offered as needed.

TCI 256 Food and Beverage Cost Control (3 credits)

This course reviews the computational arithmetic skills required for accurate food service preparation, operation, and management. Emphasis is placed on methods used to solve mathematical problems which relate to food service operations. Topics covered include operations with whole numbers, fractions, decimals, percents, weights and measures, recipe conversion, menu pricing, food cost, inventories, break-even analysis, and financial statements. Use of a calculator is stressed. Prerequisite: TCI 121. Offered once a year.

TCI 260 Garde Manger II (1.5 credits)

This course will expand upon the areas covered in the first section of Garde Manger I (a prerequisite) and introduce the student to new fields of classical Garde Manger. The expanded areas will include buffets and banquets, and hors d'oeuvre and canapés. The student will be introduced to new fields in charcuterie; brines, cures, marinades and smoked food; edible and non-edible centerpieces and food show competitions. This is a lab course and the areas of garde manger will be practiced each week. Each session will begin with a class discussion of the day's topic followed by a demonstration by the instructor. The students will then work on projects based on the discussion and demonstration. Terminology (French and English) associated with garde manger II and readings in the textbook will be required for outside study. Quizzes will be given throughout the course along with midterm and final examinations. Prerequisite: TCI 220. Offered as needed.

TCI 278 International Baking I (1.5 credits)

Students will research and learn about the different desserts and baking that have evolved and developed in different regions of the world. The chef will lecture on and demonstrate different international products and techniques, and on their use in the appropriate cuisines. Prerequisite: TCI 113, TCI 114. Offered as needed.

TCI 279 International Baking II (1.5 credits)

Students will research and learn about the different desserts and baking that have evolved and developed in different regions of the world. The chef will lecture on and demonstrate different international products and techniques, and on their use in the appropriate cuisines. Prerequisite: TCI 114. Offered as needed.

TCI 390A Culinary Cooperative Education (3 credits)

Guided cooperative education experience for integrating study and experience. Students are contracted to maintain employment over a pre-determined length of time with specified starting and ending dates (usually a 3-4 month summer season) working at an approved food service operation. Open to Culinary Arts students only. Prerequisites: TCI 111, TCI 114, TCI 116 and TCI 226 or permission of the instructor and consent of the hospitality division chair. Offered every year.

TCI 470 The Media of Culinary Artistry (1.5 credits)

This class will explore the various forms of media and their impact on the industry throughout history. We will focus on press, radio, film and software applications. Offered as needed.

TCI 480 Independent Study (3 credits)

This course allows a student to independently study a subject not included in the curriculum or one that is in the curriculum but not offered. Prerequisites: Permission of the instructor and hospitality division chair. Offered every year.

Tourism Management

TOUR 115 Principles of Tourism (3 credits)

Designed to give an insight into the nature, scope and significance of the tourism industry. Subjects include tourism's historical development, understanding the structure and interrelations of the industry, as well as its economic, sociological, cultural and environmental impact. Professional roles, current operations issues and trends in the marketing and management of the tourism industry will be discussed. Offered every year.

TOUR 120 Geography of World Tourism (3 credits)

Analysis of U.S. and world travel destinations, to include an exploration of principal geographic features, population centers, various attractions, customs and traditions as they relate to the tourism industry. Topics to include: climate and its influence on tourism, topography, accessibility, infrastructure, political and economic situations and the needs of travelers visiting destinations. Students will learn the codes of the national airlines, airports and cities for each destination studied. Offered every year.

TOUR 130 Introduction to the Convention and Meeting Industry (3 credits)

An overview of the industry, including convention, meetings, trade shows, conferences, visitors' bureaus and incentive travel. Designed to give the students the experience in developing a trade show or exhibition with emphasis on pre-planning, budget preparation, advertising and/or public relations, and exhibit setup. Offered in the spring of 2001.

TOUR 201 Cruise Line Management (3 credits)

In depth discussion of the growth, direction, organization, structure and marketing concepts relating to the cruise industry. This is an industry that has tripled in size every 10 years for the last two decades and is the fastest growing segment of the American leisure market. Providing a resort experience, this course will reference all aspects of the cruise industry including philosophy, management, staffing, operations and marketing strategies. Offered in the spring of 2002.

TOUR 204 Leisure and Recreation Management (3 credits)

Leisure and recreation continues to be a major force in the economic and social life of twentieth century America. In 1992, Americans spent over \$400 billion in their pursuits of pleasure, which included, among other forms of recreation behavior, expenditures for vacation trips, ocean cruises, tennis and golf matches. Students will study the leisure and recreation industry, their interrelationships to American lifestyles, and their implications for the hospitality industry. This course will shape the professional preparation of future practitioners, to design programs and services to meet the needs of people and explore the nuances of management. Offered in the fall of 2000.

TOUR 212 Airport Operations (3 credits)

This course examines the fundamentals and principles of management in the aviation industry and offers an analysis of the latest industry trends, legislation and statistics. Emphasis is placed on planning and decision making. Offered in the spring of 2003.

TOUR 219 Travel Industry Operations and Technology (3 credits)

This course acquaints students with the trends, operations, management procedures and practices of travel agencies through substantial hands-on work utilizing programs and tools currently in use in the travel industry. In addition, studies of the interrelationships with other aspects of the travel and tourism industries are examined through simulations and guest lecturers. Offered in the fall of 2000.

TOUR 280 Meeting Planning (3 credits)

The scope of meeting planning touches all areas of the tourism industry. This course covers meeting planning as a profession and the skills and personality traits common to successful meeting planners. Students will be prepared with the tools to work in an industry which represents a major economic gain for the communities and facilities where meeting are held. Students will also be eligible to take the Certified Meeting Professional examination. Offered in the spring of 2002.

TOUR 306 Tour Management and Operations (3 credits)

This course is designed for students planning careers in tour guiding or tour operations. Topics include: tour operations, components of a tour, tour management positions of a professional tour guide. Offered in the fall of 2001.

TOUR 311 Tourism Planning and Policy Development (3 credits)

This course analyzes travel patterns and market forces and their economic, environmental, social, and political impact. This provides the framework for the in-depth investigation of public policy and the interrelationships between community and recreational development. Local, national, and international cases will be explored. Offered as needed.

TOUR 340 Special Events Management (3 credits)

This course covers logistics for planning one-time events for the purpose of celebration. Topics include crowd control, special effects, lighting, decorations, sound and protocol for fairs, festivals, sporting events and grand openings. Offered in the fall of 2001.

TOUR 350 Chamber of Commerce Management (3 credits)

This course uses the 1997 American Chamber of Commerce Executives (ACCE) approved body of knowledge for chamber executives. The Certified Chamber Executive program focuses on the knowledge, skills and abilities required for competent chamber management. The ACCE body of knowledge serves as the basis for the Certified Chamber Executive program. Prerequisite: Junior standing. Offered in the fall of 2002.

TOUR 400 Economic Impacts on Tourism (3 credits)

Tourism economics measures the amount of travel and its economic impact. It includes the asset theory of tourism, cost-benefit analysis, and tax policy impacts, and other economic and statistical aspects of tourism. The course will examine various research efforts designed as feasibility or marketing projects aimed at the hospitality and tourism industry. Knowledge of economic trends and conditions is fundamental to strategic planning and project development in the tourism industry. Prerequisites: ECO 201, ECO 202. Offered every year.

TOUR 401 Convention Sales and Group Planning (3 credits)

The objective of this course is to acquaint the student with the methods and accouterment used in successful meeting and convention management. Students are required to develop and present a major project detailing the planning and administration of a conference from conception to fulfillment. Offered as needed. Writing intensive course.

TOUR 402 Sustainable Tourism (3 credits)

The implementation of responsible tourism requires strong leadership and involves ways of managing tourism resources to achieve optimum benefits for the different communities of interest. This course provides the tools needed by tourism planners, conservationists, businesses and communities to work together to create plans and products that will accommodate the tourist while conserving natural resources and benefiting local people. Students will fully grasp the dynamics of the tourism system and learn to manage effectively the respective microlevel components. The course includes analyses of case studies written by experienced tourism researchers and consultants on contemporary issues in the United States, Canada, the Caribbean, Europe and the Asia-Pacific area.

TOUR 416 Airline Management (3 credits)

This course examines the fundamentals and principles of management in the airline industry. It presents the essential elements of airline economics, business, finance, marketing, regulation and management. Students will understand historical and statistical data and review the past and future of commercial aviation. In addition, students will, through a strategic management simulation, design a commuter/regional airline. Prerequisites: Junior or senior standing. Offered in the fall of 2002.

TOUR 428 Resort Development (3 credits)

Resort development is becoming an increasingly important part of the hospitality industry. This course familiarizes students with the process of developing a full scale resort complex, from conception to management of the completed project. Various types of resort complexes are studied, including amusement resort complexes, sport resorts of various types, and health resorts. Included in the course content are the history and evolution of resorts, land use and development, target markets for resorts, feasibility and investment analysis, and financial analysis of the project. Computer simulations and formal case studies are utilized. Prerequisite: Senior standing or permission of the instructor. Offered as needed.

TOUR 430 Casino and Gaming Operations (3 credits)

This course analyzes gaming as a discipline and introduces students to gaming as an integral part of the hospitality industry. Students will study the development of gaming, casino organization and operation, the mathematics of casino games, and the importance and integration of gaming in hospitality management. Prerequisite: Junior or senior standing. Offered as needed.

TOUR 480 Independent Study (3 credits)

This course allows a student to independently study a subject not included in the curriculum or one that is in the curriculum but not offered. Prerequisites: Permission of the instructor and hospitality division chair. Offered every year.

TOUR 490A Tourism Management Cooperative Education (3 credits)

This is a guided cooperative education work experience for integrating study and experience. Students are contracted to maintain employment for a minimum of 240 hours over a pre-determined length of time with specified starting and ending dates (usually 3 months) working at an approved hospitality/tourism location. Open to hospitality division baccalaureate students only. Prerequisites: Consent of the Career Development Center and permission of the hospitality division chair. Offered every year.

TOUR 490B Tourism Management Cooperative Education (6 credits)

This is a guided cooperative education work experience for integrating study and experience. Students are contracted to maintain employment for a minimum of 480 hours over a pre-determined length of time with specified starting and ending dates (usually 5-6 months) working at an approved hospitality/tourism location. Open to hospitality division baccalaureate students only. Prerequisites: Consent of the Career Development Center and permission of the hospitality division chair. Offered every year.

TOUR 490C Tourism Management Cooperative Education (12 credits)

This is a guided cooperative education work experience for integrating study and experience. Students are contracted to maintain employment for a minimum of 960 hours over a pre-determined length of time with specified starting and ending dates (usually 8-9 months) working at an approved hospitality/tourism location. An individual learning project will be assigned. Open to hospitality division baccalaureate students only. Prerequisites: Consent of the Career Development Center and permission of the hospitality division chair. Offered every year.

Note: A cooperative education experience for all hotel management, restaurant management, and travel and tourism students is mandatory. Students may select 490A, 490B, or 490C to meet this program requirement.

Army and Air Force Reserve Officers Training

The Army and Air Force offer Reserve Officer Training corps (ROTC) programs leading to a commission as a second lieutenant in their respective services. Both programs are open to men and women. Students in the either ROTC program may pursue any university curriculum that leads to a baccalaureate or higher degree.

Two, three, and four-year programs are available. The four-year program is open to freshmen and to transfer students who began ROTC at another institution. In addition to on-campus ROTC course requirements, students must attend an officer preparatory training session for six weeks during the summer between their junior and senior years.

ROTC is open to all students pursuing a baccalaureate degree who have a minimum of two academic years or more remaining within their degree program. Entering freshmen may pre-register for Military Science 413, (AROTC) The Defense Establishment and National Security or AERO 415 (AFROTC). Sophomores desiring to enter ROTC should check with either the Army or Air Force enrollment advisers located at the University of New Hampshire in Zais Hall.

Two-year ROTC programs are open to students who have two academic years of study remaining at the university. Applicants for the two-year program must attend a six-week training session during the summer immediately before the entry into ROTC, prior to their junior year.

Students in Air Force ROTC are required to take a math reasoning course from a list approved by the professor of aerospace studies as part of their curriculum.

More specific information about ROTC programs may be obtained by contacting the professor of military science (Army ROTC) at (603) 862-1078 or the professor of aerospace studies (Air Force ROTC) at (603) 862-1480.

Military Science (ARMY), Reserve Officer Training Corps

Professor of Military Science: LTC Terry J. LeBoeuf

Assistant Professors: CPT Francis Wynne, CPT Ralph Huber, CPT Kristin Hull

All Military Science courses consist of classroom instruction combined with a two hour leadership laboratory held every other week at the University of New Hampshire.

Course Listings:

413: The Defense Establishment and National Security (1 credit)

Elements of the U.S. defense establishment and their roles in national security. Covers functional inter-relationships between service branches, tactical maneuver elements, major commands, operating agencies, other uniformed services, and civilian agencies. Discusses the principle of civilian control of the military and current world events of significance to the Army officer. Leadership laboratory required for cadets.

414: Military Skills I (1 credit)

Introduction to map reading, land navigation, expedient medical care, casualty processing, and cardiopulmonary resuscitation. Leadership lab required for cadets.

501: Military Skills II (2 credits)

Standard military map reading and use, principles of leadership, general first aid, and selected communications and technical skills development. Leadership lab required for cadets.

502: American Military History (2 credits)

Development of American military institutions, civil-military relations, and use of military forces as an instrument of national policy from the Revolutionary War to the present. Emphasis on battle campaign analysis. Leadership lab required of cadets.

601: Military Leadership and Management I (2 credits)

Introductory studies in human relations, interpersonal communications, and group interaction which relate to management and leadership application. Participative leadership and management, motivation and self-actualization. Emphasis on interrelationship between supervision, management, leadership, and hands-on application of theory to practice. Leadership lab required of cadets.

602: Military Leadership and Management II (2 credits)

Further studies in human relations, interpersonal communication, and group interaction. Demonstrated abilities required in leadership and management. Emphasis on theory of training methods with the functions of military management and dynamic leadership. Leadership lab required of cadets. Prerequisite: MILT 601.

611: Seminar on Leadership and Management I (2 credits)

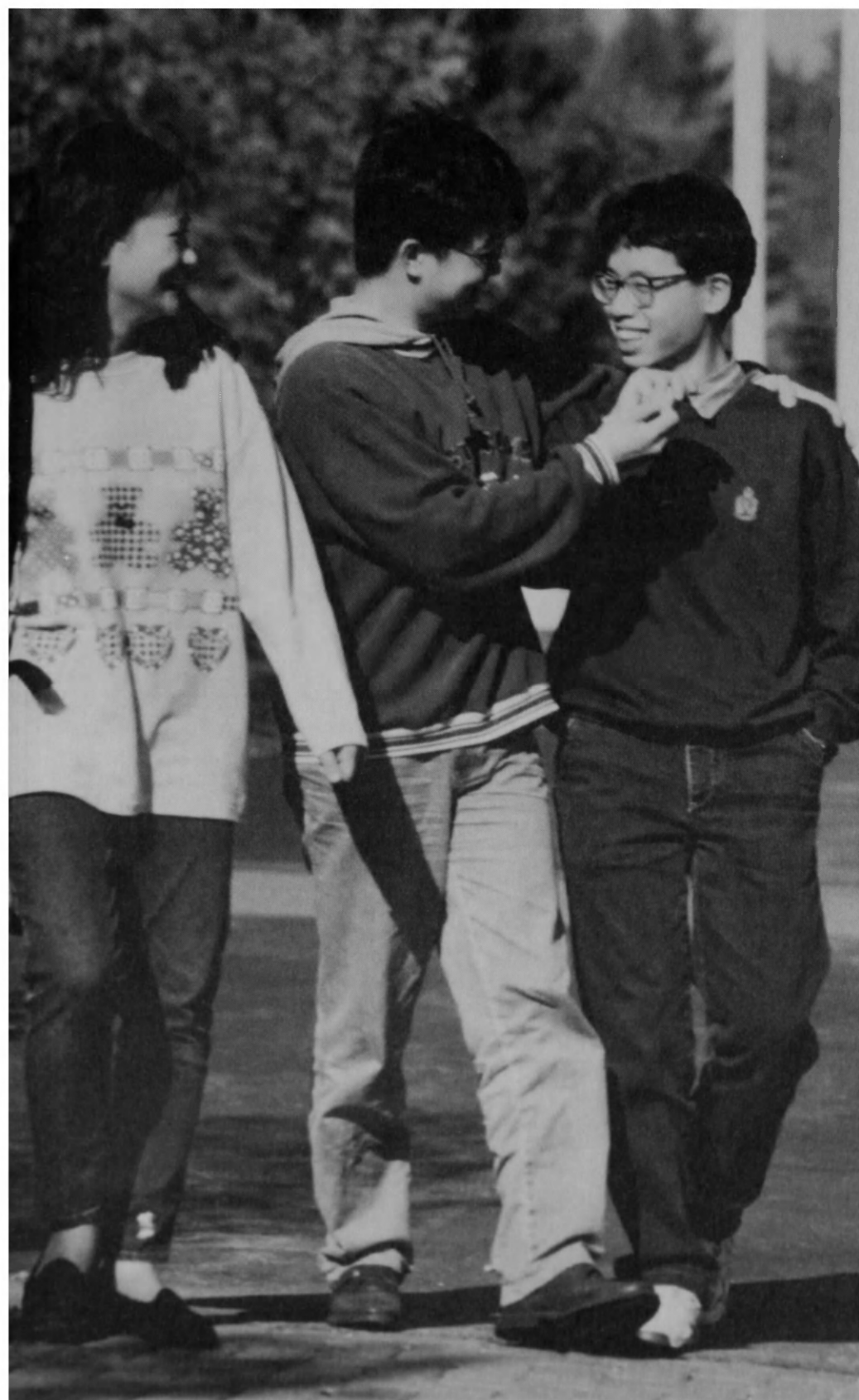
Examination of the military skills and professional knowledge needed for a second lieutenant. Emphasis on various Army management systems and the new lieutenant's responsibilities to the Army and to his/her superiors and subordinates. Leadership lab required of cadets.

612: Seminar on Leadership and Management II (2 credits)

Examination of fundamentals of military law to develop the students' understanding of military-specific offenses and disposition procedures. Law of war and professional ethics also discussed. Leadership lab is required of cadets.

ROTC Scholarships

Both the Army and Air Force offer ROTC scholarships. Entering freshmen may compete for four-year scholarships during the last year of high school. Students in both the four-year and two-year ROTC programs compete for scholarships covering their remaining academic years. Scholarships pay for full tuition, all mandatory college fees, and required textbooks for all courses. Limits may be placed on these scholarships dependent upon the type and amount of expenses incurred. In addition, all scholarship recipients receive a tax-free \$150 per-month subsistence allowance. For scholarship information contact Captain Kristin Hull (Army) at (603) 862-1078 or Captain Grover (Air Force) at (603) 862-1460.





Academic Standards and Regulations

Grades and Grading

Privacy of Student Records

The policy and procedures concerning the privacy of student records maintained by New Hampshire College are in large measure governed by the Federal Family Education Rights and Privacy Act. The college's policy and procedures regarding this subject are posted by the registrar's office.

Except when requested by a student or required by federal or state regulations, an educational record will not include information concerning race, religion, nationality, political or social views, or memberships in organizations. Directory information (name, address, telephone numbers, major, etc.) may be released or published without a student's consent unless the student notifies the college that this information is not to be released.

Only members of the college staff with a need to know, certain federal or state agencies, and other educational agencies doing surveys and studies for the college will ordinarily have access to a student's record without the written consent of the student concerned. One exception provides that parents have the right to view and to have copies of their child's educational record without their child's consent providing that the child is dependent upon the parents for federal income tax purposes.

A student has the right to waive his or her right of access concerning recommendations from personnel at his or her former school and from others regarding admission to the college, and recommendations for employment on file with the college, and recommendations for some honor or honor society. The college may not require a student to waive this right nor may the student's status at the college depend upon his or her waiving this right.

Grades

Students have the privilege of receiving their course grade average prior to final exams and discussing this grade with the instructor. In order to do this a student must make the request for an appointment with the instructor at least two weeks prior to the first day of final exams. Grades will not be released over the telephone.

Grade Changes

Instructors are responsible for all grade changes. Concerns about incompletes, make-ups and grades should be directed to them.

Grading System

In determining grades at the college, the following grade system is used:

Grade		Quality Points (per credit hour)
A		4.00
A-	Excellent	3.67
B+		3.33
B	Good	3.00
B-		2.67
C+		2.33
C	Average	2.00
C-		1.67
D+		1.33
D	Passing	1.00
F	Fail	0.00
IF	Incomplete/Fail	0.00
N	No grade received from instructor	0.00
I	Incomplete	
S	Satisfactory	
U	Unsatisfactory	
CR	Credit	
AU	Audit	
W	Withdraw	
WP	Withdraw Passing	
WF	Withdraw Failing	
T	Transfer Credit	
X	Course in Progress	

The grade point average (GPA) is determined by dividing the sum of the quality points (QP) by the sum of the attempted credit hours (CR). An example of a student's grades and grade point average is as follows:

ENG	102	3 Credits	x	A(4)	=	12 QP
FEX	100	3 Credits	x	B(3)	=	9 QP
MAT	120	3 Credits	x	C(2)	=	6 QP
PSY	108	3 Credits	x	D(1)	=	3 QP
CIS	100	<u>3 Credits</u>	x	<u>F(0)</u>	=	<u>0 QP</u>
		15				30 QP

30 QP divided by 15 CR = 2.00 GPA

Incompletes

Faculty may give a student a grade of incomplete in a course. Six weeks into the following semester, the incomplete automatically becomes an IF if work has not been completed.

Audit

Any student wishing to audit a course must sign-up for that course as an audit prior to the end of the add/drop period. Once the add/drop period has passed, no student may change any of his/her courses to an audit status. Students are to use the add/drop form to establish the intent to audit a course.

Scholastic Standing

A student will be deemed to be making satisfactory progress either by specific action of the Scholastic Standing Committee or when on schedule to complete his or her:

Baccalaureate Degree:

- within four years if full time
- within six years if 3/4 time
- within eight years if half time

Associate's Degree:

- within two years if full time
- within three years if 3/4 time
- within four years if 1/2 time

A student in good standing is defined by NHC as a student who has a total grade point average of 2.0 or better, or as a student who has been approved for matriculation by the Scholastic Standing Committee. Students receiving financial assistance are required to complete at least 75 percent of all credits attempted at NHC and must maintain at least a 2.00 cumulative grade point average.

Academic Review/Scholastic Warning

At the end of each semester, and at any other time, the records of all students may be reviewed by the Scholastic Standing Committee. A student whose cumulative grade point average (GPA) is less than 2.0 will be placed on scholastic warning. Students on scholastic warning are subject to dismissal by the Scholastic Standing Committee. The offices of the associate academic dean and the vice-president for student affairs will be responsible for working with students in academic difficulty.

Courses taken at other colleges during the period in which a student is academically dismissed will normally not be considered for transfer, if a student is later readmitted. Questions concerning this regulation should be referred to the registrar.

Repeating Courses

Students may repeat courses for credit. Students who fail courses will want to or need to repeat the same course at New Hampshire College. In such instances the

first course grade will not be computed into the total grade point average (GPA); instead, the most recent course grade will be computed in calculating the GPA. All prior grades will appear on the transcript.

Transcript Request

Except as provided by the Federal Family Education Rights and Privacy Act and in instances where a student consents to release his/her transcript to another party, the registrar's office will not furnish a transcript to any person other than to the person identified by name on the transcript.

Transcripts will not be furnished to students or former students whose financial obligations to the college have not been satisfied. Transcript requests may be processed at the registrar's office or by mail.

There is a charge of \$3.00 per transcript which must accompany the request.

Policies

Academic Honesty

New Hampshire College requires all students to adhere to high standards of integrity in their academic work. Activities such as plagiarism and cheating are not acceptable and will not be condoned by the college. Students involved in such activities are subject to serious disciplinary action.

Plagiarism is defined as the use, whether by paraphrase or direct quotation, of the published or unpublished work of another person without full and clear acknowledgment.

Cheating includes the giving or receiving of unauthorized assistance on quizzes, examinations, or written assignments from any source not approved by the instructor.

Initial violation of academic honesty will be handled by the instructor, who has the full authority to assign an "F" grade to that assignment or course after a discussion of the incident with the student. A report of the incident and its disposition will be sent to the associate dean of the undergraduate school for review and placement in a student's personnel file. A student dissatisfied with the instructor's decision may request a meeting with the division head or center director, faculty member, and the associate dean to indicate the student's version of the incident. The associate dean will make the final decision within five days of this meeting. The student has the right to appeal to the sub-committee of the Academic Issues Committee. The committee may decide to hear the case if there is new information that was not considered by the associate dean or if the committee feels that the student was treated in an arbitrary or capricious manner. If the committee decides to hear the case, it will make a final decision within ten days.

Any additional violations of academic honesty policy reported to the undergraduate dean will, in addition to the penalty assessed by the instructor, be subject to action by the sub-committee of the Academic Issues Committee. A second

offense will result in suspension from the college for a period of not less than one academic semester. A third offense will result in permanent expulsion from the college.

Attendance

The major responsibility for education belongs to the student. An assumption of responsibility is at the center of learning and accomplishment. Each student is expected to arrange a class schedule in such a way that conflicting employment or personal activities are held to a minimum.

Attendance is required in all courses. Excessive absences may result in failure or dismissal. More than three absences may be considered as excessive. Attendance is especially required in all freshman-level courses.

Each student is responsible for all assignments and class work regardless of attendance requirements. Faculty office hours have been established to provide extra class assistance for students. These faculty office hours are not intended to make up missed class time

Holy Day Policy

New Hampshire College recognizes the important role that religious holy days can play in the lives of its students. Observance of religious holy days may require students to miss classes. Such absence, when preceded by proper notification of teachers will not carry any penalty or sanction. Students are expected to make alternate arrangements with their teachers regarding scheduled tests, assignments due or other course work and activity. Teachers are expected to be supportive of and sensitive to individual religious practices by being willing to work-out alternatives to scheduled course work. In all instances, however, excused absence does not mean excused from meeting course standards and expectations. Should a dispute occur the usual appeal process will be followed: the division chair, the associate dean, and finally the vice president for academic affairs.

Personal Computer Software

New Hampshire College licenses the use of computer software from a variety of outside companies. New Hampshire College does not own this software or its related documentation and, unless authorized by the software developer, does not have the right to reproduce it.

New Hampshire College students learning of any misuse of software or related documentation within the college shall notify New Hampshire College's Department of Computing Resources.

According to the U.S. Copyright Law, persons involved in the illegal reproduction of software can be subject to civil damages of as much as \$50,000, and criminal penalties, including fines and imprisonment. New Hampshire College does not condone the illegal duplication of software. New Hampshire College students

who make, acquire, or use unauthorized copies of computer software shall be disciplined as appropriate under the circumstances. Such discipline may include dismissal from the college.

New Hampshire College Network Acceptable Use Policy

New Hampshire College encourages the use and application of information technologies to support research, instruction, and student needs. Users of New Hampshire College equipment, software, and computer accounts are expected to follow acceptable standards of ethics and conduct in their use of computing resources. All New Hampshire College faculty, students, and staff should be aware of the following acceptable use policy requirements, which augment the existing Nearnnet and NSF acceptable use policies.

Definition: The New Hampshire College network (NHCnet) includes all computer and communication hardware, software, and accounts owned by New Hampshire College.

1. Every computer account issued by New Hampshire College remains the property of New Hampshire College. The person to whom the account is issued is responsible for the account and its use. This responsibility continues until the person is no longer a student or employee of New Hampshire College, at which time all rights and responsibilities regarding the account are terminated. The individual must keep the account secure by keeping the password secret, by changing the password often, and by reporting to the Department of Computing Resources when anyone else is using the account without permission. Using another person's account or allowing someone else to use an account makes both parties potentially liable to disciplinary action.
2. Prohibited is the use of NHCnet for:
 - illegal purposes;
 - transmitting threatening, obscene, or harassing materials;
 - interfering with or disrupting network users, services, or equipment (disruptions include, but are not limited to, distribution of unsolicited advertising, propagation of computer viruses, and using the network to make unauthorized entry to any other computers accessible via the network);
 - profit-making from the selling of services and/or the sale of network access;
 - excessive private or personal business
3. The following activities are specifically prohibited:
 - tampering with New Hampshire College owned computer or communication hardware and software;
 - defining and/or changing IP addresses on any machine;
 - intercepting or attempting to intercept e-mail and file transfers;
 - originating or attempting to originate mail from someone else;
 - attempting to logon to computers without an account (other than using guest or anonymous accounts).

4. Data within computer accounts issued by New Hampshire College are private. Access to data within computer accounts issued by New Hampshire College without written permission of the owner is prohibited. However, if there is probable cause to believe such data files or programs contain information relevant to a New Hampshire College business requirement or legal proceeding, a person other than the authorized user may examine such data files or programs. Permission for such access would be granted by New Hampshire College's President of Operations. Access to accounts and/or data by the Department of Computing Resources for routine computer systems maintenance work is permitted.
5. Backup copies of all data in New Hampshire College computer accounts are made routinely to protect against loss of data. No exceptions can be granted.
6. Requests to waive some policies will be reviewed by the Director of the Department of Computing Resources on an individual basis. Under no circumstances will a waiver be granted that violates New Hampshire or other laws.
7. Confirmed misuse of New Hampshire College's computing resources may result in one or more of the following punitive measures:
 - loss of access to computer resources
 - required repayment of funds expended in unauthorized use
 - expulsion from the college
 - termination of employment
 - legal action

The prohibited uses as defined above may also violate state and federal law, thus criminal penalties may also apply.

Class Cancellations

Class cancellations will be announced in person at the classroom by either a faculty or staff member of the college or posted on official forms issued by the associate dean. When in doubt as to whether a class has been canceled, students should check with the division secretary. Unofficial cancellation notices attached to doors or information posted on blackboards should be disregarded.

Add and Drop

As a general college policy, first-semester freshmen do not participate in the add/drop process. Freshmen who need to adjust their schedules should consult with their advisor (their FEX 100 instructor). Modification of a freshman's schedule occurs only in rare instances and only after serious consultation with the advisor.

Students who wish to change their schedule must do so during the add/drop period beginning with registration and ending at the end of the fifth class day. Students must have a valid ID to participate in the add/drop process. Forms are obtained from the registrar. The change is official when the form is signed by the student's advisor, each instructor involved, and processed by the registrar's office. Students who miss the first two sessions of a class may be dropped by that instructor without prior notice.

Non-attendance in class does not constitute a drop or a withdrawal. An instructor, however, may drop students who miss the first two sessions of the class. The registrar's office is notified of students dropped by an instructor. Non-attendance in class does not constitute a drop or a withdrawal. An instructor, however, may drop students who miss the first two sessions of the class. The registrar's office is notified of students dropped by an instructor.

Unless students are dropped by an instructor or officially drop or withdraw from a class, they must receive a grade; non-attendance results in a failing grade.

Advance Pre-registration

Students will register in advance for courses for subsequent semesters on dates published by the Office of the Registrar.

Amendment of Degree Requirements

The courses required for a specific degree are in the college catalog and are listed on students' worksheets. Any change in program course requirements must be approved by the student's program coordinator. A form for this purpose may be obtained from the Office of the Registrar. The completed and approved form must be received by the Office of the Registrar before the change will become effective.

Change of Major

Students who want to change their majors must obtain the appropriate form at the registrar's office. The completed and approved form must be received by the registrar's office before the change will become effective.

When students change major from an associate's degree program to a bachelor's degree program, the courses he or she has completed will be deemed as part of their bachelor's degree program.

Change of Major for Culinary Students

Culinary students wishing to change their major may do so by completing a "Change of Major" form which is to be approved by the Academic Advisor and the Division Chair of the new major. The Associate Academic Dean may consult the student's admission file to help determine his or her readiness for success in the new program. Change of Major forms is available at the Student Administrative Services (SAS) counter and is to be returned there after both approval signatures have been obtained.

Worksheets

Each student's progress is tracked on a worksheet. This document shows the degree requirements for the major according to the year the student entered or changed major. All the courses listed must be completed to qualify for a degree. Students should follow the course sequence on their worksheets.

Independent Study

A New Hampshire College student may take an independent study course in any subject area.

Conditions:

- The course content is not offered in any regularly scheduled New Hampshire College course.
- A full-time New Hampshire College faculty member in the department of the course subject area agrees to supervise the student and grade the student's work; or a New Hampshire College adjunct instructor, approved by the appropriate program coordinator and the associate dean of the undergraduate school, agrees to supervise the student and grade the student's work.
- All independent study courses will be at the 400-level.
- An independent study course has a value of no more than three credits.
- The study is approved by the student's advisor, program coordinator, and the associate dean of the undergraduate school.

Course-By-Arrangement

Course-By-Arrangement is a New Hampshire College course appearing in the college catalog and required in the student's academic program of study yet extraordinary circumstances prevent the student from enrolling in the course when it is normally offered. Course-By-Arrangement is available to New Hampshire College undergraduates in both the day and continuing education divisions who are unable to obtain a required course during the normal registration and scheduling process.

Continuing education students must review the master course schedules of area centers to verify that the required course is not being offered.

Students must identify a New Hampshire College full-time or adjunct faculty member consenting to teach and grade the work. The faculty member must be approved to teach the requested course.

Course-By-Arrangement applications require:

- a letter of extenuating circumstance justifying the offering of a Course-By-Arrangement
- a regular, weekly meeting schedule be established to ensure proper supervision of the student's progress in the course;
- a syllabus stating course objectives and evaluation process;
- a defined time frame (semester, terms)

Credit for Prior Learning Through Portfolio Assessment

Students must have been accepted into an undergraduate New Hampshire College associate's or bachelor's degree program. Students must have earned a minimum of nine credits at New Hampshire College to be eligible to present a portfolio for review. Students must request a portfolio review prior to their final 18 credits at New Hampshire College. This applies to students in either an associate's or a bachelor's degree program.

Portfolio reviews will be accepted only for courses that are part of New Hampshire College's curriculum. Awarded credit may be applied to core, major, or elective course requirements. All course prerequisites must be met prior to presenting the portfolio. A full-time, New Hampshire College instructor must be involved in the reviewing process of the portfolio. A maximum of nine credits can be earned by way of portfolio review for an associate's degree program. A maximum of 15 credits for a bachelor's degree program.

Students applying for a portfolio review must attend a series of Portfolio Workshops designed to:

- help them recognize the learning they have gained through noncurricular methods and settings;
- help them recognize how this learning fits into their chosen degree program;
- help them recognize learning outcomes, competencies, course equivalents;
- help them gather and organize appropriate materials in a presentable portfolio.

Students applying for a portfolio review must complete the process within one year from the initial date of application. Students submitting a portfolio for review will be graded on a Pass/Fail basis.

Awarding of Credit by Examination

New Hampshire College accepts the results of nationally accredited testing programs or institutionally developed examinations to satisfy the prerequisites of certain courses or degree requirements. Before deciding on a testing program, the student should review his or her worksheet with an advisor, center director, or with the registrar to determine if testing is a practical alternative.

Standardized Testing Programs

The college accepts for credit test results from the College Level Equivalency Program (CLEP), the Proficiency Examination Program (PEP), Defense Activity for Non-Traditional Education Support (DANTES), and high school Advanced Placement (AP) tests. The registrar's office can provide information on minimum scores required.

Institutional Examinations

If students believe their experience and background have prepared them to meet the requirements of certain 100- and 200-level courses, they can challenge the course through an institutional examination. Students should consult the registrar as to which courses may be challenged. Before challenging a course, students should obtain an application form from the academic advisor or center director or registrar. If, after this initial consultation, students feel capable of passing an institutional examination, an appointment will be made by the registrar for the student to meet with the appropriate departmental representative. The cost of credits earned by way of institutional examination will be the same as the cost of credits earned by enrolling in the course. A non-refundable fee, representing one-half the cost of the course will be assessed prior to sitting for the examination. The remaining balance is due upon the successful challenge of the exam. Institutional examinations will be held during the months of January, April, and September only. The examination results are evaluated by the appropriate academic department, and the course is listed on the student's transcript for each successful challenge. An institutional examination may be taken only once.

- Students must have earned a minimum of nine credits at NHC to be eligible for institutional exams. This applies to bachelor's and associate's degree candidates.
- Students must attempt institutional exams prior to their final 24 credits at NHC. This applies to bachelor's and associate's degree candidates.
- For certificate programs, the window of opportunity to take institutional exams will be after three credits and prior to the final six.
- Each division of the college will establish which courses in its program are eligible for institutional exam. However, selection of eligible courses will be restricted to 100- and 200-level courses.
- A maximum of 15 credits may be earned by way of institutional exams. This applies to bachelor's and associate's degree candidates. For certificate programs, the maximum will be not more than one half of the total credits for the program.
- Students may attempt each exam only once.
- Students who are successful will receive a grade of "S" on their transcript.

Awarding of Credit for Courses Taken in Other Post-secondary Settings

New Hampshire College awards credit for some formal course work taken in non-accredited post-secondary educational settings. These settings include: post-secondary vocational and technical training, in-service training courses in the work place, military service training programs and career related workshops and seminars.

In many cases, this type of training has been evaluated by the American Council on Education (ACE) and criteria for awarding college credit is available in the various ACE guides available in the registrar's office. Where there is no ACE criteria, New Hampshire College may have to conduct an independent review of the training for the purpose of granting transfer credit.

Students wishing to have their non-accredited post-secondary course work evaluated should submit a letter requesting this evaluation, along with official transcripts or some original form of verification of successful completion of these courses to the college registrar. Students will be notified by the registrar if the experience warrants credit, and, if so, the number of credits awarded and the requirements they satisfy.

Transfer Credits

Students who wish to take courses at another college and transfer the credits to New Hampshire College must receive approval from the program coordinator and the registrar prior to enrolling at the other college. It will be necessary to furnish descriptions of the courses prior to taking them. After completing the course, the student must arrange to have an official transcript of the course grade sent to the registrar's office. Failure to obtain prior approval to take a course at another institution may lead to New Hampshire College not granting transfer credit for that course. Only courses in which the student received a grade of C- (with a 2.0 average for all courses transferred from the same institution) or better will be accepted as transfer credit. The grade point average of those courses from another institution is not computed as part of the student's New Hampshire College grade point average.

Academic Complaint

If a student has a complaint about an instructor or course, the student should speak first to the instructor. Continuing education students should then speak to the center director. If the student is not satisfied or cannot resolve the issue at that level, then he/she should speak to the division chair. If the student is still not satisfied or wishes to pursue the matter further, then the student should speak to the vice president for academic affairs who will review the matter and make a final decision.

Withdrawal from Class

Students may withdraw from courses at any time during the first eight weeks of the semester with the course grade of "W." The completed withdrawal form must contain the signatures of the instructor, the student and the student's advisor. Merely ceasing to attend classes does not constitute an official withdrawal either academically or financially. Withdrawal forms may be obtained from Student Administrative Services.

Withdrawals after the eighth week will only be allowed when:

- Withdrawal is student-initiated for conditions beyond the student's control (e.g. illness documented by physician's letter). The course grade under these conditions will be W. Documentation must be provided by the student and approved by the associate academic dean.
- Withdrawal is instructor-initiated due to unusual circumstances, not as a method to prevent low grades. The course grade under these circumstances will be WP (withdraw passing) or WF (withdraw failing). Instructor initiated withdrawals must be approved by the associate academic dean. The student's advisor will be notified.

In all cases, the date of withdrawal is the date the completed form is received by the registrar's office.

Withdrawal from class does not reduce account charges. Withdrawal disputes must be submitted within 30 days after the end of the semester during which the student withdrew.

Withdrawal from New Hampshire College

Students may withdraw from the college by obtaining a withdrawal form from the vice president for student affairs and obtaining all other necessary signatures. Merely ceasing to attend classes does not constitute an official withdrawal, academically or financially. Failure to file a withdrawal form with the vice president for student affairs will result in the automatic recording of F grades for all courses being taken by the student. If a student is under 18 years of age, written parental consent must be received. Official date of withdrawal is the last date of class attendance as verified by an instructor. This date will be used in determining any refund. New Hampshire College identification cards must be returned when withdrawing from the college. Students who withdraw from the college completely after the eighth week of the semester will receive either a "WP" or "WF" from each of their instructors.

Disciplinary Dismissal

New Hampshire College reserves the right to dismiss any student, whose presence, following a hearing, is deemed detrimental to the best interest of the college. Students dismissed for other than academic reasons will have the notation of withdrawal put on their transcript. Documentation outlining the disciplinary sanctions will be placed in the students' folders. This information will be used in evaluating the readmission applications.

Readmission

Students suspended from New Hampshire College for academic causes may petition to be readmitted when evidence can be presented that indicates college

work can be successfully resumed. Ordinarily, dismissal shall be for not less than two semesters. Any students readmitted to the college are placed on new worksheets.

Academic Renewal

Students who change majors, withdraw and return, or in some other way change their academic attitude or ability, may apply for academic renewal. This allows students to be considered as transferring from another institution. All academic regulations are the same as those for transfer students.

The following restrictions are imposed:

- It must be approved by the Scholastic Standing Committee.
- It may be granted only once to a student after at least a one-year absence.
- A new transcript is begun with only acceptable credits transferred to the new record. A new grade point average is started.
- A minimum of 30 credits must be completed at New Hampshire College after renewal is granted.
- When students are granted academic renewal, any grade below a C appearing on their transcripts will be followed by an AR designation.
- Courses so designated will be eliminated from the students' GPA and will not earn credit toward graduation.
- Any grade of C or better appearing on their transcripts will be included in the students' GPA and will earn credit toward graduation.

Note: Academic renewal does not change suspension from financial aid.

Leave of Absence

The college has no leave of absence policy. Students who wish to leave the college and return at a later date must submit an application for readmission to the admission office.

500 Level Courses

Students who have a 3.0 average must apply through the associate academic dean's office to enroll in a Graduate School of Business 500 level course.

The student may enroll in the course, provided:

- there is space available in the course
- the dean of the graduate school, area coordinator, and instructor agree that the student has met the prerequisites of the course
- the student would receive undergraduate credits.

Testing of Students with Disabilities

Students enrolled at New Hampshire College with documented disabilities verified by the Learning Center and/or the Wellness Center may be entitled to alternate testing conditions to help those students accurately demonstrate their true competencies. It is the responsibility of the students who wish to avail themselves of these accommodations to inform their instructors at the start of each term or as soon as they become aware of any disabilities.

Freshman Course Requirements

Students with 63 or more credits who have not completed the freshman English and math prerequisites will not be allowed to register without completing the required freshman courses.

Transfer students must complete missing freshman and prerequisite courses within their first 30 credit hours at New Hampshire College.

Day school students must receive permission from the liberal arts division head to enroll in evening or weekend ENG 101, ENG 120 and ENG 121.

Capstone Course

All students enrolled in a bachelor of science business degree program are required to pass the business capstone course, ADB 421-Strategic Management and Policy. This interdisciplinary approach to the study of the process of strategic management includes strategic analysis, planning, implementation, evaluation and control from the perspective of top management in profit and not-for-profit U.S. and international organizations.

Basic Writing Competency Examination

At the end of ENG 101 (Fundamentals of Writing), students must pass a Basic Writing Competency Examination. Using a dictionary and the course grammar text, students will be expected to write coherently, correctly and thoughtfully about a preassigned topic. Students must pass the Basic Writing Competency Examination in order to receive credit for ENG 101 elsewhere. Testing procedures are set forth by the liberal arts division.

Competency in Writing

Because competency in writing is critical for students, the college is committed to "Writing Across the Curriculum." Students will be expected to write expository essays in most of their courses in all disciplines. Students should expect to commu-

nicate clearly and with grammatical correctness in both their business and liberal arts courses. To further New Hampshire College's commitment to Writing Across the Curriculum, the college has determined that two required courses beyond the core in each discipline for the bachelor's degree shall be designated as writing intensive. Writing intensive is defined as ten pages of *writing as product* and ten pages of *writing to learn* exercises. Thirty percent of the final course grade will evaluate the student's writing in those designated courses.

Writing Intensive Courses

Each major has designated courses as "writing intensive." The writing intensive courses are:

- | | | |
|-------|-----|---|
| • ACC | 322 | Institutional Accounting |
| • ACC | 411 | Auditing Principles |
| • ADB | 215 | Principles of Management |
| • ADB | 342 | Organizational Behavior |
| • ADB | 421 | Strategic Management and Policy |
| • CIS | 200 | Introduction to Information Systems |
| • CIS | 315 | Advanced Systems Design and Development |
| • CIS | 415 | Systems Practicum I |
| • CIS | 420 | Systems Practicum II |
| • ECO | 306 | Money and Banking |
| • EDU | 200 | Introduction to Education |
| • FIN | 435 | Financial Policy and Decision Making |
| • FMK | 202 | Fashion Merchandising |
| • LDG | 314 | Hospitality and Tourism Marketing |
| • LDG | 418 | Seminar in Hospitality Administration |
| • MKT | 320 | Sales Management |
| • MKT | 432 | Strategic Marketing Planning |
| • MKT | 442 | Retail Management |
| • PSY | 201 | Educational Psychology |
| • PSY | 224 | Research Methods |
| • PSY | 444 | Senior Seminar in Psychology |
| • SCS | 444 | Senior Seminar in Social Science |

Writing and Word Processing

New Hampshire College has adopted a policy of incorporating the use of computers throughout the curriculum. Required English courses will include an introduction to basic word processing (Microsoft Word). Students will be expected to use word processing for written assignments in English and other courses.

Bibliography and In-Text Citation Styles

The American Psychological Association (APA) and Modern Language Association (MLA) bibliographic and in-text citation styles are acceptable formats for documenting written work in the undergraduate school, subject to policies set forth by the division.

Smoking, Eating and Drinking in the Classrooms

Smoking is not permitted in any of the classrooms. Coffee and other non-alcoholic beverages are permitted with the instructor's approval. The privilege may be suspended if abused by the students, for example, by leaving the room untidy. Eating or consumption of alcoholic beverages is not allowed in classrooms.

Graduation

Requirements

- To graduate from New Hampshire College students must complete a minimum of 120 credits of work in the bachelor's degree program or 60 credits in a program leading to the associate's degree.
- In order to graduate from New Hampshire College, students must fulfill the residency requirements as specified below.
- Although D (1.0), D + (1.33) and C- (1.67) grades are considered passing in a course, a student must have a minimum cumulative grade point average of C (2.0) for all work completed at New Hampshire College and must satisfy the requirements of a specific program of study, including residency requirements, in order to receive a degree from New Hampshire College.
- As part of its mission, the college takes seriously its goal of preparing students to be proficient in writing correct, coherent English. All entering freshmen will take a placement examination. On the basis of this examination, some students may be placed in English 101. Other students will be placed in English 120.
- Those students taking English 101 must pass a Basic Writing Competency Examination given at the end of the course. This examination requires students to demonstrate their ability to write coherently, correctly and thoughtfully about a pre-assigned topic. Students must pass this examination in order to receive credit for English 101. Students who fail the Basic Writing Competency Examination must repeat English 101 before being re-tested.
- Students require an ability to work with quantitative information. Most students will take a freshman math course. Entering students who are deficient in math skills may be required to enroll in a fundamentals course.

The three credits received for MAT 050 Fundamentals of Mathematics are in addition to the minimum of 120 credits required for graduation. Most students will be placed in MAT 120.

- Entering students who have demonstrated superior math skills, including a strong background in Algebra, may be placed in MAT 150 Honors Finite Mathematics. Students should follow their major worksheets to determine the specific mathematics courses they must take. Those students who have taken MAT 150 Honors Finite Mathematics will take more advanced versions of the courses, which will not only challenge students but will give them a stronger foundation in mathematics should they want to apply to graduate programs which require a more substantial mathematics background.
- Prospective graduates must submit a petition to graduate to the Office of the Registrar by the dates specified in the academic calendar. These dates apply to students in the undergraduate school program only:

Apply By	Complete Requirements By	Conferral Date
May 1	August 31	September 15
September 1	December 23	January 15
November 1	May 9	May 12

Application for degree forms can be obtained from and returned to:

Continuing Education Students - Continuing Education Office

Day Students - Student Administrative Services (SAS)

Culinary Students - Student Administrative Services (SAS)

The graduation fee (\$80) for the undergraduate school must be paid at the time the application for degree form is submitted.

- A student is held responsible for determining that he or she has earned all necessary credits for graduation. Students who have any questions should refer them to their advisor. If further clarification is needed the student should contact the Office of the Registrar.
- Prior to participating in graduation ceremonies and receiving a degree, student obligations to the college, such as library fines, tuition dues and fees, must be met; all athletic equipment must be returned.
- All students are expected to attend the graduation ceremonies.

Residency Requirements

To graduate from New Hampshire College, students must complete 30 credits in residence at NHC, including 12 credits from their major field for a bachelor's degree and nine credits from their major field for an associate's degree. No exceptions will be made regarding residency requirements given in this paragraph.

The final 24 credits of their degree program must be completed at New Hampshire College. Exceptions to the residency requirement given in this paragraph must be requested in advance to the associate academic dean who will decide if the request will be granted. (Active duty military personnel are exempted from the final 24 credit residency requirement.)

Residence credits cannot be used simultaneously to satisfy the requirements of more than one program. It is not permissible, therefore, for a student to receive two degrees from New Hampshire College at the same time.

Credits earned for completing NHC cooperative education programs and for courses earned in the college's England program and any approved New Hampshire College student exchange program are considered to be residence credits. Credits earned through institutional exams are considered as residence credits, while those credits earned through the College Level Examination Program (CLEP) are not considered as residence credits.

Participation in Graduation Ceremony

Students who have not fulfilled all graduation requirements by the day of commencement in May, may participate in the ceremony by completing a petition to walk form which will be available in the student administrative services office between March 1 and March 15. The petition must clearly indicate the reason for wanting to walk and a clear indication of how the student plans to fulfill the missing requirements. The registrar's office will verify that such requirements can be fulfilled by the August 31 following commencement.

Students are eligible to walk if three or six credits of actual courses are not completed but are expected to be completed by the following August 31; or an internship or cooperative education experience is not completed but is expected to be completed by August 31 following the May ceremony.

Any student who has an unusual circumstance not covered by the above policy may appeal to the associate academic dean's office for consideration on or before March 22 prior to the commencement ceremony in May.

This policy allows students to participate in the graduation ceremony, but not to receive a diploma in May. The diploma will be conferred on the first graduation date after all requirements have been met. Conferral of diplomas takes place in September, January, and May of every year. Student names will appear in the graduation program for the May ceremonies following the official conferral date.

In addition to the petition to walk in the May ceremony, all students must have already filed, by the November 1 deadline, a petition to graduate and paid the graduation fee as described in the college catalog. Students who receive permission to walk in the ceremony, but have not completed their degree requirement must re-petition to graduate before the date of the official conferral of their diploma. Those students are not, however, required to pay a second graduation fee.

Prior to participating in graduation ceremonies and receiving a degree, students' obligations to the college such as library fines, tuition, dues and fees, must be met. All athletic equipment must be returned.

Graduation with Distinction

Degree of Bachelor of Science and Bachelor of Arts

The degree of bachelor of science or bachelor of arts with certain distinctions will be conferred upon those members of the graduating class who have a minimum two-year residency requirement, including completion of 60 credit hours in a bachelor of science or bachelor of arts program, and who have met the following standards: students who have earned a minimum grade point average of 3.80 summa cum laude; 3.50 magna cum laude; 3.00 cum laude.

Degree of Associate in Science and Associate in Arts

The degree of associate in science or associate in arts with certain distinctions will be conferred upon those members of the graduating class who have served a minimum of one-year residency requirement, including completion of 30 credit hours, and who have met the following standards: students who have earned a minimum grade point average of 3.80 highest honors; 3.50 high honors; 3.00 honors.

Academic Honors

President's List and Dean's List

At the close of each semester at New Hampshire College, the registrar publishes two lists of students who have achieved standards of academic excellence during the semester's work. Students who have earned a minimum grade point average of 3.50 for the semester are named to the President's List. Students who have earned a minimum grade point average of 3.00 but less than 3.50 for the semester are named to the Dean's List.

Alpha Chi Honor Society

Alpha Chi Honor Society at New Hampshire College recognizes the scholastic achievement of junior and senior liberal arts students. Alpha Chi is a national honor society which provides meaningful benefits for students who plan to pursue graduate or professional study or who plan to pursue a career. Membership is limited to liberal arts degree students who have completed at least half of the total credits required with a cumulative grade point average of 3.2. Members must continue to maintain a 3.2 point average.

Delta Mu Delta Honor Society

The New Hampshire College business bachelor's program honor society is the Gamma Nu chapter of Delta Mu Delta, a national honorary society in business administration.

Its purpose is to promote and recognize higher scholarship in training for business and to reward scholastic achievement in business subjects.

Students of good character enrolled in day or evening business related majors and studying for bachelor's degrees are eligible for membership. Candidates must have completed at least one half of the credits required toward their bachelor's degree (to include a minimum of 24 credit hours, i.e., 8 courses at New Hampshire College) and have maintained an average qualitative grade of 3.2. Continuation in Delta Mu Delta requires the member to continue at a 3.2 grade point average.

Phi Theta Kappa Honor Society

Phi Theta Kappa is an international honor society which recognizes and encourages scholarship for two-year associate degree programs. Phi Theta Kappa attains its goals by developing opportunities for leadership, fellowship and service, as well as providing an intellectual climate for continued academic excellence.

Candidates must have completed at least twelve credit hours in courses which could be applied to an associate's degree. Students must earn no less than a 3.5 grade point average to be invited to accept membership in Phi Theta Kappa.

Gold Key

Candidates for the bachelor of science degree may receive the Gold Key award, the highest academic honor that may be conferred. Graduates receiving the award must have attained a cumulative grade point average of 3.50 and must have met the residency and credit hour criteria for graduation with distinction.

NBEA Award of Merit

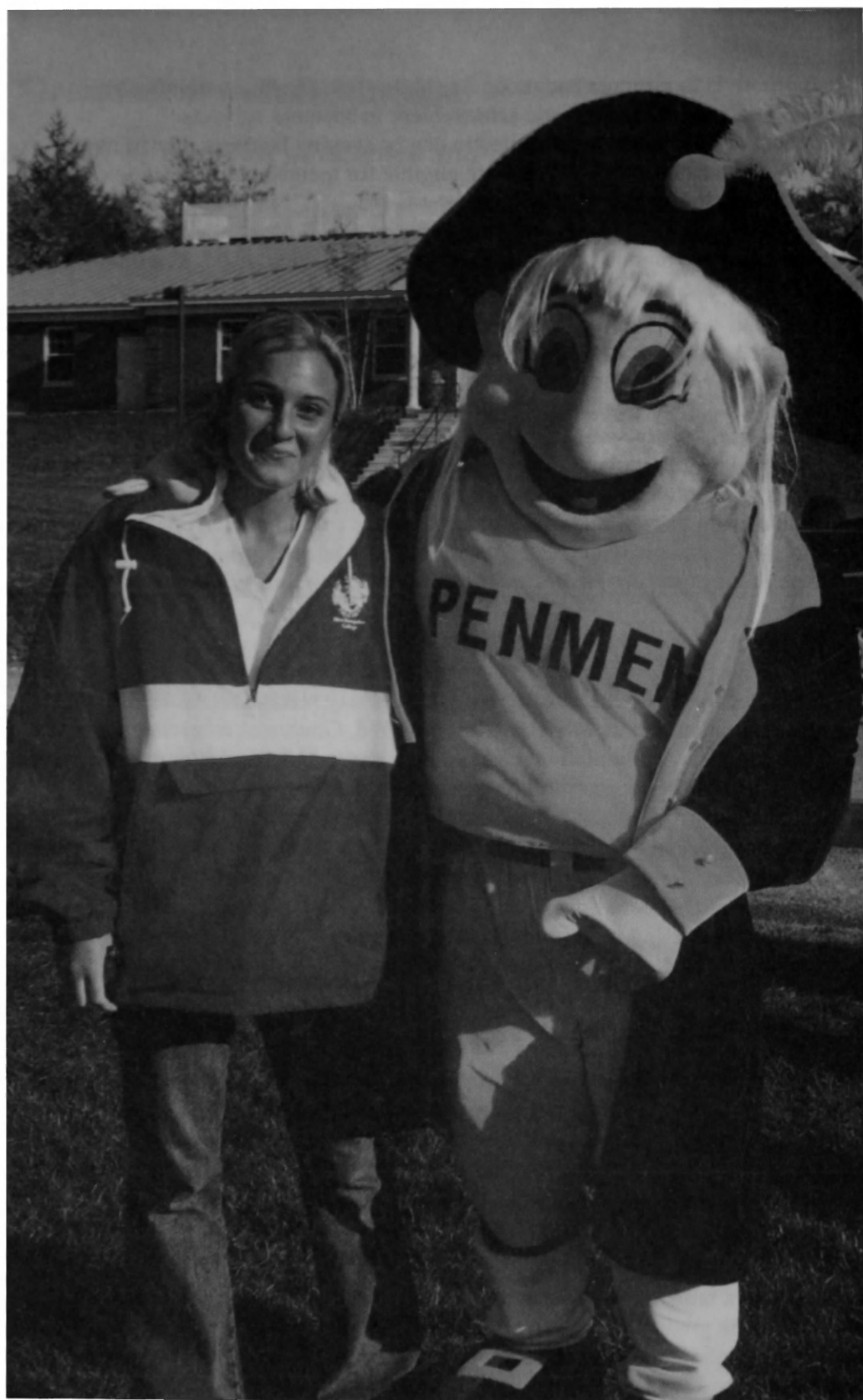
The National Business Education Association Award of Merit is presented to the outstanding graduating senior in business/marketing teacher education. This award is presented at the discretion of the business education program faculty.

Student Affairs Award

This award is presented annually to a senior who was actively and consistently involved in the community and who made a positive academic and social impact on college life.

Who's Who Among Students in American Universities and Colleges

Each year a number of students in the sophomore, junior and senior classes and students in the graduate program are elected to be listed in Who's Who Among Students in American Universities and Colleges. This is an honor accorded to students in good scholastic standing who have contributed particularly to the college's co-curricular life.



The Division of Student Affairs

Vision

The Student Affairs Division collaborates to teach, to challenge and to support students to be self-aware and contributing members of their communities.

Mission

The mission of the Student Affairs Division, in support of the educational mission of New Hampshire College, is to foster opportunities for students to learn and to grow as socially and intellectually mature and culturally aware individuals. The Division, in collaboration with the college and local community, provides programs and services, which encourage and empower students to develop priorities, values, critical thinking and behaviors appropriate to positive personal and professional lives.

Statement of Belief

- We believe that students come first.
- We, the staff members of the Division of Student Affairs, believe that the student is shaped by all campus activities – in and out of the classroom. We need to empower students to be intellectually curious, socially involved and appreciative of differences in assisting them in becoming well-rounded human beings.
- We believe that as a staff, we must collaborate, communicate, and cooperate to provide the safest, most supportive environment for our students
- We believe that our cultural and ethnic diversity is key to developing well-rounded caring citizens of the world.
- We believe that our students needs are most important, and we strive to support them academically, physically, spiritually, psychologically and socially.
- We believe that the college should be a collaborative community.

Wellness Center Counseling, Health and Educational Services

The New Hampshire College Wellness Center's mission is to promote the development and integration of intellectual, social, spiritual, physical, emotional and occupational wellness through education and treatment. Our vision is to assure that the wellness model is integrated into the decisions and operations of the institution and each individual's growth and development.

As a staff, we value prevention over treatment and try to reflect that in our services and programming efforts. We believe that change occurs at both individual and systematic levels, that college is an opportunity for growth in and out of the classroom and that learning occurs in a variety of contexts. Furthermore, our work is guided by the beliefs that actions speak louder than words, people are responsible for their own actions, asking for help and utilizing available resources is healthy, and an educational institution is responsible for challenging students to become intellectually curious, socially responsible and emotionally healthy members of society.

Counseling Services

Sometimes personal and emotional problems can negatively impact learning and living and interfere with a person's development. Even a student with many strengths and abilities can experience difficulty often effectively resolved through counseling. Some examples of such difficulties might be problems in interpersonal relationships, depression, loneliness, sexual concerns, poor grades, substance abuse or conflicts with one's family.

Personal concerns of any type may be discussed frankly and privately with a professional counselor. Counseling sessions are free, confidential and can be arranged by contacting the Wellness Center.

Health Services

To be eligible for health services at the college, a student must submit a completed medical history form and have completed a physical examination prior to admission. For foreign students, s/he cannot complete registration without these documents, a chest x-ray report and adequate evidence of inoculation against measles, mumps and rubella. Any missing information will result in additional medical services and fees to the student upon arrival.

Health Services staff handle most common health concerns and are knowledgeable in preventative medicine and alternative treatment strategies. The staff offer treatment of common acute problems (e.g. colds, flu, burns), personal health counseling, information on birth control, referral for sexually transmitted disease testing, and allergy injections. Any problem the nurses cannot handle is referred to the college physician or another appropriate practitioner in the local community. Charges for health services in the community are usually sent directly to a student.

It is the student's responsibility to submit any claim forms required for processing payment to the medical provider. Wellness Center staff members are available to assist students in processing claims covered by college sponsored health insurance plans.

Educational Services

Education is at the core of the Wellness Center's activities and services. The staff members firmly believe in the value of prevention in the development of a whole person. Educational services that staff offer include classroom presentations on wellness topics, individual consulting with students, workshops and co-sponsorship of substance-free activities, training for student leaders, staff and faculty, and access to resource materials for classroom assignments or personal growth opportunities.

Athletics

New Hampshire College supports an active athletic program as an integral part of the educational process. Both intercollegiate and intramural competitions are offered to men and women of the college community. On the intercollegiate level, men's teams are fielded in baseball, basketball, cross-country, golf, ice hockey, lacrosse, soccer and tennis. Women's teams include basketball, cross-country, soccer, softball, tennis and volleyball. New Hampshire College is a member of the National Collegiate Athletic Association, the Eastern College Athletic Conference, and the Northeast 10 Conference.

The college sponsors a varied intramural program aimed at active student involvement in sports. Men's intramural sports are flag football, basketball, indoor soccer and racquetball. Women's intramural sports include indoor soccer, basketball, and racquetball. Softball, tennis and volleyball are coeducational offerings. Mini-tournaments are sponsored in 3-on-3 basketball, whiffle ball and miniature golf.

Recreational offerings available at New Hampshire College include aerobic exercise, kickboxing, Nautilus training, wall climbing, swimming and Jazzercise.

Athletic Facilities

The college has two gymnasiums. One has a wooden floor with a seating capacity of 1,900, and one has a synthetic surface with a seating capacity of 1,000 and a stage to accommodate a variety of college activities. It also has a 25-meter six-lane competition swimming pool with a viewing gallery, a racquetball court, a cardiovascular exercise room, a mirrored exercise/dance room, two fully equipped training rooms, an equipment room and multiple locker rooms.

A major athletic facility expansion is scheduled to be completed in the fall. The focus of the expansion is the Center for Healthy Living; an exercise room with a health club atmosphere that will contain free weights, exercise equipment and a climbing wall. Also included in the project are coaches' offices, locker rooms, a training room and a multi-purpose Penmen Club room. Six lighted tennis courts will be added to our outdoor facilities, which include baseball and softball diamonds, a lighted varsity game field, several practice fields and a cross-country running course.

Center for International Exchange

The Center for International Exchange (CIE) has three major functions:

- to provide services, assistance, information and support to more than 700 foreign students;
- to assist American students, staff and others interested in travel, study, or work abroad;
- to promote intercultural exchange.

The Center for International Exchange helps with immigration regulations and federal laws such as extensions of stay, travel documents, change of visa status, authorized employment, practical training, social security regulations and income tax. Assistance is offered with foreign exchange permits, enrollment letters, and banking information.

As a department of the student affairs division, the Center for International Exchange serves the needs of a culturally diverse population. The CIE is the focal point for intercultural events such as the International Night.

The CIE provides such special services as orientation programs, visa information, a study/travel/work abroad library, international ID cards, overseas telephone service, and vacation and travel information and advising.

The CIE also serves as liaison with the greater Manchester community through media coverage, country presentations, and student speakers.

A monthly newsletter is distributed on campus and in the community. The Center for International Exchange is located in the International Center.

Office of Residence Life

The residence life program supports the academic mission of the college by assuring that the students' education continues outside as well as within the classroom. Residence life provides an environment that allows for individual growth and provides facilities that are well maintained and safe.

Campus living should be an exciting, educational experience. The college maintains an environment where students will find opportunities to grow, to learn, to accept adult responsibilities, to make informed choices, to develop friendships and to increase self-awareness.

The Office of Residence Life staff, located in Chocorua Hall, Suite 3, offers referral information on college services, sponsors programs and assists with physical accommodations.

The residence program is divided into four areas, each supervised by a residence director (RD):

1. Apartments
2. Townhouses, lower suites
3. Upper suites
4. Washington Hall

All residence halls are furnished with desks, chairs, beds, drapes and wardrobes. Townhouses and apartments are furnished with desks, chairs, beds, drapes, wardrobes, living room and kitchen furniture, as well as a stove and refrigerator. Students must provide their own pots, pans, glasses, plates and silverware. Juniors and seniors usually reside in the apartments and townhouses; freshmen and sophomores are usually assigned to residence halls.

Each area is administered by a **residence director (RD)** who is a live-in professional staff member. RDs supervise the student resident assistant staff, develop, coordinate and encourage programming, investigate and adjudicate judicial matters, act as a liaison between residents and the facilities department and refer students in need of personal assistance.

Resident assistants (RAs) are students who are selected and trained to assist the residence life office staff. They are assigned to each floor or suite in the residence halls and to each apartment and townhouse building. The RAs work with residents to build a climate conducive to academic success, individual growth, and the development of appropriate community norms, such as mutual consideration and respect for others. With their residents, they plan social, recreational, educational and cultural activities for their areas. The RA is the first person to contact if a student is in need of advice, a referral to another office or help concerning a roommate issue or a maintenance request.

The college requires students in the undergraduate school, the Culinary Institute and ALCC programs to reside in college housing for a minimum of two of their school's semesters or terms. Married students and students living with a parent or legal guardian are exempt from this policy. Graduate students are not required to reside in college housing, however, if they do request and are assigned a residence, they are committed for two terms.

Being admitted to the college is not a guarantee of a residence assignment. Students are assigned residence on an annual basis and are not guaranteed on campus residency through graduation.

Wellness Housing

The goal of wellness housing is to sustain a housing option for students who desire a substance free residence area. These students are also provided with the opportunity of maintaining a lifestyle that supports positive life choices.

Public Safety

The Department of Public Safety was created to monitor and maintain a safe and secure campus environment where teachers can teach and students can learn. In a professional, yet flexible and courteous manner, with concern for both public safety and individual rights, we will enforce the college's expectations of mutual respect and responsible behavior. In addition to the protection of life and property, we are also dedicated to the smooth day-to-day functioning of the college community, and supporting an educational enterprise where cultural diversity and academic freedom can flourish.

Campus Ministry

The Campus Ministry program at New Hampshire College strives to foster the spiritual growth and development of students at the college. The programs of the department strive for an integration of the spiritual and social with service to the community. Toward this end, campus ministry provides religious services, confidential counseling, spiritual direction, community service projects, on campus programs, and social events. Students of all faiths have opportunities to come together and share the experience of God in their lives.

At the present time the department is staffed by a full-time director of campus ministry/Catholic chaplain, a part-time Protestant chaplain and a part-time advisor for the Jewish Student Association.

Office of Student Organizations and Leadership

The personal growth resulting from college activities is not easily measured. It is, however, directly related to each student's level of involvement and commitment in the community. The college provides opportunities for individual participation and for membership in clubs and organizations.

The Office of Student Organizations and Leadership helps organize new clubs, coordinates leadership development, helps with the management of major campus programs, and manages the student center programs. The office advises the Student Government Association (SGA), InterGreek Council and CAPE (Committee for Activities and Programming Events). It provides information and guidance on planning and presenting events and programs, prepares an activities calendar and keeps the roster of organizations. The office is located in the Student Center.

Camp Synergy

Coordinated by the SGA and the Office of Student Organizations and Leadership

Camp Synergy is a leadership development program that utilizes activities that build trust, effective communication, self-confidence, cooperation, critical thinking, initiative, teamwork, goal and task orientation and risk taking. Set in the attractive woodlands of our campus, the program uses mildly physically challenging activities that promote each of the qualities that make an effective leader. While there are physical demands in each of the exercises, the team building aspect of the program makes it possible for anyone to take part, regardless of age or physical condition. In fact, the greater the variation of participant qualities, the better the experience.

Community Service Office

The Office of Student Organizations & Leadership manages this program which works with students, faculty, and staff to promote community service events and activities. These events have included the Campus Service Day, the Hunger Dinner and Adopt-a-Block. This office also assists students interested in volunteering find opportunities available in the Greater Manchester community.

Student Government Association

The Student Government Association (SGA) is composed of elected congress persons from each of the student classes, both from the full time undergraduate and graduate schools. Representatives are elected each spring for the upcoming academic year. The SGA administers the student activities fee which provides budgeted moneys for all student clubs and organizations at the institution. The SGA provides student representation on all major college committees. Examples of various committees include: student life advisory committee, student/staff disciplinary review board, academic issues, curriculum committee, student assistance program (SAP).

Student clubs and organizations provide a wide variety of social and cultural opportunities for students at the college. There are 40 clubs and organizations represented by New Hampshire College. year for the following academic year. Some of the opportunities that these organizations offer include: hiking, concert planning, working on a variety of philanthropic projects and other co-curricular endeavors.

Council for Activities and Programming Events (CAPE)

The Council for Activities and Programming Events (CAPE) is responsible for sponsoring social activities on campus. This planning board presents concerts, comedy, recreational and cultural activities. They also plan three major weekends each year.

New Hampshire College Ambassadors

The Ambassadors is a student organization established in 1990. New Hampshire College Ambassadors are selected student leaders who work for the betterment of the college. They develop meaningful communication between students, faculty, staff, alumni and work to enhance the relationships between New Hampshire College and the community. Membership is open to full-time sophomores, juniors, seniors and graduate students who have maintained a 3.0 grade point average.

The Inter-Greek Council

The Inter-Greek Council (IGC) is the coordinating board for the fraternal system at New Hampshire College. Its purpose is to organize the rush program, develop pledging procedures, and provide a forum for discussion for any concerns that exist among the eight Greek chapters.

Fraternities and Sororities

Through membership in social fraternities and sororities, students often make life-long friendships based upon mutual interests and experiences outside the classroom. These organizations have a strong commitment to organizing campus and community service projects in an effort to promote themselves and New Hampshire College.

Fraternities:

Kappa Delta Phi

Kappa Sigma

Phi Delta Theta

Zeta Beta Tau/Phi Delta Psi

Sororities:

Phi Omega Psi

Kappa Chi

Kappa Lambda

Phi Delta Beta

Culinary Student Association

The Culinary Association promotes the educational and social benefits of the culinary arts and unites students, alumni, staff and faculty of the Culinary Institute. Many students represent the college in regional culinary competitions.

Commuter Student Council

The Commuter Club involves commuting students in the life and atmosphere of the college and serves as an information vehicle. It provides commuters with a voice to express their concerns and needs.

Catholic Student Association (CSA)

The Catholic Student Association is an organization designed to encourage Catholic students to build and foster Christian living and fellowship on the New Hampshire College campus and the local community. CSA offers students an opportunity to share their Catholic heritage and experience God's presence in a meaningful and dynamic way through worship, study and social activities. We strive to proclaim and live the Good News of Jesus Christ each day. The CSA, in conjunction with the Protestant Student Association, also holds several campus-wide social activities each year.

Jewish Student Association (JSA)

The Jewish Student Association (JSA) exists to unite Jewish students on campus, to establish relations with the surrounding community, and to provide individuals with an opportunity to meet and to discuss current issues and concerns. As a religious organization JSA works in close collaboration with the Catholic Student Association (CSA) and the Protestant Student Association (PSA) in conducting various programs and activities throughout the year. Finally, JSA provides information to students on celebrating the Sabbath and festival services in the local community.

Protestant Student Association (PSA)

The Protestant Student Association is an organization for students who wish to come together as a group to share and experience God's presence through worship, fun and fellowship. Students are able to develop caring, trusting relationships with one another and the world based on the teachings of Jesus Christ. PSA seeks to respond to students' needs through being friends to one another as persons of faith. The members go on occasional trips off campus and develop other activities of interest to the group. They share with the Catholic Student Association in campus-wide social activities.

Media Organizations

The Observer is the student newspaper published entirely by students through SGA funding. The newspaper offers experience for writers, editors, photographers, artists and advertising sales people on campus.

The Enterprise is the New Hampshire College yearbook published annually through the efforts of the student body. It serves to chronicle the college years as a remembrance for all undergraduate students.

Radio NHC is a student run, Internet based, radio station. The radio station provides opportunities for students to be a part of promoting NHC worldwide via cutting edge technology.

Solicitation Policy

The Office of Student Organizations & Leadership must approve all advertising by non-College organizations in order to be posted on campus. No solicitation is allowed except with the approval of Food Services and the Office of Student Organizations & Leadership for a table in the dining hall, and Residence Life staff for door-to-door sales in the residence areas.

Summary

In the final analysis, an institution committed to teaching is an institution that does not waiver from its goal of creating a learning environment worthy of all those who become a part of it. At New Hampshire College this is both conscious in nature and ongoing in character. It is a continual process, a process through which New Hampshire College reaffirms its commitment to:

- Academic Excellence
- Professional Credibility
- Social Responsibility

College Directory

Trustees of the College

Richard Courtemanche
Chairman of the Board of Trustees
Executive Consultant
IBM-United States

Kimon S. Zachos, Esq.
Secretary of the Board of Trustees
Attorney at Law
Sheehan, Phinney, Bass + Green
Manchester, NH

Bradford E. Cook, Esq.
Assistant Secretary to the Board of Trustees
Attorney at Law
Sheehan, Phinney, Bass + Green
Manchester, NH

Robert Baines
Mayor, City of Manchester
Manchester, NH

John Boatwright
Retired Chairman
Summa Four, Inc.
Manchester, NH

Joan Corcoran
Retired Businessperson
Waterville Valley, NH

William S. Green, Esq.
Chancellor Emeritus
Attorney at Law
Sheehan, Phinney, Bass + Green
Manchester, NH

Andrew W. Greene
Executive Vice President
Peoples Heritage Bank
Portland, Maine

Carolyn Hollman
Professor/Coordinator English Education
Liberal Arts
Undergraduate School NHC

Donald R. Labrie
Ernst & Young LLP
Manchester, NH

Ann Lally
President
Salem Co-Operative Bank
Salem, NH

Rick Loeffler
Owner/CEO
Shorty's Management Group
Manchester, NH

Jacqueline Mara
Dean Emeritus
New Hampshire College

Michael McCluskey
Executive Director
McLane Graf Raulerson & Middleton, PA
Manchester, NH

Claire P. Monier
Executive Director
NH Housing Finance Authority
Bedford, NH

Matthew Murphy
President
Kentron Technologies
Wilmington, MA

Elisabeth Noyes
Higher Education Consultant
Shirley, MA

Mark A. Ouellette
Vice President, Financial Market Operations
IBM Software Group
Somers, NY

Joseph Panaro
Vice President, Sales Development and
Communications
MasterCard International
Purchase, NY

R.E. Pinard
President
R.E. Pinard and Co., Inc.
Manchester, NH

Edward Powers
Chairman
Gordon & Powers Insurance Agency
Manchester, NH

Pauline St. Hilaire
Associate Director of Admissions
New Hampshire College

Thomas Space
The Pinnacle Group, LLC
Laconia, NH

Raymond Truncellito, C.L.U.
Truncellito Insurance Services
Manchester, NH

Administration of the College

Richard A. Gustafson
President
B.A., M.Ed., Boston University
Ph.D., University of Connecticut

D'Ann Campbell
Vice President of Academic Affairs
B.A., The Colorado College
Ph.D., University of North Carolina (Chapel
Hill)

George J. Larkin
Vice President for Student Affairs
B.S., M.Ed., Ph.D., Boston College

Paul Schneiderman
Dean of the Graduate School of Business
B.B.A., M.B.A., University of Massachusetts
M.A., Ph.D., Clark University

John C. Miles
Vice President for Finance and
Operations; Treasurer
B.S.B.A., Rockhurst College
M.B.A., Central Missouri State University

Jacqueline Ribaud
Director of Planning and Marketing
B.A., University of New Hampshire
M.A., University of Texas

Michael T. MacNeil
Vice President of Institutional Advancement
B.S., Boston College
M.Ed., University of Massachusetts at Boston

Undergraduate Programs

Administration

C. Richard Erskine
Associate Dean, Undergraduate School
B.A., M.A.T., University of New Hampshire
Ed.D., Vanderbilt University

Roberta M. Banfield
Administrative Coordinator
B.M., Notre Dame College
M.Ed., Rivier College

Faculty

Eleanor H. Barnes
Computer Information Systems Program
Coordinator
Professor of Computer Information Systems
B.S.I.E., Northeastern University
M.B.A., University of New Hampshire
*1968

Frank J. Barnes
Associate Professor of Computer Information
Systems
B.S.E.E., Arizona State University
M.B.A., University of New Hampshire
1969

William E. Beane
 Assistant Professor of Business
 Administration/Humanities
 B.Ed., Keene State College
 M.A., Middlebury College
 1965

Robert Begiebing
 Professor of English
 B.A., Norwich University
 M.A., Boston College
 Ph.D., University of New Hampshire
 1977

Doug Blais
 Associate Professor of Sport Management
 B.S., M.B.A., New Hampshire College
 Ph.D., University of Connecticut
 1996

Martin J. Bradley
 Three-Year Program Coordinator
 Associate Professor of Business
 Administration
 B.S., Lyndon State College
 M.Ed., Notre Dame College
 Ed.D., Vanderbilt University
 1982

David R. Bradt
 Professor of English
 B.A., State University of New York at
 Binghamton
 M.S., Iona College
 Ph.D., Washington State University
 1978
 Sabbatical Fall 2000

Karin L. Caruso
 Associate Professor of Accounting
 B.A., Syracuse University
 M.S., State University of New York
 M.B.A., New Hampshire College
 1977

Pamela B. Cohen
 Associate Professor of Mathematics
 B.S., Boston University
 M.A., Teachers College, Columbia University
 1984

Vicki Connell
 Associate Professor of Culinary Arts
 A.A.S., University of New Hampshire
 B.S., New Hampshire College
 M.B.A., New Hampshire College
 1985

Julianne Cooper
 Director of the Honors Program
 Assistant Professor of History
 B.G.S., M.A., Ph.D., University of New
 Hampshire
 Th.M., Harvard Divinity School
 1997

David E. Cox
 Associate Professor of Mathematics
 B.A., Southwest Baptist University
 M.S., University of Oklahoma
 1990

Robert R. Craven
 Professor of English and Humanities
 B.A., M.A., City College of New York
 Ph.D., University of Rhode Island
 Diploma (Art History), University of New
 Hampshire
 1977

Kevin J. Degnan
 Associate Professor of Science and
 Mathematics
 B.S., Manhattan College
 M.S., Ph.D., New York University
 1995

William J. M. Dolbow
 Associate Professor of Mathematics
 B.S., M.S., Worcester Polytechnic Institute
 1988

Francis G. Doucette
 Associate Professor of Psychology
 B.A., Holy Apostles College
 M.Ed., Northeastern University
 Ed.D., Vanderbilt University
 1978

Cynthia Earle

Associate Professor of English
B.A., New England College
M.A.T., University of New Hampshire
Ed.D., Vanderbilt University
1984
Sabbatical Fall 2000

John K. Evans

International Business Coordinator
Professor of Business Administration
B.A., St. Anselm College
M.A., University of New Hampshire
Ed.D., Boston University
1980

M. Brigid Flanigan

Assistant Professor of Culinary Arts
A.A.S., Southern Maine Vocational Technical
Institute
M.Ed., Cambridge College
1998

Robert H. Fleeson

Professor of English
B.A., Yale University
M.A., University of New Hampshire
1967

John P. Fleming, APR

Professor of English and Communication
A.B., Merrimack College
M.A., Southern Illinois University
M.Ed., Notre Dame College
M.S., Boston University School of Public
Communication
Ph.D., Bowling Green State University
1981

Eleanor Dunfey-Freiburger

Professor of English and Ethics
B.A., Emmanuel College
M.A., University of San Francisco
1984

Philip H. Funk, Jr.

Associate Professor of Computer Information
Systems
B.S., Drexel Institute of Technology
M.S., Massachusetts Institute of Technology
1982

Betsy Gunzelmann

Psychology and Social Science Coordinator
Associate Professor of Psychology
B.S., M.Ed., Salem State
Ed.D., Boston University
1996

Yvonne C. Hall

Economics/Finance Coordinator
Professor of Economics/Finance
B.S.B.A., Florida Technological University
M.S., Ph.D., Colorado State University
1981

Mahboubul Hassan

Associate Professor of Economics
B.A., M.A., M.B.A., University of Dhaka
M.A.P.E., Boston University
1985

John F. Hinckley

Associate Professor of Computer
Information Systems
B.S., M.Ed., Worcester State College
C.A.E.S., Boston College
1977

Carolyn Hollman

Teacher Education Coordinator
Professor of English and Education
A.B., University of Michigan
M.A., University of New Hampshire
Ed.D., Vanderbilt University
1980

Ernest H. S. Holm

Professor of Government
A.B., Dartmouth College
M.A., Boston University
M.A.T., University of New Hampshire
Ph.D., Tufts University
1969

Alec Ingraham

Mathematics/Science Coordinator
Professor of Mathematics
B.A., M.A., University of Massachusetts-
Boston
1978

J. Desmond Keefe III

Associate Professor of Culinary Arts
A.S., Johnson & Wales University
M.Ed., Cambridge College
1996

Lawrence Kinsman

Humanities/English Language and Literature/
American Studies Coordinator
Professor of English
B.A., State University College at Oneonta
D.A., State University of New York at Albany
1983

Ausra M. Kubilius

Professor of English
B.A., Boston University
M.A., California State University at Los Angeles
Ed.D., Boston University
1973

Louis B. Lanzillotti

Associate Professor of Accounting
B.S., M.B.A., Northeastern University
C.P.A.
1975

Perrin Long

Assistant Professor of Culinary Arts
A.O.S. Culinary Institute of America
1996

Robert Losik

Professor of Business Administration
B.S., University of Wisconsin
M.A., University of North Carolina
Ed.D., Vanderbilt University
1980

Kimberly Monk

Assistant Professor of Hospitality
Administration
B.S., Florida International University
M.B.A., New Hampshire College
1999

William J. F. Murphy

Associate Professor of Accounting
B.S., Merrimack College
M.A., University of Rhode Island
C.P.A.
1975

Stephen D. Owens

Assistant Professor of Culinary Arts
B.S., Rochester Institute of Technology
M.S., New Hampshire College
2000

Ravindra V. Pandit

Assistant Professor of Hospitality
Administration
B.A., St. Xavier College, University of Bombay
A.A., Essex Community College
M.S., Rochester Institute of Technology
Ph.D., Pennsylvania State University
1999

Laurence J. Pelletier, Jr.

Business and Marketing Teacher Education
Coordinator
Professor of Accounting
B.S., M.B.A., New Hampshire College
Ed.D., Nova Southeastern University
1980

William R. Petersen

Interim Dean Hospitality Division
Associate Professor of Hospitality
Administration
B.S., New Hampshire College
M.Ed., Cambridge College
1995

Norton R. Phelps, Jr.

Sport Management Coordinator
Professor of Sport Management
B.S., Springfield College
M.S., University of Utah
M.B.A., New Hampshire College
1968

Anthony Pizur

Assistant Professor of International Business
B.A., Canisius College
A.M., Brown University
Ph.D., International University of Kyrgyzstan
1999

Lynda R. Gamans Poloian

Professor of Retailing
B.A., University of New Hampshire
M.Ed., Notre Dame College
1980

David W. Scott
Communication Coordinator
Assistant Professor of Communication
B.S., B.S., University of Utah
M.A., Brigham Young University
Ph.D., University of Georgia
1999

Don W. Sieker
Professor of English
A.B., M.A., San Francisco State University
Ph.D., University of California
1980

Romana Sieradzka-Rozbicki
Assistant Professor of International Business
M.L., Warsaw University
1996

Patricia Spirou
Assistant Professor of Marketing
B.S., Keene State College
M.B.A., New Hampshire College
1993

Karen Curry Stone
Business Division Chair
Marketing Coordinator
Professor of Marketing
B.A., Wake Forest University
M.A., University of Kentucky
Ph.D., Boston College
1983

Vernon T. Tetley
Associate Professor of Mathematics
B.Ed., Plymouth State College
M.S.T., University of New Hampshire
1968

Susan A. Torrey
Assistant Professor of Hospitality
Administration
A.S., Endicott College
B.S., M.S., Lesley College
1999

Christopher J. Toy
Interim Dean Liberal Arts Division
Professor of Mathematics
B.A., M.A., San Francisco State University
1971

John C. VanSantvoord
Accounting Coordinator
Professor of Accounting
B.S., New Hampshire College
M.B.A., University of New Hampshire
1980

James D. Walter
Professor of Sociology
B.A., Kent State University
M.A., Indiana State University
Ph.D., Ohio State University
1981

Charles V. A. White
Professor of Economics
B.A., M.S., University of Connecticut
Ph.D., Ohio State University
1979

Steven Widener
Associate Professor of Economics
B.A., Xavier University
M.A., Ph.D., University of New Hampshire
1987

Charles L. Wilbert
Professor of English
B.A., University of Pennsylvania
M.A., Ohio University
1968
Sabbatical Spring 2001

Susan I. Youngs
Assistant Professor of English
B.A., Luther College
M.A., Washington State University
Ph.D., University of Wisconsin
1998

Christine Zimmermann
Associate Professor of English
B.S., Springfield College
M.Ed., Notre Dame College
1982

Walter L. Zimmermann
Professor of Psychology
B.S., M.Ed., Springfield College
1968

Undergraduate Programs Part-time Faculty

Tammy Ashley

B.S., M.S., New Hampshire College

Cynthia E. Bagley

B.A., Boston University

M.B.A., University of New Hampshire

Lois Bradt

B.S., Indiana University

M.S., New Hampshire College

Fred Dobrowolski

B.A., St. Anselm College

M.Ed., Notre Dame College

Jane E. Fallon

B.A., Oregon State University

M.A., Arizona State University

Robert N. Fouquette

B.A., University of Maryland

M.S., New Hampshire College

Merle L. Freidenberg

B.A., Villanova University

M.A., Temple University

Ph.D., New York University

Marissa Galante

B.S., University of Connecticut

M.S., Northeastern University

Annie Gravure-Spanos

B.A., Universite de Bretagne Occidentale

R. Larry Johnson

Professor of Business Administration

B.S.M.E., Northeastern University

M.S., D.B.A., George Washington University

John Karakostas

B.A., St. Anselm College

Ed.M., Rivier College

Margaret R. Murphy

B.A., San Francisco State

M.A., Boston University

M.Ed., University of Southern Maine

Beverley J. Nemetz

B.S., University of New Hampshire

Nicholas Nugent

Professor of Marketing

B.A., M.B.A., University of South Florida

Ph.D., Florida State University

Robert F. Ouellette

B.S., University of New Hampshire

M.B.A., New Hampshire College

Peter Romein

B.S., New Hampshire College

M.Ed., Rivier College

Michael J. Ryan

B.A., University of Notre Dame

M.S., University of Massachusetts at Amherst

Robert Seidman

B.S., Rutgers University

M.S., Ph.D., Syracuse University

Joanne M. Shannis

B.A., Stonehill College

M.A.T., Bridgewater State College

Silvia Spence

B.A., Pfeiffer College

M.Ed., Notre Dame College

Stanley Stone

B.A., Western State College

M.B.A., New Hampshire College

James A. Tabor

A.S., Worcester Junior College

A.O.S., Johnson and Wales

Frances Tishkevich

B.A., Plymouth State College

M.A., Vermont College of Norwich University

Stephen M. Thomas

B.S., Providence College

M.S., New Hampshire College

Carolyn B. White

B.A., College of the Holy Cross

M.A., Indiana University

Graduate School of Business

Paul Schneiderman
Dean

B.B.A., M.B.A., University of Massachusetts
M.A., Ph.D., Clark University

Patricia R. Gerard
Assistant Dean

B.S., Franklin Pierce College
M.B.A., New Hampshire College

James A. Whitmore

Assistant Dean
B.A., University of New Hampshire
M.B.A., New Hampshire College

Faculty

C. Bulent Aybar

Associate Professor
B.S., The Middle East Technical University
M.A., University of Istanbul
M.A., Ph.D., The Ohio State University
1998

Martin J. Bradley

Associate Professor
B.S., Lyndon State College
M.Ed., Notre Dame College
Ed.D., Vanderbilt University
1982

Karin L. Caruso

Associate Professor
B.A., Syracuse University
M.S., State University of New York
M.B.A., New Hampshire College
1977

Askar H. Choudhury

Associate Professor
M.Sc., Simon Fraser University
Ph.D., Arizona State University
1999

J. Stephanie Collins

Assistant Professor
B.B.A., Ph.D., University of Wisconsin,
Milwaukee
1996

Tej S. Dhakar

Associate Professor
B.S., Indian Institute of Technology
M.B.A., University of Delhi
Ph.D., University of Alabama
1995

Euclid A. Dupuis, CPA

Professor
B.A., New Hampshire College
M.S., Bentley College
1984

David W. Fehr

Assistant Professor
B.S., Lafayette College
M.B.A., University of Rochester
1998

Philip Vos Fellman

Associate Professor
B.F.A., California Institute of Arts
M.P.P.M., Yale University, School of
Management
M.A., Ph.D., Cornell University
1993

James Freiburger

Professor
B.S., Loras College
M.S., University of Notre Dame
C.A.S., University of Vermont
Ph.D., University of Connecticut
1988

Philip H. Funk, Jr.

Associate Professor
B.S., Drexel Institute of Technology
M.S., Massachusetts Institute of Technology
1982

Shaikh A. Hamid

Assistant Professor
B.A., M.B.A., University of Dhaka
D.B.A., Boston University
1999

Richard O. Hanson, CPA, CMA
 Professor
 A.S., Burdett College
 B.S., Bellarmine College
 M.B.A., New Hampshire College
 1983

Gerald I. Harel
 Professor
 B.S., Hebrew University
 M.B.A., State University of New York
 M.A., Ph.D., Temple University
 1984

Mahboubul Hassan
 Associate Professor
 B.A., M.A., M.B.A., University of Dhaka
 M.A.P.E., Boston University
 1985

Ernest H. S. Holm
 Professor
 A.B., Dartmouth College
 M.A., Boston University
 M.A.T., University of New Hampshire
 Ph.D., Tufts University
 1969

R. Larry Johnson
 Professor
 B.S.M.E., Northeastern University
 M.S., D.B.A., George Washington University
 1978

Burton S. Kaliski
 Professor
 B.B.A., City College of New York, Baruch
 School
 M.S., State University of New York at Albany
 Ed.D., New York University
 1975

Gerald E. Karush
 Professor
 B.A., University of Pennsylvania
 M.A., Brown University
 Ph.D., University of Pennsylvania
 1981

Jane Satero Legacy
 Assistant Professor
 B.S., M.S., Ed.D., University of Houston
 1999

Glen D. Moyes
 Associate Professor
 B.S., University of Utah
 M.B.A., University of Nevada
 D.B.A., U.S. International University
 1999

Nicholas Nugent
 Professor
 B.A., M.B.A., University of South Florida
 Ph.D., Florida State University
 1990

Steven R. Painchaud
 Assistant Professor
 B.A., St. Joseph's College
 M.S., University of Southern Maine
 D.Ed., Boston College
 2000

Laurence J. Pelletier, Jr.
 Associate Professor
 B.S., M.B.A., New Hampshire College
 Ed.D., Nova Southeastern University
 1980

Marc A. Rubin
 Associate Professor
 B.A., Boston University
 M.B.A., Northeastern University
 1982

Massood V. Samii
 Professor
 B.S., University of Hartford
 M.B.A., Western New England College
 Ph.D., State University of New York
 1988

Susan Schragle-Law
 Professor
 B.A., M.Ed., Ed.D., University of
 Massachusetts at Amherst
 1988

Robert Seidman
Professor
B.S., Rutgers University
M.S., Ph.D., Syracuse University
1981

Patricia Spirou
Assistant Professor
B.S., Keene State College
M.B.A., New Hampshire College
1993

Gary P. Tripp
Assistant Professor
B.S., B.A., Nichols College
M.A., Penn State University
Ph.D., Clark University
1996

Charles V. A. White
Professor
B.A., M.S., University of Connecticut
Ph.D., Ohio State University
1979

Adjunct Faculty Teaching Graduate Courses (1999-00)

Charles Adie
Professor Emeritus Northern Essex
Community College
B.S., University of Notre Dame
M.A., Boston College

Larry Ayers
Commander, U.S. Navy
Navy Comptroller, Roosevelt Roads, PR
B.S., Auburn University
M.S., Troy State University

Ronald P. Belanger, CPA
B.S., Lowell Technological Institute
M.S., Rensselaer Polytechnic Institute
M.S., M.B.A., University of Missouri

Dhar Bharatula
Senior Industrial Engineer, Millipore Corp.
B.S., University of Delhi
M.S., University of Toledo
M.B.A., New Hampshire College

Richard Cabral
Staff Member AFWTF Schedules
B.S., M.B.A., New Hampshire College

George Carter
Assistant Principal, Timberlane Regional
High School
B.S.Ed., Plymouth State College
M.S.Bus.Ed., New Hampshire College
Ed.D., Boston University

Marcia Carter
B.S.Ed., Plymouth State College
M.S.Bus.Ed., New Hampshire College
Ed.D., Boston University

Gregory J. Cornellier
Director of Client Server Development,
Healthsource
B.S., Plymouth State
M.S., New Hampshire College

Richard Corning
Manager, CMC
B.A., Salem State
M.B.A., New Hampshire College

Robert Cote
Consultant
B.S., Pennsylvania State University
M.B.A., Lehigh University

Shahrokh Dalpour
B.A., National University of Iran
M.P.A., Government Management Training -
Iran
M.B.A., Ed.D., University of Northern
Colorado

David Doyon, CPA
Financial Manager
B.S., University of Southern Maine
M.B.A., New Hampshire College

Daryl A. Dreffs
Director of Computing Resources
New Hampshire College
B.S., Michigan State University
M.B.A., Eastern Michigan University

Thomas Fitzpatrick
Business Owner
B.A., Concordia University of Montreal
M.I.M., American Graduate School of
International Management

Joseph A. Frangie
Special Agent, Immigration and
Naturalization Services
B.A., New York University
L.L.B., LaSalle Law Ext.
J.D., Inter-American University

Marcia Gadzera
Chairman, Business Department
North Shore Community College
B.S., Salem State College
Ed.M., Ed.D., Boston University

Douglas Gordon
Business Systems Consultant
B.S., University of Massachusetts at Lowell
M.B.A., New Hampshire College

Richard M. Guillemette
B.S., M.B.A., New Hampshire College

Richard Guillerault
Controller, Brunswick Publishing Company
B.S., University of Southern Maine
M.S.T., Bentley College
M.B.A., New Hampshire College

Thomas Hancock
Instructor, Mid State College
B.S., Husson College
M.S., New Hampshire College

William Henes
Treasurer
Lawrence Pumps, Inc.
B.S., Bowling Green State University
M.S., New Hampshire College

John Henry
Engineering Manager, Alcon Laboratories
B.A., M.B.A., Inter American University

Richard Hodgkinson
B.S., U.S. Air Force Academy
M.S., Oklahoma State University
M.B.A., New Hampshire College

Michael Hotchkiss
Controller, Hunt Community
B.S., University of Pennsylvania
M.B.A., M.S., New Hampshire College

David Hutton
Director of Urgent Care, Fallon clinic
B.A., Boston University
M.B.A., University of Pennsylvania

Douglass M. Jack
Professor, Northern Essex Community
College
B.S.B.A., M.Ed., Plymouth State College
M.B.A., New Hampshire College

Linda Jenkins
Owner, JDS Solutions
B.S., Franklin Pierce College
M.B.A., New Hampshire College

James Keech
Antilles Consolidated School System
B.S., State University of New York
M.A., Ph.D., University of Florida

Martin J. Kenney
B.A., University of Massachusetts
M.B.A., University of Massachusetts-Lowell
J.D., Franklin Pierce Law Center

Lundy Lewis
Graduate Lecturer at Rivier College
B.A., B.S., University of South Carolina
M.S., Rensselaer Polytechnic
Ph.D., University of Virginia

David E. MacCulloch, CPA
B.S., Metropolitan State College
M.S., Colorado State University

Thomas P. McGrevey, Sr.,
Executive Director, Institute for Management,
Development, Research and Assistance
B.S., United States Military Academy
M.B.A., New Hampshire College

Keith Moon
Consultant
B.B.A., Niagra University
M.B.A., New Hampshire College
J.D., Franklin Pierce Law Center

Ines Fortuno Morales
General Manager, Marshalls Inc.
B.B.A., World University of Puerto Rico
M.B.A., International Institute, New York University

Farideh S. Namazi
Financial Consultant
B.A., Iranzamin University
M.A., Webster University

Maria E. Manus Painchaud
Director of Administration, Orr & Reno P.A.
B.S., University of New Hampshire
B.S., Franklin Pierce College
M.B.A., New Hampshire College

John Parker
Bath Iron Works
A.B., Dartmouth College
M.B.A., Columbia University

Charles Parody
B.C.E., The Cooper Union
M.S.C.E., Columbia University

James Pietrovito
Dean, New Hampshire Technical College
A.B., Lycoming College
M.Ed., C.A.G.S., University of Vermont
Ed.D., Vanderbilt University

Jonathan Posner
Manager, Employee Benefits Compensation
W.C. Grace
B.A., Boston University
J.D., Suffolk University

John Rainone
Executive Director of Development/Public Relations
York County Technical College
B.S., M.S., New Hampshire College
D.Ed., Nova Southeastern University

Linda Richelson
Consultant
B.S., Emerson College
M.B.A., New Hampshire College

John Rist
Principal, Manchester Central High School
B.S., Central Connecticut State University
M.B.A., New Hampshire College

Samuel Rivera
Director, Family Child Care Program
Department of the Navy
B.A.S., Methodist College
M.S.A., Central Michigan University

William Robertson
Assistant Professor, St. Joseph's College
B.S., St. Francis College
M.A., Fordham University
M.B.A., New York University

Lelija Roy
Director, Education Research
Capital Consulting Corporation
B.F.A., M.B.A., University of Bridgeport
Ed.D., Vanderbilt University

Michael Ryan
Attorney, King & Ryan Attorneys at Law
B.A., University of Notre Dame
M.S., University of Massachusetts
J.D., Drake University Law School

Luz Maria Sanchez
Senior Funding Officer
B.B.A., World University of Puerto Rico
M.B.A., Inter-American University PR

Mirta Sanchez
Cultural Specialist
U.S. Naval Station, Roosevelt Roads, PR
B.A., M.A., University of Puerto Rico

William Schubert
Marketing Representative
B.S., University of New Hampshire
M.B.A., New Hampshire College
J.D., Franklin Pierce Law Center

Roland J. Sparks
Civil Engineer, NHDOT
B.S., University of New Hampshire
M.B.A., M.S., New Hampshire College

Anthony D. Starks
Comptroller, Navy Hospital, P.R.
B.S., Southern Illinois University
M.S., Golden Gate University
M.B.A., New Hampshire College

James Stopa
Assistant Director of Vocational & Adult
Education
Manchester School of Technology
B.A., M.Ed., Michigan State University

Jeannemarie Thorpe
President, J. Thorpe and Associates
B.S., University of Bridgeport
M.Ed., Rivier College
M.B.A., New Hampshire College

William Webb
Dean of Community Education
N.H. Technical College at Stratham
B.A., State University of New York
M.P.A., Golden Gate University
M.Ed., University of New Hampshire
M.B.A., New Hampshire College

Kathryn S. Williams
Law Offices of K.S. Williams Hardy-General
Practice
B.A., University of Pennsylvania
M.B.A., Boston College
J.D., Suffolk University

John A. Wilson
Associate Department Head, MITRE Corp.
B.S., University of New Hampshire
M.S.E., Wang Institute of Graduate Studies

John R. Wilson
Attorney, Goff and Wilson, PA
B.A., State University of New York at
Geneseo
J.D., Franklin Pierce Law Center

Community Economic Development

Michael Swack
Director, C.E.D. Program, Professor
B.A., University of Wisconsin
M.S., Harvard University
Ph.D., Columbia University
1981

A. Toskun Aricanli
Professor
B.A., Claremont Men's College
A.M., Ph.D., Harvard University
1996

Christine A. Clamp
Academic Coordinator, Natl. CED Program,
Professor
B.A., Friends World College
M.A., Ph.D., Boston College
1981

Abubakr Karim
CED Administrator
Adjunct Faculty
M.S., New Hampshire College

Woullard Lett
Alumni Coordinator
Adjunct Professor
B.A., Northeastern Illinois University
M.S., New Hampshire College

Joyce M. Malombe
Assistant Professor
B.A., M.A., University of Nairobi
Ph.D., University of Western Ontario
2000

Marlene Urban
Administrative Coordinator
B.S., New Hampshire College

Other Faculty Teaching Community Economic Development Courses

Rebecca Adamson
M.S., New Hampshire College

Sanyakhu-Sheps Amare
M.S., New Hampshire College

Clark Arrington
J.D., University of Notre Dame Law School

Terrance D. Baker
B.A., College of Saint Joseph
M.A., Goddard College

Susan Brace
B.A., William Smith College
M.S., New Hampshire College

Vonda Brunsting
B.A., Calvin College
M.A., University of Chicago

Ava Clough
M.A., Fairleigh Dickinson University
Ph.D., Boston University

Jose Fernandez
B.A., University of Massachusetts at Boston
M.A., Tufts University

Thomas Giossi
B.A., St. John's University
M.S., New Hampshire College

Marcy Goldstein-Gelb
B.A., State University of New York at
Binghamton
M.S., New Hampshire College

Grant Samuel Hugh
B.A., Macalester College
M.S., New Hampshire College

Fatma Isikdag
B.S., Middle East Technical University
Ph.D., University of California at Berkeley

Sue Karant
M.A., University of Wisconsin

Gerald Karush
B.A., University of Pennsylvania
M.A., Brown University
Ph.D., University of Pennsylvania

Mohsen Khani
B.S., M.B.A., New Hampshire College

William O. Maddocks
B.A., Southeastern Massachusetts University
M.S., New Hampshire College

William A. Ninacs
Bachelor of Commerce, University of Ottawa
M.S., New Hampshire College

Jack Nortrup
B.S., New Hampshire College
M.S., New Hampshire College
M.B.A., Dartmouth College

Nicholas Nugent
B.A., M.B.A., University of South Florida
Ph.D., Florida State University

T. David Reese
B.A., Dartmouth College
M.S., New Hampshire College

Chuck Turner
B.A., Harvard University

Alan Edward Wilkinson
M.S., New Hampshire College

David Wood
M.S., New Hampshire College

Harry A.B. and Gertrude C. Shapiro Library

Richard Pantano
Library Director, Associate Professor
B.A., St. Anselm College
M.L.S., University of Rhode Island

Patricia A. Beaton
Public Services Librarian, Government
Documents, Associate Professor
B.A., Salem State College
M.S., Simmons College

Kevin Coakley-Welch
Public Services Librarian, Circulation,
Assistant Professor
B.A., Bates College
M.A., College of William and Mary
M.L.I.S., University of Rhode Island

Edward W. Daniels
Public Services Librarian, Periodicals,
Associate Professor
B.A., University of New Hampshire
M.L.S., University of Rhode Island

Carol West
Public Services/Network Librarian, Associate
Professor
A.A., University of New Hampshire,
Merrimack Valley
B.S.H.S., New Hampshire College
M.S., Simmons College

Deborah E. Wilcox
Technical Services Librarian,
Associate Professor
B.A., University of New Hampshire
M.L.S., University of Rhode Island

The American Language and Culture Center

Daniel Raffalovich
Director
B.A., University of Chicago
Ph.D., University of Texas at Austin
2000

Gary Carlin
Professor
B.A., University of New Hampshire
M.A., University of New Mexico
Ph.D., Michigan State University
1982

Denis A. Hall
Associate Professor
B.A., M.A., University of New Hampshire
1982

Lyra Riabov
Associate Professor
B.A., M.A., Volgograd University
1982
Sabbatical Fall 2000

Antimo DiMatteo
Assistant Professor
B.S., Butler University
M.Ed., Notre Dame College
1993

Fran Kelly
Assistant Professor
B.A., St. John's University
M.A., Boston University
M.A., Notre Dame College
1992

Rosemary Orlando
Assistant Professor
B.A., Providence College
M.Ed., Rhode Island College
1994

Silvia Spence
Assistant Professor
B.A., Pfeiffer University
M.Ed., Notre Dame College
1989

Academic Support Services

Richard Colfer
Director, Office of Academic Advising
Assistant Professor
B.A., M.A., Glassboro State College
M.H.S., New Hampshire College
1980

Lori DeConinck
Director, Office of Learning Services
Assistant Professor
A.S., Notre Dame College
B.S., New Hampshire College
M.A.C.P., Rivier College
1975

* Year of appointment at NHC

Division of Continuing Education

Karen L. Muncaster
Executive Director of Continuing Education
B.S., Indiana University
M.Ed., Tufts University

Janet Byrne
Academic Advisor, Manchester Center
B.S., University of Vermont
M.B.A., New Hampshire College

Kim Dabilis Byrne
Assistant Director, Distance Education
B.S., New Hampshire College
M.B.A., New Hampshire College

Russell Carbonneau
Academic Advisor, Nashua Center
A.S., Daniel Webster
B.S., University of Massachusetts at Lowell
M.B.A., New Hampshire College

Jean Careno
Director, Dover Center
B.A., M.A., University of New Hampshire

Walter Derrenbacher
Director, Manchester Center
B.S., Syracuse University
M.S., Lesley College

Bonnie Deutch
Academic Advisor
B.S., New Hampshire College
M.B.E., New Hampshire College

H. Alan Goodman
Director, Distance Education Center
A.A., University of Maryland
B.A., California State University
M.A., University of the Incarnate Word

Karen Goodman
Director, Nashua Center
B.S., Regents College, the University of the
State of New York
M.A., University of the Incarnate Word

Gilda Guttman
Academic Advisor, Salem Center
B.S., New York University
M.S., Long Island University
Ph.D., New York University

Ann Hunter
Academic Advisor, Portsmouth Center
B.S., SUNY Potsdam
M.Ed., University of New Hampshire

Nancy Hughes
Associate Director, Manchester Center
B.S., M.S., New Hampshire College

Kim Keegan
Director, Salem Center
B.A., University of New Hampshire
M.Ed., Plymouth State College

Robert McChesney
Director, Roosevelt Roads Center
B.S., M.B.A., New Hampshire College

Lucille Moon
Director, Brunswick Center
A.S., B.S., Daniel Webster College
M.B.A., New Hampshire College

Richard Padova
Academic Advisor, Laconia Center
A.A., Northern Essex Community College
B.S., Salem State College
M.Ed. Northeastern University

Ronald Poulin
Academic Advisor, Brunswick Center
A.A., University of Maryland
B.A., Regents College, the University of the
State of New York

Adrienne Stevens
Director, Laconia Center
B.Ed., Plymouth State College
M.Ed., Rivier College

Jane Torrey
Director, Portsmouth Center
B.A., St. Lawrence University
M.S., New Hampshire College

College Administrative Staff

Megan B. Briger
Admission Counselor
B.S., New Hampshire College

William Brodeur
Supervisor of Systems Programming,
Computing Resources
B.S., New Hampshire College

Linda L. Broome
Manager of Payroll
B.S., M.B.A., New Hampshire College

Gina Cappello
Grants Officer
B.A., Northeastern University

Christine Clifford
Residence Director
B.S., University of New Hampshire

Rev. Bruce W. Collard
Director of Campus Ministry/Catholic
Chaplain
B.A., Providence College
Master of Divinity, Mt. St. Mary College,
Maryland
Cert. of Philosophy, St. Mary College,
Kentucky
National Certification Campus Ministry
CCMA

Pierre B. Collins
Residence Director
B.A., Franklin Pierce College

George E. Commenator
Director of Center for International Exchange
A.B., Rockhurst College
Ph.D., Boston College

James Cross
Lead Systems Programmer, Computing
Resources
A.S., New Hampshire College

Michael DeBlasi
Director of Alumni and Community Relations
B.S., New Hampshire College
M.A., Rider College

Constance Demers
Assistant Director of International Admission
B.S., New Hampshire College

Beth Dooley
Assistant Director of Career Development
Center
B.S., Franklin Pierce College

Heather Downs
Assistant Director of Student Organizations
And Leadership
B.S., University of Massachusetts at Lowell
M.B.E., New Hampshire College

Daryl Dreffs
Director of Computing Resources
B.S., Michigan State University
M.B.A., Eastern Michigan University

Frank Eaton, C.P.M., A.P.P., C.A.G.A.
Director of Purchasing/Risk Manager
B.S., New Hampshire College

Monique Fonner
Technical Applications Specialist
Computing Resources
B.S., New Hampshire College

Laurence Franco
Director of Media Services
B.S., New Hampshire College

Kathleen Frost
Associate Director of Career Development
Center
B.A., State University of New York at
Geneseo
M.A., Colgate University
M.S., Antioch University

Jane Glennan
Director, Educational Continuum
B.A., Boston College

Jet Goldberg, L.C.M.H.C.
Coordinator of Counseling Services
B.A., Brandeis University
M.A., Rivier College

Thomas Gonyea
Assistant Director of Residence Life
B.S., M.S., State University College,
Plattsburgh, NY

Gregory Goodwin
Programmer Analyst, Computing Resources

Linda R. Goyette
Accounting Manager
B.S., Plymouth State College

Louis Greenstein, C.F.E.
Director of Auxiliary Services
A.S., University of Massachusetts at Amherst

Richard Groleau
Director, Partnership Program and
International Recruiter
B.A., University of New Hampshire
M.Ed., Notre Dame College

Julie Gustafson
Incubator Manager
B.A., University of New Hampshire
M.B.A., New Hampshire College

Steven Harvey
Director of International Admission
B.S., University of Maine
M.A., Ph.D., Boston University

Tom Helm
Manager of AV Services
B.S., New Hampshire College

Linda Hicks
Director of Food Service
A.S., Dean Jr. College
B.S., New Hampshire College

Pamela Hogan
Director of Human Resources
A.S., B.S., New Hampshire College

Kathy Ireland
Telecommunications System Administrator
A.S., Berkshire Community College
B.S., Franklin Pierce College

Jennifer Jenness
Admission Counselor
B.A., New Hampshire College

Beverly Joyce
Publications Manager
B.S., New Hampshire College

Bruce Joyce
Facility Manager, Baseball Coach, Admission
Counselor
B.S., New Hampshire College

Darrell J. Krook
Director of Accounting
A.S., NHVTC, Nashua

James M. Kuras
Director, Career Development Center
B.A., Eastern Connecticut University
M.Ed., Springfield College

Brenda Labrie
Human Resources Administrator
B.S., New Hampshire College

Jacqueline Larmie
User Liaison, Computing Resources
A.S., B.S., New Hampshire College

C. Robert Lindquist
Director of Public Relations
B.A., University of New Hampshire
M.A., Ball State University

Frederick Lord
Assistant Registrar
B.S., M.B.A., New Hampshire College

Richard Lussier
Manager of Instructional Support
B.S., New Hampshire College
M.B.A., New Hampshire College

Donna Marshall
Media Graphics Coordinator
B.A., Jamestown College

Donna Martel
Senior Credit Manager
A.S., New Hampshire College

Dennis Masi
Women's Basketball Coach
B.A., Western Connecticut State University
M.A., Adelphi University

Thomas M. McDermott
Sports Information Director
B.S., SUNY Brockport

Christine McGuire
Director of Financial Aid
B.A., Hobart and William Smith Colleges

Chandra Mincher
Residence Director
B.A., Smith College

George E. Miville
Director of Public Safety
A.S., B.S., St. Anselm College

Denise Morin
Conference Services Coordinator
A.S., New Hampshire College

Chris Morris
Director of Facilities
B.S., Nason College

James Olkovikas
Manager of Administrative Computing
Computing Resources
B.S., New Hampshire College

Richard Ouellette
Registrar
B.T., M.A., Appalachian State University
Ed.D., Vanderbilt University

Melinda Parker
Credit Manager
B.S., New Hampshire College

Marianne Pelletier
Director, Annual Giving and Development
Services
B.A., Rockford College
M.B.A., New Hampshire College

Norma Petit
Assistant Registrar

Thomas W. Poitras
Head Men's Soccer Coach
B.S., Southern Connecticut State University

Joseph R. Polak
Director of Athletics
B.A., Fordham University

Brad Poznanski
Director of Admission and Enrollment
Planning
B.S., Springfield College
M.S., Rivier College

Raymond Prouty
Associate Director of Athletics/Athletic
Business Manager
B.S., New Hampshire College

Terry M. Prouty
Women's Soccer & Softball Coach
B.S., New Hampshire College

Lisa Reed
Human Resources Administrator
B.S., University of New Hampshire

Jennifer Riley
Admission Counselor
B.S., New Hampshire College

Dorothy S. Rogers
Planned Giving Officer
B.S., Simmons College

Sheila Roy
Director of Student Administrative Services/
Bursar
A.S., B.S., New Hampshire College

Pauline Y. St. Hilaire
Associate Director of Admission
B.S., M.S., New Hampshire College

Robert P. Schiavoni
Director of Residence Life
B.S., New Hampshire College
M.Ed., Springfield College

Rich Songer
Curriculum Developer
B.A., Franklin Pierce College
M.Ed., Fitchburg State College
M.S., Fitchburg State College

Stanley C. Spirou
Head Men's Basketball Coach
B.S., Keene State College
M.Ed., Antioch University

Jill Teeters
Assistant Director of Admission
B.A., Ithaca College
M.A., Emerson College

Scott A. Tierno
Director of Student Organizations and
Leadership
B.S., Plymouth State College
M.Ed., Northeastern University

Colleen Walsh
Associate Director of Financial Aid
B.S., M.S., Rivier College

Nancy White
Coordinator of Health Services
L.P.N., Moore General Hospital School of
Practical Nursing
B.S.H.S., New Hampshire College

Sara Wilson
Director, Wellness Center
B.A., University of Virginia
M.S.H.S., Springfield College

Vincent J. Zuccala
Head Trainer
B.S., Salem State College
M.S., Eastern Illinois University

Honorary Degree Recipients

- | | |
|--|--|
| <p>1971 Mrs. Gertrude Shapiro, Doctor of Humane Letters</p> <p>1972 Col. John H. Glenn, Doctor of Science</p> <p>1973 Julian Bond, Doctor of Laws</p> <p>1974 Stewart L. Udall, Doctor of Laws</p> <p>1975 Louis Rukeyser, Doctor of Humane Letters</p> <p>1976 Nikki Giovnanni, Doctor of Humane Letters</p> <p style="padding-left: 20px;">Williams S. Green, Doctor of Laws</p> <p>1977 Martin Agronsky, Doctor of Laws</p> <p style="padding-left: 20px;">Rev. Placidus H. Riley, Doctor of Humane Letters</p> <p>1978 Newell S. Paire, Doctor of Laws</p> <p>1979 Eugene S. Mills, Doctor of Laws</p> <p style="padding-left: 20px;">Charles S. Stanton, Doctor of Laws</p> <p style="padding-left: 20px;">John F. Sterling, Doctor of Laws</p> <p>1980 Jack L. Bowers, Doctor of Laws</p> <p style="padding-left: 20px;">Norris Cotton, Doctor of Laws</p> <p style="padding-left: 20px;">Philip S. Dunlap, Doctor of Laws</p> <p>1981 John A. Beckett, Doctor of Laws</p> <p style="padding-left: 20px;">Richard A. Fulton, Doctor of Laws</p> <p>1982 Lotte Jacobi, Doctor of Humane Letters</p> <p style="padding-left: 20px;">Robert Rosenberg, Doctor of Laws</p> <p>1983 Henry R. Bloch, Doctor of Laws</p> <p>1984 Ralph W. Farmer, Doctor of Laws</p> <p style="padding-left: 20px;">Victor K. Kiam, II, Doctor of Laws</p> <p style="padding-left: 20px;">Warren B. Rudman, Doctor of Laws</p> <p>1985 Curtis L. Carlson, Doctor of Humane Letters</p> <p>1986 Christopher Forbes, Doctor of Humane Letters</p> <p style="padding-left: 20px;">Sakip Sabanci, Doctor of Laws</p> <p>1987 Joachim W. Froelich, OSB, Doctor of Humane Letters</p> | <p>1988 Kenneth J. Rowley, Doctor of Laws</p> <p style="padding-left: 20px;">Thomas V. Vanderslice, Doctor of Science</p> <p>1989 Thomas A. Corcoran, Doctor of Laws</p> <p>1990 Raymond F. Truncellito, Doctor of Laws</p> <p style="padding-left: 20px;">Patricia Gallup, Doctor of Science</p> <p>1991 Christos Papoutsy, Doctor of Laws</p> <p style="padding-left: 20px;">Hedrick L. Smith, Doctor of Humane Letters</p> <p style="padding-left: 20px;">Elton See Tan, Doctor of Laws</p> <p>1992 Sophia Collier, Doctor of Laws</p> <p style="padding-left: 20px;">Gary Hirshberg, Doctor of Science</p> <p style="padding-left: 20px;">Kimon S. Zachos, Doctor of Laws</p> <p style="padding-left: 20px;">Alirio Parra, Doctor of Laws</p> <p>1993 Andrew W. Greene, Doctor of Laws</p> <p style="padding-left: 20px;">Yelena Khanga, Doctor of Humane Letters</p> <p>1994 David Van Note, Doctor of Laws</p> <p style="padding-left: 20px;">John F. Swope, Doctor of Laws</p> <p>1995 Elizabeth Hanford Dole, Doctor of Laws</p> <p style="padding-left: 20px;">Norman C. Payson, Doctor of Science</p> <p style="padding-left: 20px;">Bedrettin Dalan, Doctor of Laws</p> <p>1996 Kenneth D. Van Kleeck, Doctor of Laws</p> <p style="padding-left: 20px;">Katharine Delahayne Paine, Doctor of Laws</p> <p style="padding-left: 20px;">Juan Manuel Santos C., Doctor of Laws</p> <p>1997 Franklin Abraham Sonn, Doctor of Laws</p> <p style="padding-left: 20px;">Dean Kamen, Doctor of Science</p> <p style="padding-left: 20px;">Donald Murray, Doctor of Humane Letters</p> <p>1998 Dr. Jacqueline Mara, Doctor of Laws</p> <p style="padding-left: 20px;">Lewis M. Feldstein, Doctor of Laws</p> <p style="padding-left: 20px;">Walter Peterson, Doctor of Laws</p> <p style="padding-left: 20px;">Dr. Selma R. Deitch, Doctor of Science</p> <p>1999 Jeanne Shaheen, Doctor of Laws</p> <p style="padding-left: 20px;">Malcolm S. Forbes, Jr., Doctor of Laws</p> <p>2000 Jan C. Scruggs, Doctor of Laws</p> <p style="padding-left: 20px;">Sr. Carol J. Descoteaux, Doctor of Humane Letters</p> |
|--|--|

Distinguished Achievement Citations

Alumni Association Distinguished Service Award

- 1979 Kenneth E. Preve '71
- 1980 Chris Papoutsy '57
- 1981 Richard Courtemanche '73
- 1982 David D. Myler '69
- 1983 Maurice Raymond '70
- 1984 Robert K. Morine '71
- 1985 Michael Brody '73
- 1987 Gertrude Shapiro
- 1988 Thomas Space '74
- 1989 William S. Green
- 1990 Dale L. Plavnick '83
- 1991 Michael DeBlasi '70
- 1992 George Larkin
- 1993 Dorothy Rogers
- 1995 Rene LeClerc '71
- 1996 Peter Perich '76 and '85 (MS)
- 1997 Doug Blais '88
- 1998 Richard A. Gustafson
- 1999 Paula Reigel '86 & '92

New Hampshire College Excellence in Teaching Recipients

- 1989 Burton S. Kaliski
- 1990 Robert R. Craven
- 1991 Marc A. Rubin
- 1992 Nicholas Nugent
- 1993 Robert Losik
- 1994 Ausra M. Kubilius
- 1994 Camille Biafore
- 1995 Karen Stone
- 1995 Beverly Smith
- 1996 Eleanor Freiburger
- 1996 Nicholas Cameron
- 1997 Robert Begiebing
- 1997 Mary Healey
- 1998 Patricia Spirou
- 1998 John Aylard
- 1999 Jeanette Ritzenthaler
- 1999 Helen Packey
- 2000 Mahboubal Hassan
- 2000 Eva Martel

Index

Academic Advising	57	Audit	223
Academic Calendar		Bachelor of Applied Science in	
(Undergraduate School)	4	Information Systems (BASIS)	82
Academic Complaint	232	Bachelor's Degree Programs	10
Academic Honesty Policy	224	Baking Certificate	119
Academic Honors	240	Barnes Scholarship	29
Academic Programs	10, 63	Basic Writing Competency Examination	235
Academic Renewal	234	Bibliography and In-Text Citation Styles	237
Academic Responsibility	23	Boiardi Scholarship	29
Academic Review	223	Business Administration (3 year B.S.)	77
Academic Scholarship Program	26	Business Administration Curriculum	
Academic Standards and Regulations	221	(A.S.)	127
Academic Support Services	15, 49	Business Administration Curriculum	
Accelerated Mathematics Sequence	58	(B.S.)	69
Accounting Certificate	131	Business Administration Programs	69
Accounting Curriculum (A.S.)	127	Business Core	65
Accounting Curriculum (B.S.)	66	Business, Division of	65
Accounting Minor	120	Business Minor	
Accounting Program	65	(for liberal arts majors)	121
Accounting/Finance Curriculum (B.S.)	67	Business Studies Curriculum	70
Accounting/Finance Program	66	Business Studies Program	70
Accreditation	9	Business Studies Concentrations	
Add and Drop	227	Accounting	70
Admission	17	Business Administration	71
Admission-Culinary	17	Business Finance	71
Admission-International Students	19	Computer Information Systems	71
Admission-Three Year	18	Healthcare Management	72
Admission Assessment	19	Human Resource Management	72
Advance Pre-registration	228	International Management	73
Advertising Curriculum (B.S.)	68	Marketing	73
Advertising Minor	120	Materials Management	73
Advertising Program	67	Production and Inventory Control	74
Allied Courses	64	Restaurant Management	74
Alpha Chi Honor Society	240	Small Business Management	75
Alumni Scholarship	26	Sport Management	75
Ambassadors	250	Business Studies Curriculum (B.S.)	70
Amendment of Degree Requirements	228	Business and Marketing Teacher	
American Language and Culture Center	52	Education Curriculum (B.S.)	108
American Studies Curriculum (B.A.)	88	Business/Marketing Teacher	
American Studies Program	88	Education Minor	121
Applied Science in Information		Business and Marketing Teacher	
Systems (BASIS)	82	Education Program	107
Army and Air Force Reserve		Business Writing Minor	126
Officers Training	216	Camp Synergy	249
Articulation Agreements	20	Campus	9
Associate Degree Programs	11	Campus Ministry	248
Athletic Facilities	245	Campus Tours	18
Athletics	245	Capstone Course	235
Athletic Scholarships Program	27	Career Development Center	51
Attendance	225	Career Planning	51
		Caswell Scholarship	30

Catholic Student Association (CSA)	251	Early Action	19
Center for International Exchange	246	Economics/Finance Curriculum (B.S.)	83
Certificate Programs	12, 130	Economics/Finance Program	83
Certificate Programs (Culinary)	119	Economics Curriculum (B.A.)	90
Change of Major	228	Economics Minor	122
Christelijke Hogeschool		Economics Program	90
Noord-Nederland	60	Education and the Family Certificate	131
Class Cancellations	227	Educational Services	244
CLEP	230	Endowed Scholarships	28
College Core Curriculum	63	English Major with Certification Track	105
Council for Activities and		English Teacher Education	
Programming Events (CAPE)	249	Curriculum (B.A.)	106
Communication Curriculum (B.A.)	89	English Teacher Education Program	104
Communication Minor	122	English Language and Literature	
Communication Program	89	Curriculum (B.A.)	91
Community Economic Development	14	English Language and Literature Minor	122
Community Service Office	249	English Language and Literature Program	91
Commuter Student Council	250	Family Educational Rights and	
Competency in Writing	235	Privacy Act	inside front cover
Computing Resources	50	Fashion Merchandising	
Computer Information Systems	80	Curriculum (A.S.)	128
Computer Information Systems		Fashion Merchandising Program	128
Curriculum (A.S.)	128	Federal and State Programs	31
Computer Information Systems		Fees	39, 55
Curriculum (B.S.)	81	Financial Aid	25
Computer Information Systems Minor	122	Finance Minor	123
Computer Programming Certificate	131	500 Level Courses	234
Continuing Education	45	Fraternities	250
Continuing Education Centers	45	Free Electives	64
Cooking Certificate	120	Freshman Admission	17
Cooperative Education	51	Freshman Course Requirements	235
Counseling Services	244	Future Business Leaders of America	
Course-By-Arrangement	229	Scholarship	27
Course Descriptions, Undergraduate		G.A.P. Stafford Loans	32
School	135	Gold Key	241
Creative Writing Minor	126	Governor's Success Grant	31
Credit By Examination	230	Grades	221
Credit Evaluation	20	Grading System	222
Credit for Learning Through Portfolio		Graduate School of Business	13
Assessment	230	Graduation Petition	239
Credit for Life Experience	21	Graduation Requirements	237
Credit Overload	43	Graduation with Distinction	240
Culinary Arts Curriculum (A.A.S.)	117	Green Scholarship	28
Culinary Institute	13, 117	Guidelines for Certificate Programs	134
Culinary Student Association	250	Healthcare Certificate	131
DANTES	230	Healthcare Certificate Options	131
Dean's List	240	Accounting	131
DECA Scholarship	27	Administration	131
Delta Mu Delta Honor Society	240	Computer Information Systems	132
Deposit Policies	42	Human Resources	132
Dismissal	233	Health Services	244
Distance Education	12	History Concentrations:	
Division Cores	64	American History Concentration	93

Politics-Government Concentration	94	Management Advisory Services Program	81
European History Concentration	94	Marketing Curriculum (A.S.)	129
Historical Tourism Concentration	95	Marketing Curriculum (B.S.)	84
Pre-Law Concentration	96	Marketing Minor	124
Individual Theme Concentration	96	Marketing Program	84
History Curriculum	93	Marketing Teacher Education	
History of the College	8	Curriculum (B.S.)	109
History Minor	123	Marketing Teacher Education Program	107
History Program	92	Mathematics/Science Programs	104
Holy Day Policy	225	Media Organizations	251
Honors Program	58	Microcomputer Certificate	132
Hospitality Administration		Microsoft Certified Professional	133
(B.A.S.H.A.)	114	Military Science (Army)	217
Hospitality Administration (B.A.S.H.A. I)		Minors	120
Curriculum	115	Mission	5
Hospitality Administration		Nassar Scholarship	30
(B.A.S.H.A. II) Curriculum	115	NBEA Award of Merit	241
Hospitality Administration and		New Hampshire College and	
Culinary Arts, Division of	110	University Consortium	60
Hospitality Center Scholarship	29	New Hampshire College Grant Program	26
Hospitality Division Core	112	New Hampshire College Grants and	
Hotel Management Curriculum (B.S.)	112	Scholarships	26
Hotel Management Minor	124	New Hampshire College Network	
Hotel Management Program	110	Acceptable Use Policy	226
Housing Security Deposit	42	Non Discrimination Policy	inside front cover
Human Resource Management Certificate	132	Non Traditional Age Students	20
Humanities Curriculum (B.A.)	97	Off Campus Employment	33
Humanities Program	97	Parent Loans for Undergraduate	
Incompletes	222	Students (PLUS)	32
Independent Study	229	Part Time Day Enrollment	43
Information Systems	82	Payment of College Bills	41
Institutional Examinations	231	Pell Grant	31
Instructor Problems	232	PEP	230
Internal Transfer	21	Perkins Student Loan	32
International Business Curriculum (B.S.)	77	Personal Computer Software	225
International Business Minor	124	Petition to Walk at Graduation	239
International Business Program	76	Phi Delta Psi Scholarship	29
Interviews	18	Phi Theta Kappa Honor Society	241
Intergreek Council	250	Philosophy Minor	124
Jewish Student Association (JSA)	251	Plourde Scholarship	28
Kappa Chi Scholarship	30	Plus Loans	33
Kappa Delta Phi Scholarship	29	Political Science Curriculum (B.A.)	98
Lambert Scholarship	31	Political Science Minor	125
Leave of Absence	234	Political Science Program	98
Liberal Arts Core	86	Pre-Law	13
Liberal Arts Curriculum (A.A.)	130	Pre-M.B.A.	87
Liberal Arts, Division of	86	President's List	240
Liberal Arts Programs	87	Privacy of Student Records	221
Library, H.A.B & Gertrude	49	Production and Inventory Control	
Loans and Jobs	32	Certificate	133
Major Courses	64	Protestant Student Association (PSA)	251
Management Advisory Services		Psychology Curriculum (B.A.)	100
Curriculum (B.S.)	82	Psychology Minor	125

Psychology Program	99	Student Affairs, Division of	243
Public Relations Curriculum	102	Student Affairs Award	241
Public Relations Program	101	Student Exchange Courses	60
Public Safety	248	Student Government Association	249
Readmission	233	Student Organizations and Leadership	248
Refund Policy	42	Student Part-Time Payroll	33
Repeating Courses	223	Students with Disabilities	22
Reserve Officer Training Corp.	216	Study Abroad	59
Residence Life	246	Supplemental Educational Opportunity Grant (SEOG)	31
Residency Requirements	238	Supplemental Instruction Labs	57
Resident Assistant Scholarship	27	Teacher Certification	13
Resident Assistants	247	Teacher Education Programs	104
Restaurant Management Curriculum (B.S.)	113	Technical College Transfer Credits	21
Restaurant Management Minor	125	Technical Management Curriculum (B.S.)	76
Restaurant Management Program	111	Technical Management Program	75
Retailing Certificate	133	Teloian Scholarship	28
Retailing Curriculum (B.S.)	85	Testing of Students with Learning Disabilities	235
Retailing Program	85	Three Year Bachelor of Science in Business Administration	77
Rolling Admission	18	Transcript Request	224
ROTC Scholarships	218	Transfer Admission	17
Scholastic Standing	223	Transfer Credits	20, 232
Scholastic Warning	223	Tourism Management Curriculum (B.S.)	113
Section 504 Compliance	22	Tourism Management Program	111
Self-Identification of Disabilities	22	Tuition and Expenses	39
Sexual Harassment	inside front cover	University of North London	59
Shapiro Scholarship	28	Veterans' Benefits	34
Sibling Grant	26	Veterans' Fund	31
Smoking, Eating and Drinking in Classrooms	237	VICA Scholarship	27
Social Science Curriculum (B.A.)	103	Walking at Graduation	239
Social Science Program	103	Wellness Center	244
Sociology Minor	125	Wellness Housing	247
Solicitation Policy	252	Who's Who Among Students	241
Sororities	250	Withdrawal from Class	232
Special Academic Programs	57	Withdrawal from the College	233
Spectrum	60	Women's Faculty Scholarship	30
Sport Management Curriculum (B.S.)	79	Woodward Scholarship	30
Sport Management Minor	125	Work Study	33
Sport Management Program	79	Worksheets	229
Stafford Loan	32	Writing and Wordprocessing	236
Standardized Testing Programs	230	Writing Intensive Courses	236
State Student Incentive Grant (SSIG)	31		

Photographs by Bob Lindquist, Michael Zide,
Peter Finger and Jason Jones



New Hampshire College
2500 North River Road
Manchester, NH 03106-1045
(603) 668-2211
FAX (603) 645-9665