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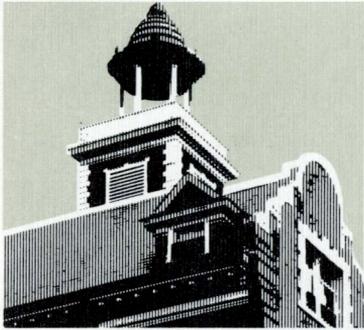
New  
Hampshire  
College

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Graduate  
School  
of Business

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1984-85  
Bulletin



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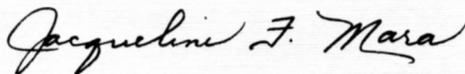
To the Prospective Student:

I am very pleased to introduce you to the Graduate School of Business of New Hampshire College.

The programs described in these pages reflect the changing and emerging needs of contemporary business, on both a domestic and international scale. They also represent the close relationship which the graduate school maintains with the business community through the direct contact of faculty and staff, through the professional managers, practitioners, and executives who serve as adjunct faculty members, and through our enrolled students and graduates, who represent a broad range of the leading companies in New England and beyond. Our full-time day student body includes the added dimension of a growing international student population from more than sixteen different countries. The result in both day and evening programs is an up-to-date educational environment which is stimulating, oriented toward the sharing of real-world business issues and skills, and committed to professional development.

You are cordially invited to visit or contact us at the north campus, or any of our off-campus centers, to learn more about our programs and how we can provide an effective answer to your needs for graduate business education. My staff and I will be very pleased to help you before and throughout your studies.

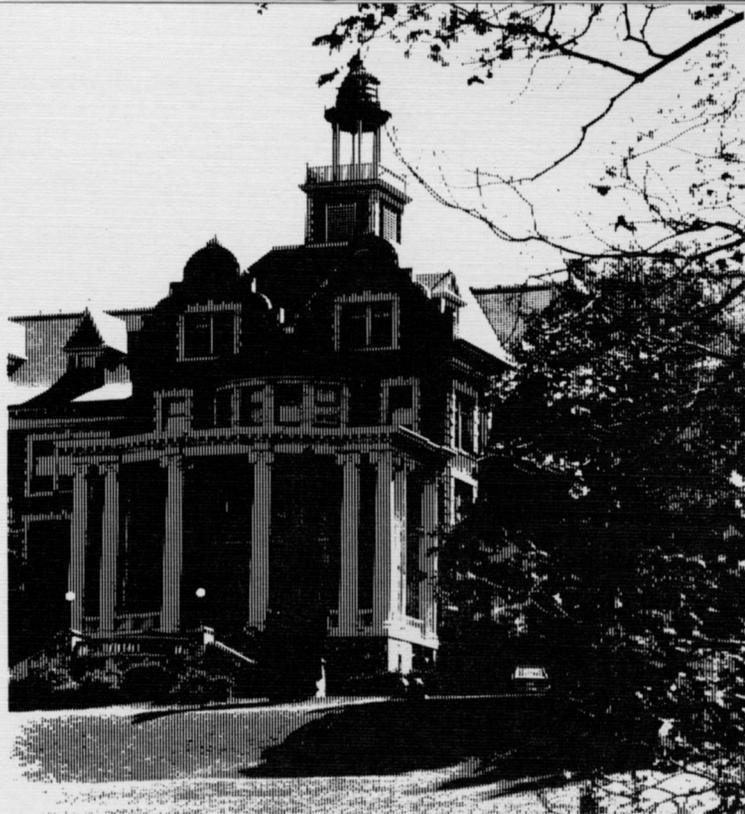
Sincerely,



Jacqueline F. Mara, Ed.D.

Dean of the Graduate School of Business





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### Why New Hampshire College?

#### Programs:

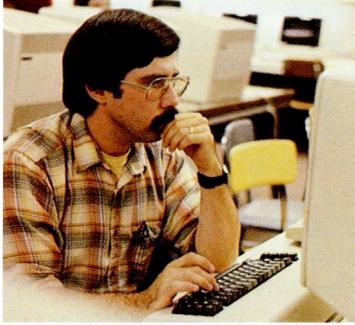
- Choice of marketable degrees
- Variety of programs
- Integrated program core
- Specialization and thesis options
- Internship opportunities
- Choice of day or evening programs
- Clear conceptual foundation of programs
- Choice of locations for evening programs
- English language assistance
- Accessibility to cultural resources of metropolitan centers
- Proximity to all-season recreational areas
- Placement opportunities and assistance

#### Resources:

- Quality instruction
- Practical state-of-the-art orientation of courses
- Excellent library, media and computation facilities
- Attractive well-equipped facilities for housing, dining, recreation and health

#### Plus:

- Accredited institution
- Flexible starting times for both day and evening programs
- Competitive cost



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## New Hampshire College

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## The College and the Graduate School of Business

New Hampshire College is a private, non-profit, coeducational institution, authorized under the laws of the State of New Hampshire to award undergraduate and graduate degrees. It is accredited by the New England Association of Schools and Colleges, and by the Association of Independent Colleges and Schools. In 1982 the college celebrated the fiftieth anniversary of its founding.

The Graduate School of Business is located at the college's north campus in Hooksett—eight miles from Manchester, a commercial and industrial center and New Hampshire's largest city, an hour's drive from Boston and within easy travel distance from the state's seacoast, lakes and mountain recreational areas. The Hooksett campus offers attractive surroundings, accessibility to cultural resources, and the other advantages of metropolitan centers. The south campus of the college, the center for undergraduate studies, is located in the north sector of Manchester, five miles from the north campus.

In addition to the Hooksett center, graduate programs are offered in the evening throughout the southern New Hampshire region, in Concord, Keene, Nashua, Portsmouth, and Salem; selected graduate courses are scheduled at satellite centers in Laconia and Dover. Graduate programs are also offered in the evening in Maine at the Brunswick Naval Air Station and in Puerto Rico at the Roosevelt Roads Naval Station. In addition to the programs at the south campus, the college offers undergraduate programs at several other locations, principally in the evening.

Inaugurated in 1974, the graduate programs of the college have grown to an enrollment of over 1,500 students in the fall of 1983—a positive measure of the need for and interest in graduate education in this region. The programs were originally conceived and implemented for the purpose of providing an opportunity for persons employed full-time to pursue and attain graduate degrees through part-time study. With the acquisition of the north campus by the col-

lege in 1982, it became possible for the Graduate School of Business to complement its strong evening program with a full-time day program—both for persons wishing to continue directly from undergraduate programs into graduate study and for persons already employed who wished to complete their degree requirements in a concentrated period of enrollment. Enrollment in the day programs, which were started in March of 1982, increased rapidly to more than 150 students at the start of the 1983-84 academic year.

Graduate students are the beneficiaries of the growth of both day and evening programs in several ways. Many of their classmates, particularly in the evening courses, are actively involved in endeavors and careers that add the dimensions of practical experience in the classroom environment. The alumni of the programs, who now number over nine hundred, offer students a substantial breadth of contacts in the business community, which itself provides exceptional resources for research, internship, and post-graduation employment.

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## Resources and Facilities

### *Faculty*

Courses in the graduate programs are taught by full time graduate faculty members and by faculty members drawn from the other academic divisions of the college. In addition, a number of business and professional persons, selected for their managerial and technical experience, serve as adjunct lecturers thereby reinforcing an ongoing interchange of theoretical knowledge and applied skills.



### *Administration*

Under the guidance of the vice-president for academic affairs of the college, the dean of the graduate school is the principal administrative officer. An assistant dean and staff members provide administrative support, both on campus and at the off-campus centers. Center directors are responsible to the dean of the graduate school for administrative operations at all satellite locations.

### *Classrooms*

The graduate school administrative center is located on the 500 acre north campus of New Hampshire College, in rural surroundings, eight miles north of downtown Manchester, N.H. Classrooms are

housed in Alumni Hall, a spacious modern building equipped with its own computation and media facilities. Both day and evening classes are offered at this location.

A scheduled shuttle service connects the north campus with the undergraduate (south) campus of the college, where public transportation to the entire Manchester area is available.

Evening program courses are also offered at satellite locations in New Hampshire and Maine, where computation facilities are also available, and in Puerto Rico.

### *Library*

New Hampshire College is served by the Harry A. B. and Gertrude C. Shapiro Library, one of the most extensive business libraries in northern New England. The constantly-expanding collection contains approximately 64,000 volumes, 4,000 reels of periodicals and newspapers on microfilm, and 50,000 company financial reports on microfiche. The library receives over 750 magazines and journals, and subscribes to various business, tax, and financial services. It also serves as a depository for Federal documents, particularly those issued by the Departments of Commerce, Labor, and Health and Human Services.

Conference rooms are available for small meetings, and professional librarians provide research assistance and instruction in the use of library resources.

A separate wing of the library houses a 150-seat studio theater and audio-visual section, the latter consisting of recordings, video tapes, cassettes, films, listening carrels, and a wide range of portable A/V equipment.

### *Computation*

The graduate school is served by up-to-date computation resources which are continually expanding and evolving to meet the diverse educational and administrative needs of the college. The satellite centers are also served by the college's computation facilities.

At the north campus, a cluster of remote terminals in Alumni Hall connects the graduate school on-line with the computer center at the south campus where the hardware consists of an IBM 4341 computer and related equipment. The center is administered and operated by professional staff members who are assisted by graduate and undergraduate student consultants involved in a variety of research, programming, operational, and tutorial projects. Microcomputing equipment and word processing facilities in Alumni Hall are also accessible for student

use in graduate work and research. For special applications, on-line connection with the Dartmouth College Time Sharing System is also routinely available.

New Hampshire College's computer center supports a variety of software appropriate to business operations, including BASIC, COBOL, FORTRAN, PASCAL, and the integrated academic operating system, MUSIC. Statistical and analytical packages such as SPSS and SAS, and simulation and modeling software, including GPSS and DYNAMO, are accessible through the college's systems, along with specialized programs in marketing, production, accounting, and other academic disciplines and functional areas of business.

The graduate school is also the headquarters of the new *Journal of Educational Computing Research*, a scholarly quarterly which publishes original research, reviews, and

other studies related to the applications, effects, and implications of computer-based education.

### *The New England Productivity Center*

The New England Productivity Center operates under the auspices of the Graduate School of Business, serving as a focal point for research, the exchange and dissemination of information, and other educational activities relating to productivity, quality, and the quality of work life. The programs of the center are designed to enhance the knowledge and skills of managers and administrators at all levels in the private, public, and not-for-profit sectors.



*Programs of  
Special Interest*

The Graduate School of Business is one of a number of schools throughout the United States which participate in the Small Business Institute (SBI) program of the Small Business Administration. The SBI provides advanced students with the opportunity to serve as consultants to actual small businesses in New Hampshire, assisting them in resolving operational problems.

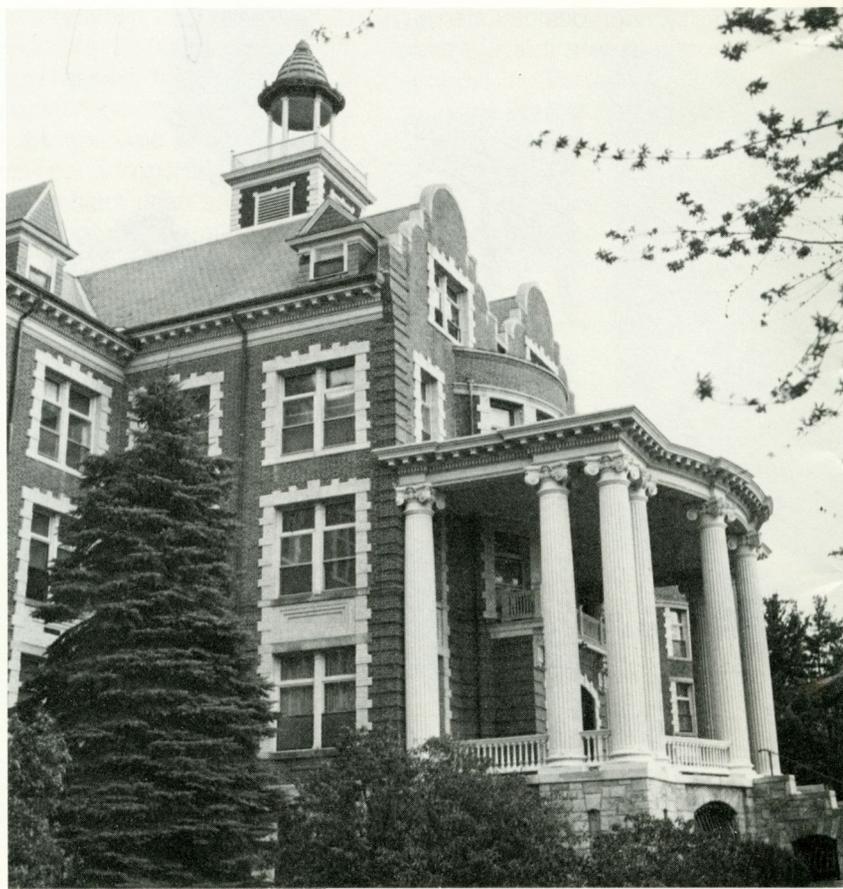
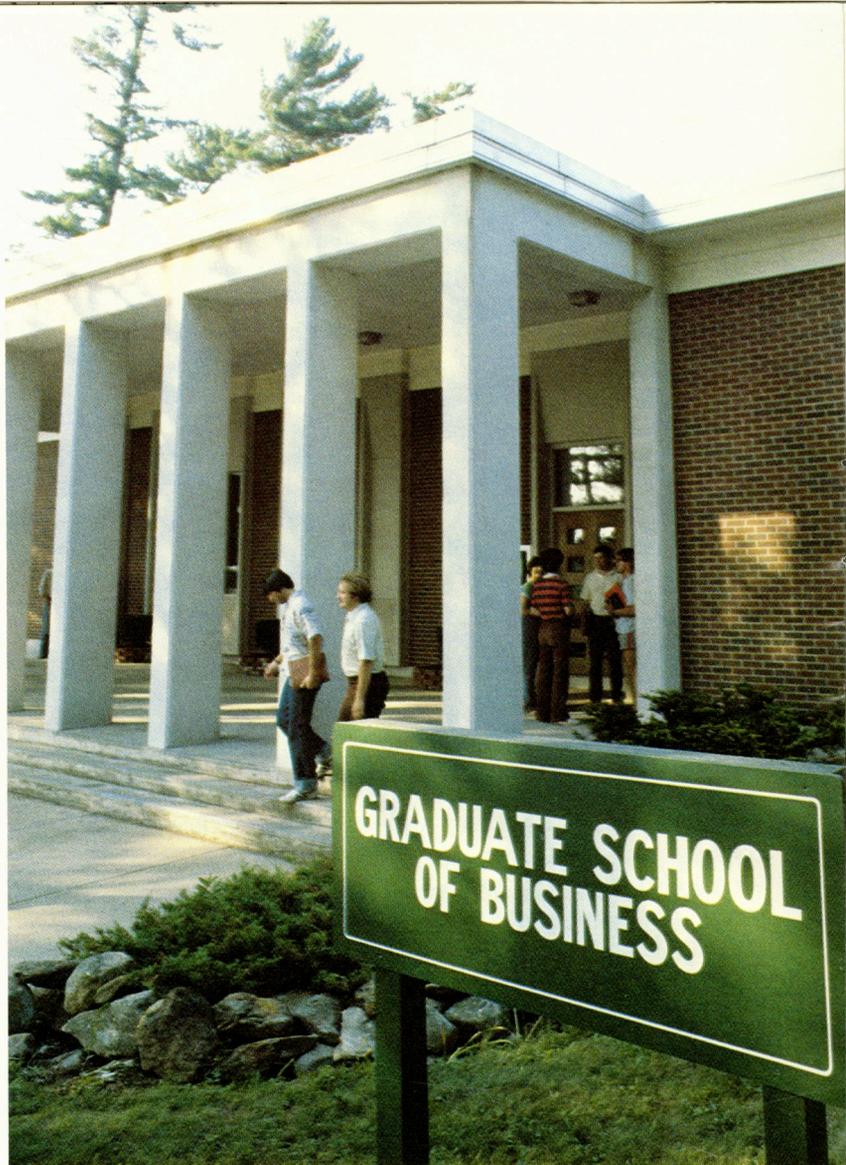
The graduate school also cooperates with the New Hampshire Association of Purchasing Managers in developing and conducting continuing professional education programs for the Association's members. The assistant dean of the graduate school acts as the academic advisor to the association, and as a liaison with faculty and staff members in program planning and administration.

*The Center for International  
Exchange*

The Center for International Exchange was established in 1983 to promote and coordinate:

- the development and provision of sensitive and responsive student support services;
- the creation of a greater institutional awareness of the importance of pluralism in the educational process; and
- the development of college-wide programs, courses, and academic experiences to enhance the meaning of international and inter-cultural learning.

The center, which is based at the south campus, cooperates with the various academic divisions and other departments and organizations within and beyond the college in meeting the college's commitment to these goals.



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## Housing, Dining & Health Services

### *Residence Life (Housing)*

Housing is available for unaccompanied graduate day students at the north campus, consisting of single and double rooms furnished with a desk, chair, bed, and dresser for each student. Residents share common lounges, bath facilities, recreational areas, and study lounges.

A room deposit of \$100, applicable to the housing bill, is required at the time of acceptance in order to reserve a room; rooms are assigned on the basis of the date on which deposits are received at the college business office. A separate \$100 damage deposit is also required, and is returnable, less any charges for breakage or damage, when the student leaves the campus.

Students occupying on-campus housing are required to remain in residence a minimum of two graduate terms. Any graduate student who intends to withdraw from on-campus housing is required to meet with the graduate director of the north campus beforehand.

Questions concerning the residence program in general may be directed to the north campus residence life office, located in Crawford Hall, or to the director of residence life, whose office is at the south campus.

### *Dining*

Meals are available for all students at the cafeteria or other food service facilities on both campuses. A system of coupons ("chits") is used for such purchases. Students who reside on campus are required to purchase chits

equivalent to their approximate needs for the year; these chits may be transferred or used to pay for meals for guests. They may not be redeemed at year-end if unused. Students residing off-campus may purchase books of chits in denominations suitable to their needs.

### *Health Services*

Full-time day graduate students and resident graduate students are entitled to use the college Health Center, which is located at the south campus and is open Monday through Friday from 8 a.m. to 5 p.m. Office hours are held on the north campus as determined by students' needs. The center is staffed by a nurse practitioner, a registered nurse, and a licensed practical nurse; the services of the college physician are available by appointment. Most common acute health problems can be treated at the center. If necessary, the staff can refer the student to other facilities for further assistance. All full-time students are required to have a medical record based on a physical examination on file in the Health Center before any treatment can be rendered.

International students are required to subscribe to the college's student health and accident insurance program. All other full-time students are urged to take advantage of this coverage as well.

### *Counseling Services*

The primary aim of the college's counseling program is to assist the student in exploring a problem or concern and working out an alternative resolution. Personal and emotional problems often interfere with effective learning and living; moreover, a student with many strengths and abilities may experience serious difficulties in some areas that

often can be effectively resolved through some form of counseling.

Individual and group counseling sessions are available. Counseling offices are maintained on both campuses.

### *Recreation*

On-campus recreational opportunities provide students with access to the college's athletic facilities, including two gymnasias, a 25-meter swimming pool, racquetball courts, weight and exercise rooms, an outdoor ice rink, and several athletic fields at the south campus, as well as cross-country ski and hiking trails at both north and south campuses. Both individual and intramural athletic programs are available.

A wide choice of other extra-curricular student programs is coordinated by the director of student activities, whose office is located at the south campus, and by student affairs coordinators at each campus who serve as resources for information on such activities.

The Graduate Student Association (GSA) was established in 1982 to promote the interests of all graduate students, and to encourage an environment in which social activities, as well as education, are a part of graduate school life. All students of the graduate school are welcome to participate in the GSA and its activities.

The Toastmaster's Club, organized in 1983, meets regularly at the north campus to develop graduate students' skills in both prepared and impromptu public speaking in a sociable, non-academic setting.




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## Degrees and Programs

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## The Underlying Idea

At New Hampshire College, graduate programs are designed

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

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## Master of Business Administration

### *Basic Program in Administration:*

12 courses; 36 credits

The basic MBA program offers a broad spectrum of education for those who seek general familiarity with the management of business enterprises.

### *Required Courses:*

GSR200 Information Sources,  
Research Methods, and  
Communication Techniques  
GSH210 Human Behavior in  
Organizations  
GCF300 Managerial  
Accounting  
GCF320 Financial  
Management  
GCO350 Quantitative Analysis  
for Decision Making  
GCO351 Production and  
Operations Management  
GCO352 Decision Support  
Systems  
GXM400 Marketing Strategies  
GXG410 Business, Govern-  
ment, and the Environment  
GNP600 Policy Formulation  
and Administration

and

Two graduate business elec-  
tives (or GNR604 Thesis  
Option)

### *MBA With Advanced Certificate Options:*

16 courses; 48 credits

The advanced certificate programs offer concentrated studies for those who seek specific skills in specialized areas of management.

### *The Common Core:*

These nine graduate courses are required in all of the programs leading to the MBA degree with an advanced certificate option:

GSR200 Information Sources,  
Research Methods, and  
Communication Techniques  
GSH210 Human Behavior in  
Organizations  
GCF300 Managerial  
Accounting  
GCF320 Financial  
Management  
GCO350 Quantitative Analysis  
for Decision Making  
GCO351 Production and  
Operations Management  
GCO352 Decision Support  
Systems  
GXM400 Marketing Strategies  
GNP600 Policy Formulation  
and Administration

*MBA With Advanced Certificate in Accounting:*

The program leading to the advanced certificate in Accounting provides specialized concentration leading to managerial competence in corporate accounting, internal auditing, and federal taxation. This program is *not* intended for students who have earned an undergraduate degree in Accounting.

In addition to the nine common core courses, students must complete these requirements:  
GCF302 Financial Reporting I  
GCF303 Financial Reporting II  
GCF304 Budgeting and Cost Accounting  
GCF305 Auditing  
GCF306 Financial Reporting III  
GPT500 Federal Taxation of Individuals  
and  
One graduate business elective

*MBA With Advanced Certificate in Decision Support Systems*

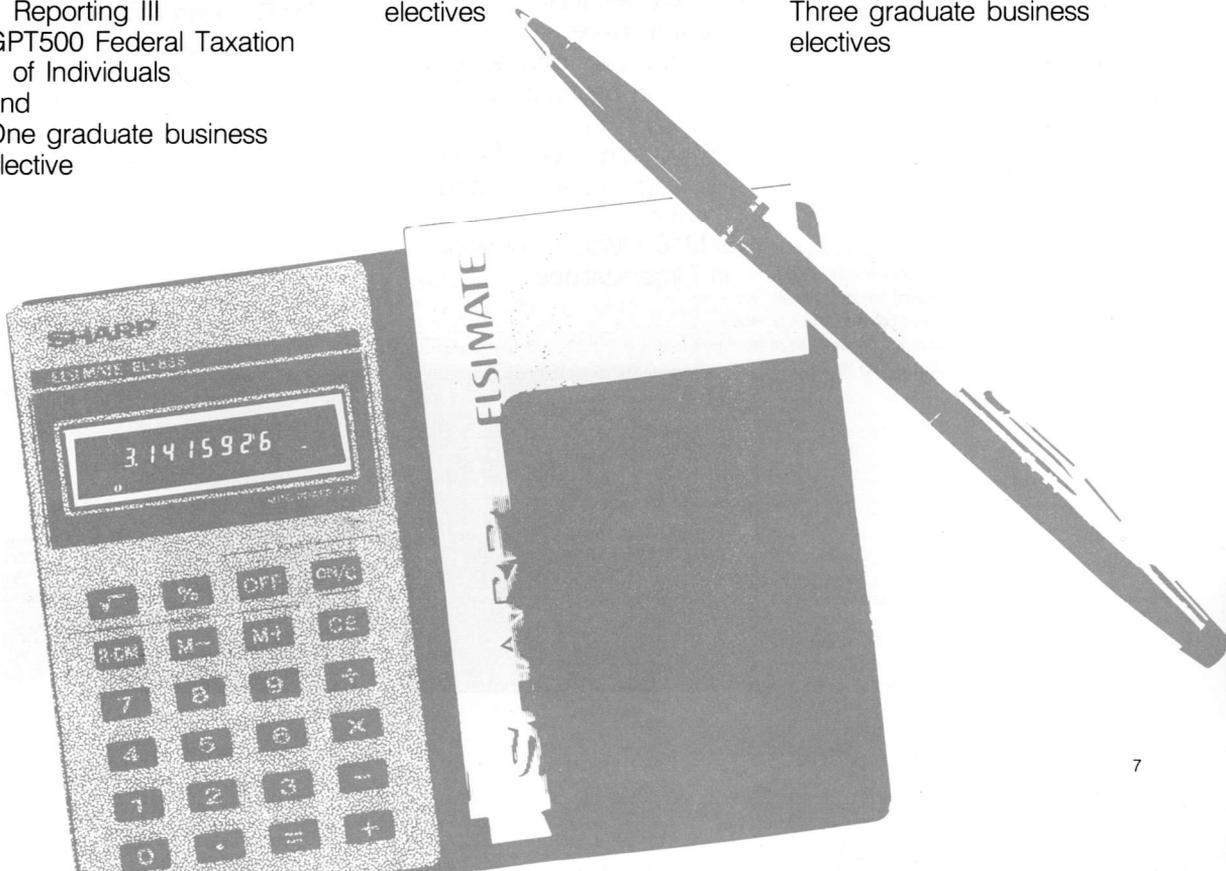
The program leading to the advanced certificate in Decision Support Systems provides specialized concentration for managerial competence in systems-centered and computer-oriented business operations.

In addition to the nine common core courses, students must complete these requirements:  
GCO353 Computer Simulation and Modeling in Business  
GCO354 Data Communications and Networking  
GCO355 Data Base Design  
GCO356 Seminar in Decision Support Systems  
and  
Three graduate business electives

*MBA With Advanced Certificate in International Business*

The program leading to the advanced certificate in International Business provides specialized concentration for managerial competence in enterprises engaged in international operations and trade.

In addition to the nine common core courses, students must complete these requirements:  
GXE422 Multinational Corporate Environment  
GCF321 Multinational Corporate Finance  
GXM401 Multinational Market Strategies  
GNC602 Multinational Corporate Management  
and  
Three graduate business electives



*MBA With Advanced Certificate in Personnel Administration/Industrial Relations*

The program leading to the advanced certificate in Personnel Administration/Industrial Relations provides specialized competence in the management of human affairs in corporate structures.

In addition to the nine common core courses, students must complete these requirements:

- GSH211 Human Resources Management
  - GSH212 Labor Relations and Arbitration
  - GSH214 Compensation and Benefits Management
  - GXG410 Business, Government, and the Environment
- and  
Three graduate business electives

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## Master of Science

### *Accounting—Preparation for CPA:*

16 courses; 48 credits

This degree program offers a combination of concentrated studies in the field of accounting as preparation for qualification as a Certified Public Accountant, and broader-based study of managerial enterprises related to the application of accounting theory and practice.

Courses marked with an asterisk (\*) may be waived in favor of other accounting/business electives for persons who have earned an undergraduate degree with a major in accounting.

### *Required Courses:*

- GSR200 Information Sources, Research Methods, and Communication Techniques
- GSH210 Human Behavior in Organizations

- GCF300 Managerial Accounting\*
- GCF302 Financial Reporting I\*
- GCF303 Financial Reporting II\*
- GCF304 Budgeting and Cost Accounting\*
- GCF305 Auditing\*
- GCF306 Financial Reporting III\*
- GCF307 Seminar in Accounting Theory
- GCF320 Financial Management
- GCO350 Quantitative Analysis for Decision Making
- GCO351 Production and Operations Management
- GCO352 Decision Support Systems
- GXG411 Federal Taxation of Corporations
- GXG412 Business Law
- GPT500 Federal Taxation of Individuals





*Business Education:*

8 courses, 30 credits

The MS degree program in Business Education provides advanced professional knowledge and skills to enhance the curricular, instructional, and administrative competence of business educators.

*Required Courses:*

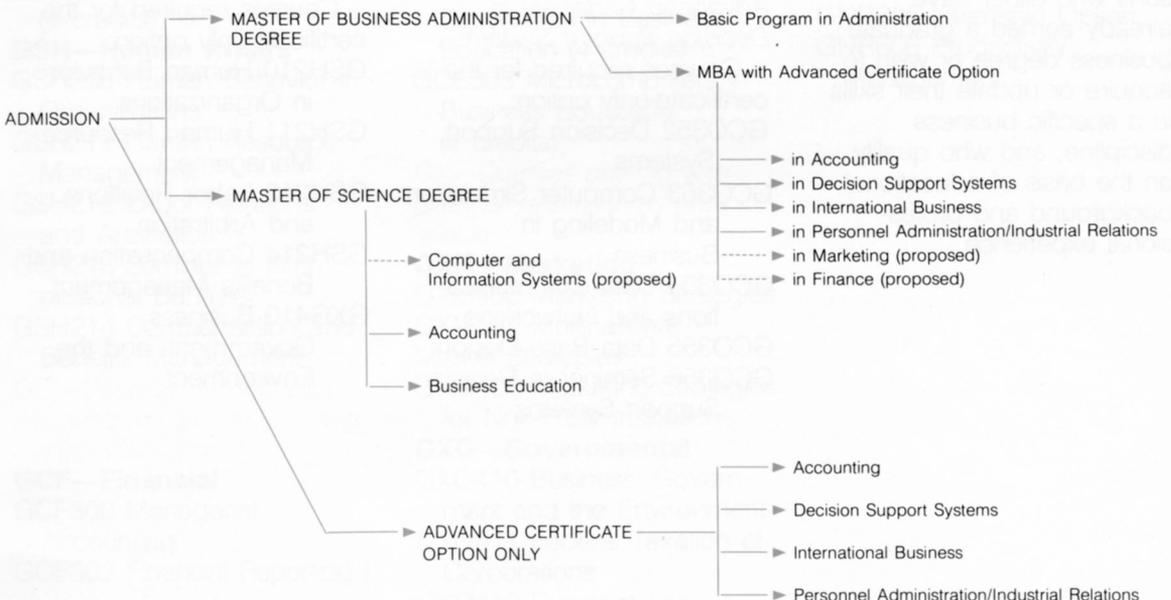
- GSR201 Information Sources, Research Methods, and Communication Techniques/ Business Education\*
- GSR202 Current Literature in Business Education\*
- GCE360 Improvement of Instruction in Business Education\*
- GCE361 Curriculum Development\*

GCE362 Administration and Supervision in Business Education\*

and  
 One graduate education elective\* (or GNR604 Thesis Option)  
 and  
 Two graduate business electives (three credits each)

\*Four-credit courses

**Program Options**





## Advanced Certificate Option

The Advanced Certificate options in Accounting, Decision Support Systems, International Business, or Personnel Administration/Industrial Relations may also be taken as an independent program of graduate study by persons who either have already earned a graduate business degree or wish to acquire or update their skills in a specific business discipline, and who qualify on the basis of educational background and professional experience.

### *Advanced Certificate in Accounting*

Courses required for the certificate-only option:  
 GCF300 Managerial Accounting  
 GCF302 Financial Reporting I  
 GCF303 Financial Reporting II  
 GCF304 Budgeting and Cost Accounting  
 GCF305 Auditing  
 GCF306 Financial Reporting III  
 GPT500 Federal Taxation of Individuals

### *Advanced Certificate in Decision Support Systems*

Courses required for the certificate-only option:  
 GCO352 Decision Support Systems  
 GCO353 Computer Simulation and Modeling in Business  
 GCO354 Data Communications and Networking  
 GCO355 Data Base Design  
 GCO356 Seminar in Decision Support Systems

### *Advanced Certificate in International Business*

Courses required for the certificate-only option:  
 GXE422 Multinational Corporate Environment  
 GXM401 Multinational Market Strategies  
 GCF321 Multinational Corporate Finance  
 GNC602 Multinational Corporate Management

### *Advanced Certificate in Personnel Administration/Industrial Relations*

Courses required for the certificate-only option:  
 GSH210 Human Behavior in Organizations  
 GSH211 Human Resource Management  
 GSH212 Labor Relations and Arbitration  
 GSH214 Compensation and Benefits Management  
 GXG410 Business, Government, and the Environment

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## Structure of the Courses

All courses are designated first with the letter "G" (Graduate); the second and third letters refer to the functional area and specific subject of the courses.

*GS—Courses dealing with personal skills and human affairs (200 Series)*

### **GSR—Research**

- GSR200 Information Sources, Research Methods, and Communication Techniques
- GSR201 Information Sources, Research Methods, and Communication Techniques/Business Education (4 credits)
- GSR202 Current Literature in Business Education (4 credits)

### **GSH—Human Affairs**

- GSH210 Human Behavior in Organizations
- GSH211 Human Resource Management
- GSH212 Labor Relations and Arbitration
- GSH213 Seminar in Interpersonal Behavior
- GSH214 Compensation and Benefits Management

*GC—Courses dealing with planning, measurement, and control (300 series)*

### **GCF—Financial**

- GCF300 Managerial Accounting
- GCF302 Financial Reporting I

- GCF303 Financial Reporting II
- GCF304 Budgeting and Cost Accounting
- GCF305 Auditing
- GCF306 Financial Reporting III
- GCF307 Seminar in Accounting Theory
- GCF310 CPA Review
- GCF320 Financial Management
- GCF321 Multinational Corporate Finance

### **GCO—Operational**

- GCO350 Quantitative Analysis for Decision Making
- GCO351 Production and Operations Management
- GCO352 Decision Support Systems
- GCO353 Computer Simulation and Modeling in Business
- GCO354 Data Communications and Networking
- GCO355 Data Base Design
- GCO356 Seminar in Decision Support Systems
- GCO357 Principles of Artificial Intelligence
- GCO358 Introduction to EDP Auditing

### **GCE—Educational**

- GCE360 Improvement of Instruction in Business Education (4 credits)
- GCE361 Curriculum Development (4 credits)
- GCE362 Administration and Supervision in Business Education (4 credits)
- GCE363 Microcomputers in Business Education (4 credits)

*GX—Courses dealing with external relationships (400 series)*

### **GXM—Marketing**

- GXM400 Marketing Strategies
- GXM401 Multinational Market Strategies
- GXM402 Marketing Strategies for Non-Profit Institutions

### **GXG—Governmental**

- GXG410 Business, Government and the Environment
- GXG411 Federal Taxation of Corporations
- GXG412 Business Law

### **GXE—Economic**

- GXE420 Business Cycles and Forecasting
  - GXE421 Institutional Economics
  - GXE422 Multinational Corporate Environment
- GP—Courses dealing with personal business affairs (500 series)*
- GPT500 Federal Taxation of Individuals
  - GPV501 Investment Analysis and Portfolio Management
- GN—Courses dealing with the integration of other studies (600 series)*
- GNP600 Policy Formulation and Administration
  - GNS601 Entrepreneurship and Small Business Management
  - GNC602 Multinational Corporate Management
  - GNN603 Management of Non-Profit Organizations
  - GNR604 Thesis Option
  - GNR605 Internship Option
  - GNR606 Productivity Management

## Courses 1984-85

### **GSR200 Information Sources, Research Methods, and Communication Techniques**

Development of awareness of, and improvement of personal skills in the use of, available sources of information, and in effective written and oral communication. (Required to be taken as one of the first three courses in all programs.) (Background preparation: three credit hours in statistics, or equivalent.)

### **GSR201 Information Sources, Research Methods, and Communication Techniques/Business Education** (4 credits)

Development of awareness of, and improvement of personal skills in the use of, available sources of information, and in effective written and oral communication. A one-credit module is related to the body of knowledge particularly applicable to business education. (Background preparation: same as above)

### **GSR202 Current Literature in Business Education** (4 credits)

Familiarization with the latest developments in business and business education through an in-depth examination of current books and periodicals.

### **GSH210 Human Behavior in Organizations**

A study of individuals and groups and their interaction. An examination of theories of motivation, communications, leadership, power, and change with practical relation to contemporary issues, and of organizations for key design variables, reward systems aimed at improved performance and organizational efficiency, through current employee motivational programs, participative management, and cooperative decision-making.

### **GSH211 Human Resource Management**

Development of more effective managers and staff specialists in the ways of managing human resources through best use of recruiting, selection, training, career development, and other current, contemporary methods. Introduction to the areas of compensation, collective bargaining, affirmative action, and the regulatory environ-

ment as they relate to today's human resource applications in actual organizations. (Prerequisite: GHS210, Human Behavior in Organizations)

### **GSH 212 Labor Relations and Arbitration**

A study of both public and private labor relations and methods of dispute resolution, stressing labor agreement administration, grievance procedures, and arbitration. Examination of the history of union-management relations, bargaining, and negotiation strategies. The limitations of the use of power are also studied. (Prerequisites: GSH210 Human Behavior in Organizations required, and GHS211 Human Resource Management recommended)

### **GSH213 Seminar in Interpersonal Behavior**

An in-depth examination and practical problem-solving setting for a study of personal assumptions, motives, theories, and interpersonal relations in organizations of contemporary and current interest. Involvement in the experiential learning dimension to maximize student participation in actual interpersonal behavior and research. (Prerequisite: GHS210 Human Behavior in Organizations)

### **GSH214 Compensation and Benefits Management**

A detailed examination of the compensation and benefits functions within the Human Resources department, and their impact on both employer and employee. Examines the legal, accounting, financial, tax, and employee benefits functions with emphasis on the many compensation and benefits plans available, in use, and being researched. A practical look at current issues, negotiations, and contemporary organizational programs. (Prerequisites: GSH210 Human Behavior in Organizations and GSH211 Human Resource Management)

### **GCF300 Managerial Accounting**

A study of the accumulation of accounting information with emphasis upon its internal use for management planning, control, and decision-making. (Background preparation: six credit hours of accounting, or equivalent)

### **GCF302 Financial Reporting I**

An examination of the theory and practices of financial accounting with emphasis on asset and liability, measurement and reporting. (Prerequisite: GCF300 Managerial Accounting)

## Program Planning — Full-Time Day Student

	FIRST TERM	SECOND TERM	THIRD TERM	FOURTH TERM	FIFTH TERM	SIXTH TERM
<b>Basic MBA (12 courses)</b>	THREE COURSES	THREE COURSES	THREE COURSES	THREE COURSES		
<b>Basic MBA with Background Preparation</b>	BACK- GROUND COURSES	THREE COURSES	THREE COURSES	THREE COURSES	THREE COURSES	
<b>MBA plus Advanced Certificate (16 courses)</b>	THREE COURSES	THREE COURSES	THREE COURSES	THREE COURSES	TWO COURSES	TWO COURSES
	<b>SIX MONTHS ▶</b>		<b>ONE YEAR ▶</b>		<b>EIGHTEEN MONTHS ▶</b>	

**GCF303 Financial Reporting II**

A continuation of CGR 302. Topics include stockholders' equity, income measurement, income taxes, pensions, leases and statement of changes in financial position. (Prerequisite: GCF302 Financial Reporting I)

**GCF304 Budgeting and Cost Accounting**

A comprehensive study of concepts, procedures, and practices of accounting systems designed to aid in the planning and control process of a variety of profit and not-for-profit organizations. (Prerequisite: GCF300 Managerial Accounting)

**GCF305 Auditing**

A study of the concepts and methods of professional audit practice. (Prerequisite: GCF303 Financial Reporting II)

**GCF306 Financial Reporting III**

An examination of advanced accounting topics such as partnerships, consolidations, involencies, estates and trusts. (Prerequisite: GCF303 Financial Reporting II)

**GCF307 Seminar in Accounting Theory**

Extensive survey of historic and contemporary accounting literature to provide students with an appreciation of the development and current status of generally accepted accounting principles, and issues relating to their application. (Prerequisite: GCF306 Financial Reporting III)

**GCF310 CPA Review**

Intensive review of theory and practice in preparation for state examinations required for qualification as certified public accountant.

**GCF320 Financial Management**

A study of financial decision-making in the setting of the firm, including its relationships with financial markets and institutions. (Prerequisite: GCF300 Managerial Accounting)

**GCF321 Multinational Corporate Finance**

A study of problems of financing and reporting international operations with particular emphasis upon evaluation of risk, and strategies of funding in international monetary relationships. (Prerequisite: GCF320 Financial Management)

**GCO350 Quantitative Analysis for Decision-Making**

A survey of mathematical, probabilistic, and statistical tools available for assisting in the operation and management of industrial organizations. (Background preparation: six credit hours in mathematics, or equivalent)

**GCO351 Production and Operations Management**

Study of the concepts of production and operations, and of a variety of methods and techniques used in their management. (Prerequisite: GCO350 Quantitative Analysis for Decision-Making, or by permission of the instructor)

**GCO352 Decision Support Systems**

Introduction to systems concepts and analysis, and their application to management and decision-making through the use of computer technology. (Background preparation: three credit hours in data processing, or equivalent)

**GCO353 Computer Simulation and Modeling in Business**

Examination of computer simulation and modeling techniques and their applications in the business environment using DYNAMO, BASIC, FORTRAN, GPSS, and other languages. (Prerequisites: GCO352 Decision Support Systems, and GCO350 Quantitative Analysis for Decision Making)

**GCO354 Data Communications and Networking**

Examination of the elements of communications networks including common carrier offerings, terminal types, multiplexing and concentrator offerings, vendor protocols, and system design considerations. (Prerequisite: GCO352 Decision Support Systems)

**GCO355 Data Base Design**

Development and management of data bases through study of computer-based systems concepts and design of a decision-support project. (Prerequisite: GCO352 Decision Support Systems)

**GCO356 Seminar in Decision Support Systems**

Overview of current affairs and emerging developments in the realm of computer-based management systems. (Prerequisites: GCO353 Computer Simulation and Modeling in Business, or GCO345 Data Communications and Networking, and GCO355 Data Base Design — may be taken concurrently)

**GCO357 Principles of Artificial Intelligence**

A survey of concepts and techniques of artificial intelligence with emphasis on representational strategies and notational systems/structures. Topics include business applications, production systems, heuristic search, natural language understanding, problem-solving, deduction, question-answering, and inference. Analysis of fifth-generation computer systems and an introduction to logic programming with PROLOG. (Prerequisites: GCO350 Quantitative Analysis for Decision Making, and GCO352 Decision Support Systems)

**GCO358 Introduction to EDP Auditing**

A study of the process, tools, and techniques used in auditing computer-based information systems and in evaluating their internal controls. (Prerequisite: GCO352 Decision Support Systems — may be taken concurrently)

**GCE360 Improvement of Instruction in Business Education (4 credits)**

An advanced review and comparison of business education classroom methodologies, including simulations, role-playing, and computer-based techniques.

**GCE361 Curriculum Development (4 credits)**

Design and modification of effective business education curricula.

**GCE362 Administration and Supervision in Business Education (4 credits)**

Modern administrative theories and practices related to secondary and post-secondary business education programs.

**GCE363 Microcomputers in Business Education (4 credits)**

A study of the use of the microcomputer in secondary and post-secondary business education courses. The course emphasizes BASIC language. Each student is required to prepare some workable programs for business education courses, as well as evaluate existing software. (Background preparation: three credit hours in data processing, or equivalent)

**GXM400 Marketing Strategies**

A study of the process of searching for, and identifying, prospective opportunities for establishing effective relationships with markets, and of the techniques of marketing. (Background preparation: three credit hours in marketing, or equivalent)

**GXM401 Multinational Market Strategies**

A study of the particular issues involved in identifying and developing relationships with international markets. (Background preparation: three credit hours in marketing, or equivalent)

**GXM402 Marketing Strategies for Non-Profit Institutions**

Application of marketing concepts and practices to not-for-profit organizations. Exploration of sources of financial support and strategies for their development. (Background preparation: three credit hours in marketing, or equivalent)

**GXG410 Business, Government and the Environment**

Consideration of the relationships between business organizations and a variety of external interests, and of methods of interacting with those interests.

**GXG411 Federal Taxation of Corporations**

Theory and practice of federal income taxation of corporations, partnerships, estates and trusts. (Prerequisite: GCF300 Managerial Accounting)

**GXG412 Business Law**

Theory and application of the laws of regulations, contracts, agency, property, and business organizations. (Background preparation: three credit hours in business law, or equivalent)

**GXE420 Business Cycles and Forecasting**

A study of theories of fluctuations of economic activity and of techniques for forecasting business conditions and rates of business activity. (Background preparation: six credit hours in economics, or equivalent)

**GXE421 Institutional Economics**

A study of theoretical and philosophical foundations of capitalism as compared to alternative economic systems. (Background preparation: six credit hours in economics, or equivalent)

**GXE422 Multinational Corporate Environment**

A survey of economic, social, and political relationships among and within nations, and their impacts upon corporations operating in an international context.

**GPT500 Federal Taxation of Individuals**

The theory and practice of federal income taxation of individuals.

**GPV501 Investment Analysis and Portfolio Management**

A study of the techniques used to assess the value of securities, and the methods used in the management of investment portfolios, with primary focus on stocks and bonds in terms of their valuation, risk-return measurement, diversification, and other aspects of portfolio theory. (Prerequisite: GCF320 Financial Management)

**GNP600 Policy Formulation and Administration**

An application of learned skills, and a testing, distillation, and integration of insights gained from preceding courses and other sources. (May not be taken until at least ten courses have been completed in the program.)

**GNS601 Entrepreneurship and Small Business Management**

A study of entrepreneurship and small business from a management standpoint, including analyses of research, marketing, taxes, forms of business, capital and venture capital opportunities, and a real-life project or Small Business Institute consultancy.

**GNC602 Multinational Corporate Management**

Introduction to the nature of international operations and of the issues of management of multinational activities, with particular reference to cultural, political, economic, and physical dimensions of foreign nations.

**GNN603 Management of Non-Profit Organizations**

A study of planning, budgeting, control, and other management activities in the context of the not-for-profit institution.

**GNR604 Thesis Option**

Students may substitute six semester hours of thesis credit in lieu of two elective courses in the MBA and MS/Accounting programs, or one graduate education elective in the MS/Business Education program, upon acceptance by a full-time supervising faculty member and with prior approval of the dean of the graduate school. A thesis must be completed within nine months of its approval.

**GNR605 Internship**

A limited program of internships (for academic credit in substitution for course work) is available for full-time day students to enhance their educational experience through appropriate, supplemental, work-oriented activity in selected environments.

Internships, which are administered by the Office of Cooperative Education/Internships/Placement and supervised by faculty members, are subject to tuition charges related to the number of hours of credit granted.

To qualify, a student must have earned a grade point average of at least 3.0 and have obtained the permission of a sponsoring full-time faculty member. Credit for the internship activity will be granted only upon receipt of an oral and written report submitted to and accepted by the faculty sponsor. Students who do not participate in internship work are expected to complete the equivalent number of credits in elective courses.

**GNR606 Productivity Management**

Fundamentals of productivity management and measurement, and a study of current strategies for enhancing organizational effectiveness from the perspective of the operating manager.



## Academic Requirements

### Level of Achievement Expected

To qualify for a graduate degree a student must complete the courses prescribed and the number of hours of credit required in the program of study with a minimum overall grade point average of 3.0 and no more than two grades of C+ or lower. All degree requirements must be completed within eight years from the date of admission. An extension of times requires action of the Scholastic Standing Committee and must be based on good cause.

### English Language

Students whose primary language is not English are required to submit scores on the Test of English as a Foreign Language (TOEFL). The American Language and Culture Center, at the south campus, offers intensive instruction to students

who need to improve their proficiency in speaking and writing English.

### Grades

Students are graded upon their performance according to the traditional system of A (4.00), A- (3.66), B+ (3.33), B (3.0), B- (2.66), C+ (2.33), C (2.00), and F (0). Other grades include:

Incomplete*	I
Incomplete/Failure	I/F
Satisfactory	S
Unsatisfactory	U
Credit	CR
Audit	AU
Withdraw**	W
Transfer Credit	T

### \*Incomplete Performance

The grade of I is assigned when course assignments have not been completed. The grade of F is automatically substituted for the grade of I eight weeks after the start of the following term if the deficient work has not been completed satisfactorily.

### \*\*Withdrawal from Courses

Students may withdraw from courses on presentation of a written request to the instructor prior to the end of



the eighth week of any term; thereafter, express permission of the course instructor is required. Non-attendance at class meetings is not construed as withdrawal. An instructor may withdraw any student from a course on the grounds of excessive (three or more) absences, and/or if, in the opinion of the instructor, the student will be unable to complete the course requirements satisfactorily.

#### *Courses Repeated*

Graduate students may be permitted to repeat courses, by petition to and with approval of the dean. The first grade assigned, which remains on the student's record, is not used in calculating grade point average; the grade assigned for the course as repeated is also recorded, and is used in computing the student's achieved grade point average.

#### *Confidentiality of Records*

Access to students' records is restricted by federal law and college policy. Grades are provided only in written reports mailed to students promptly following the completion of each course.

#### *Transfer Credit*

Graduate credit earned at another accredited institution during the last five years may be accepted in satisfaction of New Hampshire College courses. A maximum of six semester hours may be transferred into any of the MBA degree programs or the MS program in Accounting; a maximum of eight semester hours may be transferred into the MS program in Business Education. A minimum of thirty semester hours of graduate credit must be earned at New Hampshire College to qualify for the basic Administration (MBA) degree; a minimum of forty-two semester hours of graduate credit earned at New Hampshire College is required to qualify for either the Administration (MBA) degree with an Advanced Certificate or the Master of Science degree in Accounting; a minimum of twenty-two semester hours of graduate credit earned at New Hampshire College is required to qualify for the Master of Science degree in Business Education.

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## Cooperative Education

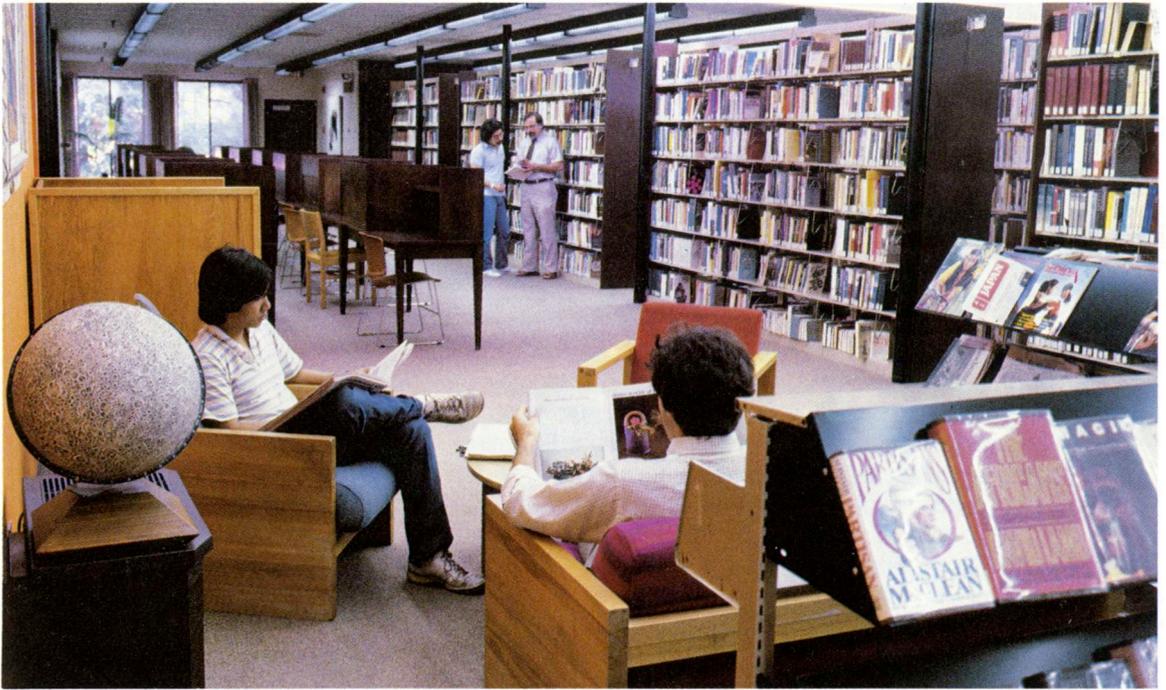
#### *Placement*

Although the graduate programs have, in the past, primarily served persons who are already employed, full-time students and alumni of the graduate school may make use of the college's Office of Cooperative Education/Internships/Placement. This office maintains information on current job opportunities in the public and private sectors, participates in semi-annual "job fairs" attended by recruiters from a wide spectrum of industries, governmental agencies, and non-profit institutions. CEIP officers also arrange interviews for students and alumni with employers, both on and off campus, locally, nationally, and internationally.

#### *Internships*

Internships are principally educationally-oriented experiences; in most cases they do not involve monetary compensation for participating students. Although the graduate school maintains relations with business and industry, non-profit organizations, and governmental agencies with which internships can be arranged, the Cooperative Education/Internships/Placement Office, in conjunction with the graduate school, is responsible for job development and placement.

Limited academic credit in lieu of course work is granted for successful completion of approved internships.



## Admission

*Students may be admitted to the graduate school under the following conditions:*

- **Unconditional Admission:** indicating that the student has satisfied all specified background preparation and other entrance requirements for his/her chosen program of study.
- **Limited Admission:** indicating that the student has not met all requirements for admission.
- **Provisional Admission:** indicating that the student's undergraduate grade point average is less than 2.5. This qualification is lifted if the student achieves a 'B' (3.0) average in his/her first three graduate courses.
- **Unclassified Admission:** indicating that the student wishes to enroll in individual courses as a special student. A maximum

imum of six graduate credits may be transferred to one of the graduate programs by an unclassified student.

*Unconditional admission to any of the MBA programs or the MS program in Accounting requires:*

- That the student have previously completed the following courses or their equivalents:
 

Accounting	6 credits
Economics	6 credits
Mathematics	6 credits
Statistics	3 credits
Computer Data Processing	3 credits
Business Organization	3 credits
Marketing	3 credits
Business Law	3 credits
- That the student have earned a bachelor's degree from an accredited institution of higher learning, with an academic record of 2.5 or better, or 2.7 in the latter half of a completed academic program.

*Unconditional admission to the MS program in Business Education requires:*

- That the applicant have earned an undergraduate degree in a business discipline or in business education, or have at least one year of business teaching experience.
- That the applicant present scores of either the Graduate Management Admission Test (GMAT) or the Graduate Record Examination (GRE). No minimum score is stipulated.
- That the applicant meet any specified course prerequisites for his/her chosen graduate business electives.

*Unconditional admission to the advanced certificate-only options requires:*

- That the applicant have earned a bachelor's degree or higher from an accredited institution of higher learning.
- That the applicant have completed the following prerequisite courses or have demonstrated suffi-

cient equivalent knowledge or experience in the specified area.

- For Advanced Certificate in Accounting—six credit hours in accounting.
- For Advanced Certificate in Decision Support Systems—three credit hours in data processing, six credit hours in mathematics, and three graduate credits in quantitative analysis.
- For Advanced Certificate in International Business—three credit hours in marketing, and three graduate credits in financial management.
- For Advanced Certificate in Personnel Administration/Industrial Relations—no specified prerequisites.

Courses successfully completed in a certificate-only option may later be applied to a graduate degree program, as appropriate, if the student is accepted into the degree program.

*Unconditional admission as an unclassified student requires:*

- That the applicant have earned a bachelor's degree or higher from an accredited institution of higher learning.
- That the applicant have satisfied any stated background preparation and/or prerequisite requirements for the course(s) to be taken.
- That the applicant submit a completed application and official transcripts of his/her prior academic work.

#### *Limited Admission*

When an applicant is accepted under limited admission, deficiencies in background preparation may be satisfied by enrolling in courses offered by New Hampshire College or other institutions. In some cases, documented employment experience may be accepted in place of academic preparation, as may qualifying scores in specified tests of the College-Level Examination Program (CLEP). Further information on CLEP tests is available from the New Hampshire College Registrar.

#### *Graduate Management Admission Test*

Students admitted to the MBA programs and to the MS program in Accounting are expected to submit scores on the Graduate Management Admission Test (GMAT) at the time of their admission or within six months of their admission to the graduate school. In accordance with the guidelines of the Graduate Management Admission Council, the graduate school does not stipulate a minimum score to be achieved. For more information on test dates and locations of test centers, write: GMAT, Educational Testing Service, Box 966 R, Princeton, NH 08540.

#### *Time Needed for Completion of the Degree Programs*

Full-time day students who have satisfied all requirements for admission may be able to complete the programs on the following schedule:

- Administration (MBA)  
Four terms (one year)
- Administration (MBA) with an Advanced Certificate option  
Six terms (1½ years)
- Accounting (MS)  
Six terms (1½ years)

Programs offered in the day may be completed on an eighteen-month (1½ year) schedule at no additional charge if at least nine courses have been successfully completed in the first twelve months after initial enrollment. Day students who have not satisfied all background preparation re-



quirements will require one or two additional terms to complete their programs.

Evening students who have satisfied all requirements for admission may be able to complete the programs on the following schedule:

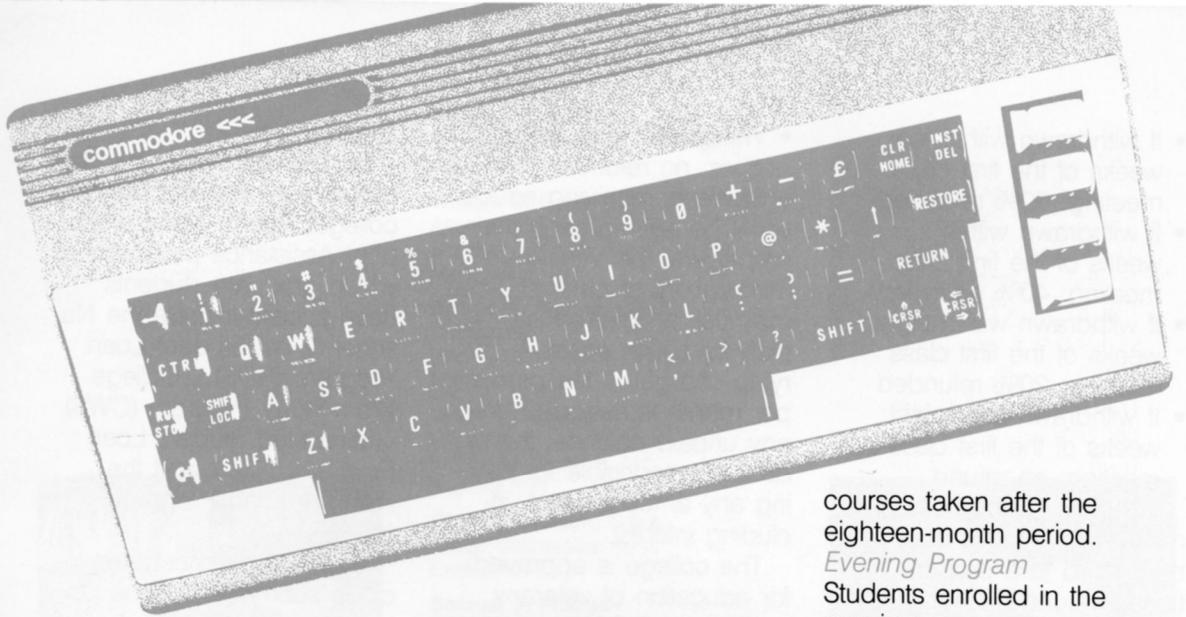
- Administration (MBA)  
Six terms (1½ years)
- Administration (MBA) with an Advanced Certificate option  
Eight terms (two years)
- Accounting (MS)  
Eight terms (two years)

The MS program in Business Education requires four to six terms for completion.

All degree requirements must be completed within eight years from the date of admission.

#### *Graduation*

The Graduate School of Business awards degrees twice a year. Students who complete their degree requirements at the end of Terms I or II (December or March) are awarded their degrees in March. Students who complete their degree



requirements at the end of Terms III or IV (June or August) are awarded their degrees in September.

Students must complete all degree requirements no later than the end of the last full term before graduation (for example, a potential March graduate must have completed all requirements by the end of Term II). In addition, students must submit a formal graduation petition form no later than the following dates:

*For March graduation—*submit petition before January 1st.

*For September graduation—*submit petition before July 1st.



## Tuition and Fees

### *Full-Time Day Program*

Students enrolled in the day programs may expect their programs to cost:

Tuition	\$7980
Fees (approx.)	\$ 100
Housing on campus	\$1851-\$2520 per year
On-Campus Meal Plan	\$1800-\$2400 per year
Books and Supplies	\$600-\$700 per year

The full-time tuition and fees entitle the student to complete:

- Background courses plus the 12-course MBA program in Administration OR
- Any 16-course program

An additional charge of \$200 is assessed for each background course taken in conjunction with a 16-course degree program.

The tuition and fees entitle a full-time day graduate student to take up to eighteen months from the date of initial enrollment to complete his/her degree requirements; if the student needs additional time for program completion, additional tuition and fees will be assessed for all

courses taken after the eighteen-month period.

### *Evening Program*

Students enrolled in the evening program may expect to pay:

Tuition	\$440 per course
Fees	\$40 total

Books and supplies are sold separately.

### *Billing*

Deposits of \$100 applicable to tuition, and \$100 applicable to housing, are required by the college upon notification to day students of their acceptance.

Students are expected to pay all bills at the time of registration. Exceptions require the prior approval of the business office.

### *Withdrawal*

An accepted full-time student not yet enrolled in the Graduate School may withdraw after payment of deposits(s) by written notification to the dean of the graduate school. The official date of withdrawal and the date from which refunds will be determined will be the date on which the written notice of withdrawal is received by the dean.

Enrolled day students who withdraw will be entitled to a refund of tuition on the following basis:

- If withdrawn prior to the first scheduled class meeting: 100% minus \$100 refunded
- If withdrawn within two weeks of the first class meeting: 80% refunded

- If withdrawn within four weeks of the first class meeting: 60% refunded
- If withdrawn within six weeks of the first class meeting: 40% refunded
- If withdrawn within eight weeks of the first class meeting: 20% refunded
- If withdrawn after eight weeks of the first class meeting: no refund

Students on the college meal plan who withdraw will be entitled to a proportionate refund of dining hall charges upon surrender of unused "chits." Housing deposits and damage deposits are not refundable.

Enrolled students in the evening program who withdraw must also do so in writing. The refund of tuition will be based on the last date of attendance, according to the following schedule:

- Withdrawal before the first class: 100% refunded
- Withdrawal after the first class: 80% refunded
- Withdrawal after the second class: 50% refunded

- Withdrawal after the third class: no refund

Students receiving educational benefits through their employers, the Veterans Administration, or other sources may use a deferred payment plan for tuition costs. A carrying charge of 1½ percent per month is assessed on any unpaid balance; the student is responsible for paying any amount owed, including interest.

The college is approved for education of veterans and other eligible persons. Graduate students seeking information on veterans' benefits may contact the college's Office of Veterans' Affairs at the south campus.

Books are sold at the north campus and through each satellite center office. Textbooks may not be purchased on credit.

#### *Financial Aid*

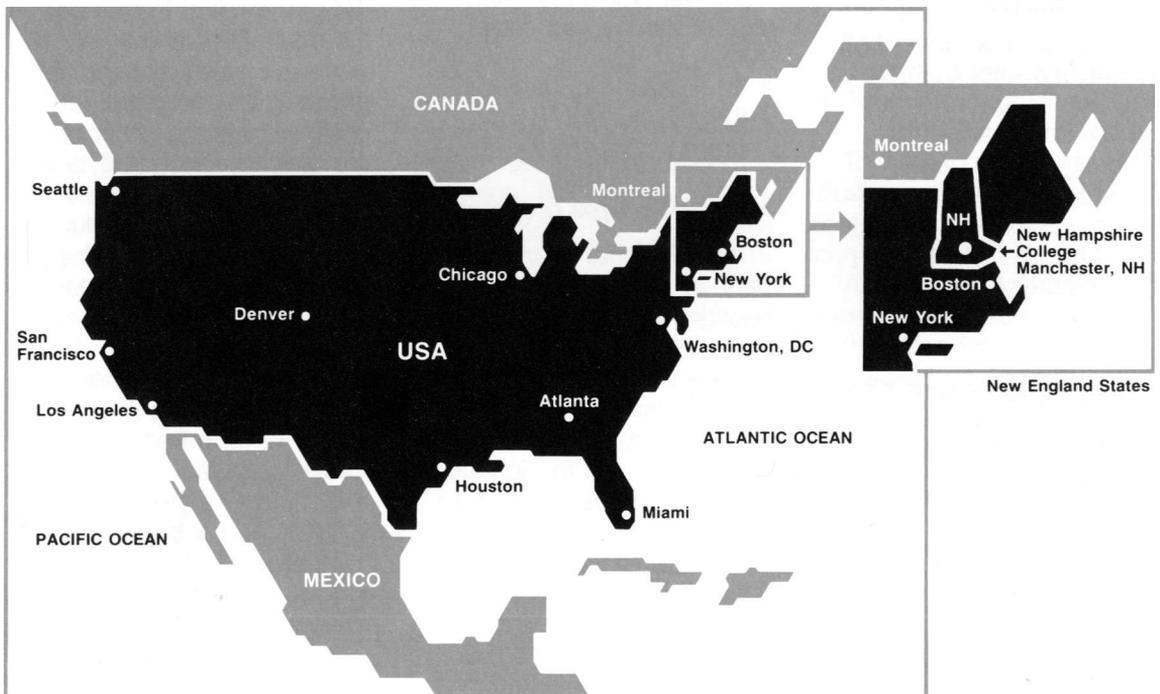
Students enrolled or accepted for enrollment in either day or evening graduate programs may be considered for several forms of institutional and federal

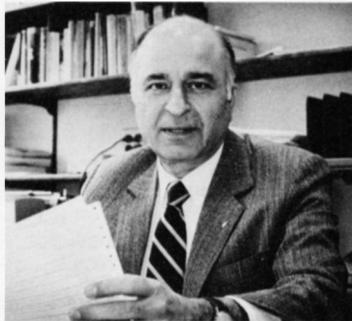
financial aid.

Scholarship and work programs are provided by the college. Title IV Federal Student Assistance programs to which graduate students have access include the National Direct Student Loan Program (NDSL), College Work-Study Program (CWS), Guaranteed Student Loan Program (GSL), and the Auxiliary Loan Program (ALAS).

Application procedures include submission of the college's own financial scholarship and assistance application form and the College Board's Graduate and Professional School Financial Aid Service form (GAPSFAS).

To obtain these application forms and additional information, students may contact either the Graduate School of Business or the New Hampshire College Director of Financial Aid.





## Administration and Faculty

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University of Minnesota, M.S., Nor-  
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M.B.A., Western New England  
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B.A., Boston University, J.D., Suffolk  
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**Thomas Reichheld**

Counselor, Charlotte House Center  
B.A., M.A., Tufts University

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Specialist, Honeywell Electro-Optics  
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Golden Gate University

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Ph.D., Pennsylvania State University

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State University

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York

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Securities  
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M.B.A., University of New Hampshire

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Ph.D., Ohio State University

**Walter L. Zimmermann\***

Associate Professor of Psychology  
B.S., M.Ed., Springfield College

\* Full-time faculty member,  
New Hampshire College  
Undergraduate School of Business

\*\* Full-time faculty member,  
New Hampshire College  
School of Human Services

\*\*\* Full-time administrator,  
New Hampshire College

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## Statement of Propriety

New Hampshire College admits the students of any race, color, creed, handicap, and national or ethnic origin to all the rights, privileges, programs, and activities generally accorded or made available to students at the college. New Hampshire College does not discriminate on the basis of race, color, creed, handicap, or national or ethnic origin in the administration of its educational policies, admission policies, scholarship and loan programs, or any other programs administered by the college. Policies and procedures for the Graduate School of Business are developed by the Graduate School Executive Committee and by other committees of the school and the college, and are implemented at the direction of the dean.

Information stated in this catalog is subject to change at any time; New Hampshire College and the Graduate School of Business reserve the right to revise or amend curricula, policies, and procedures, as well as to change tuition and other charges without notice.

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## Where the Programs are Offered

All five MBA programs and the MS program in Accounting are offered in both the daytime and evening at the north campus in Hooksett. The other locations offer the courses leading to these degrees:

*Concord, New Hampshire:*

Basic MBA program in Administration  
Bishop Brady High School  
25 Columbus Avenue  
Concord, NH 03301  
603-224-8430

*Keene, New Hampshire:*

Basic MBA program in Administration  
Keene High School  
46 Arch Street  
Keene, NH 03431  
603-357-5538

*Nashua, New Hampshire:*

Basic MBA program in Administration; advanced certificate programs in Decision Support Systems and Personnel/Administration/Industrial Relations  
4 Townsend West, Unit 12  
Nashua, NH 03063  
603-881-8393

*Portsmouth, New Hampshire:*

Basic MBA program in Administration; advanced certificate program in Accounting  
Portsmouth Business Center  
U.S. Route 1  
Greenleaf Avenue  
Portsmouth, NH 03801  
603-436-2831

*Salem, New Hampshire:*

Basic MBA program in Administration; advanced certificate programs in Decision Support Systems and International Business  
151 Main Street  
Salem, NH 03079  
603-893-3598

*Brunswick, Maine:*

Basic MBA program in Administration  
Brunswick Naval Air Station  
Box 4  
NAS Brunswick, ME 04011  
207-725-6486

*Ceiba, Puerto Rico:*

Basic MBA program in Administration  
Roosevelt Road Naval Station  
PO Box 3602  
USNS  
FPO Miami, FL 34051  
809-865-8598



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## When the Programs are Offered

These programs are offered in twelve-week terms starting in September, December, March and June at all locations.

The M.S. program in Business Education is offered only at the north campus in Hooksett, and is scheduled in two 16-week evening terms, starting in September and March, and a five-week summer day term starting in July.

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## When Classes Meet

Classes routinely meet for three hours once each week. Saturday classes are offered at the north campus and at the centers in Nashua, Portsmouth, and Salem, New Hampshire.

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## Calendar

*Academic Year*  
1984-85

Term I

September 10, 1984 to  
December 1, 1984

Term II\*

December 3, 1984 to  
March 9, 1985

Term III

March 11, 1985 to  
June 1, 1985

Term IV

June 3, 1985 to  
August 24, 1985

\*Holiday, December 23,  
1984 to January 6, 1984;  
classes resume Monday,  
January 7, 1985.

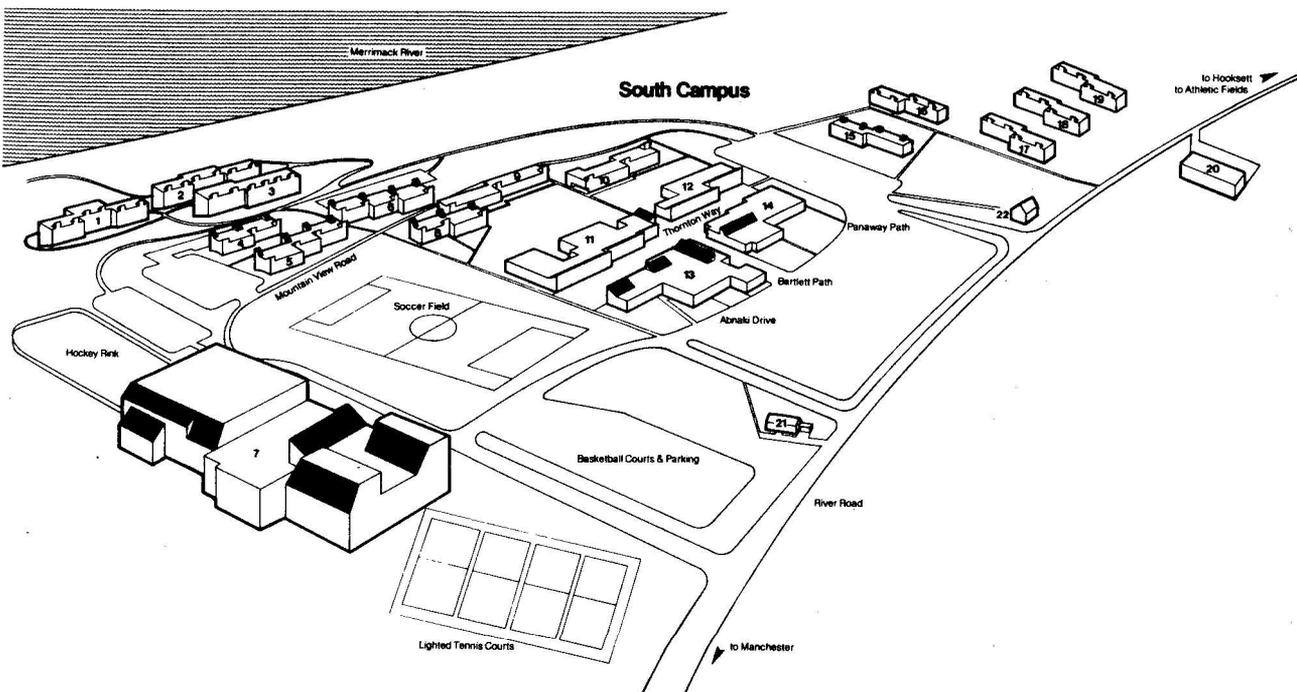
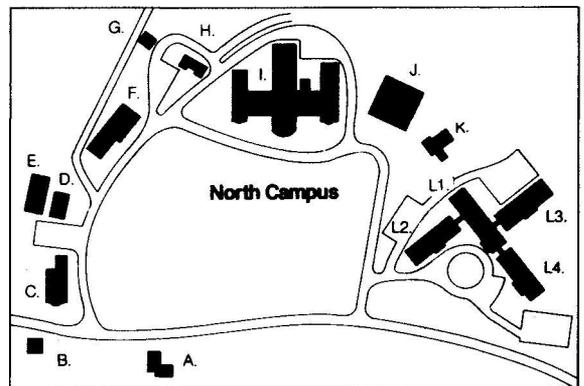
## South Campus Legend

1. Winnepesaukee House
2. Merrimack House
3. Ossipee House
4. Greeley Hall
5. Whittier Hall
6. Kearsage Hall
7. Old Gym—with New Gym, Pool & Skating Rink, Racquetball Courts, Weight Room, Dance Studio, Training Room.
8. Spaulding Hall
9. Winnisquam Hall
10. Chocorua Hall
11. Frost Hall, Campus Ministry Office
12. Stark Hall
13. Student Center—S.G.A. Office, Student Affairs Office, Last Chapter Pub, Snack Bar and Campus Store
14. H.A.B. Shapiro Library and AV Studio
15. Sunapee House
16. Cranmore House
17. Attitash House
18. Hillsboro House
19. Rockingham House
20. Maintenance Office
21. Belknap House (Center for International Exchange/Office of Public Safety)
22. Conway House (Financial Aid Offices)

## North Campus Legend

Only 4.7 miles north of the south campus is New Hampshire College's newly acquired north campus. Following is a list of the facilities at this campus:

- A. Coos House
- B. Pinkham House
- C. Carroll House (houses 20 transfer female students)
- D. Sullivan House
- E. Cheshire Hall
- F. Alumni Hall  
Graduate School of Business, staff and faculty of Graduate School of Business
- G. Franconia House  
Maintenance/North Campus, Residential Coordinator/North Campus
- H. Pembroke House
- I. New Hampshire Hall  
Houses 125 students, classrooms, laundry facilities, various study and game rooms, Student Affairs Office, Public Safety Office, Administrative Offices, Cafeteria and Snack Bar, Theatres, Hotel/Resort/Tourism Department, School of Human Services, Dept. of Business Education/Office Administration, Dept. of Marketing, Upstart Program, The Culinary Institute of New Hampshire College, Transfer Admissions/Undergraduate Admissions Office
- J. Parking Lot
- K. Strafford House
- L1. Crawford Hall  
Houses 200 students, Mail Room, Residence Life, laundry facilities, various study and game rooms, lounges, Residence Life Office, Universal Weight Room
- L2. Hooksett Wing
- L3. Exeter Wing
- L4. Manchester Wing



**Where to telephone or write  
for further information:  
Questions regarding the  
Graduate School of Business  
may be directed to the office  
of the dean, telephone  
(603) 485-8415. Inquiries and  
requests for application  
materials may be directed to:**

**Dean**

**Graduate School of Business  
New Hampshire College  
2500 River Road  
Manchester, NH 03104-1394  
(USA)**

**Telex: 7102200616; Answer**

**Back: NHCOLLEGE MAN**

**Inquiries may also be directed  
to satellite location directors  
at:**

Box 4, Naval Air Station  
Brunswick, ME 04011  
(207) 725-6486

25 Columbus Avenue  
Bishop Brady High School  
Concord, NH 03301  
(603) 224-8430

46 Arch Street  
Keene High School  
Keene, NH 03431  
(603) 357-5538

4 Townsend West  
Unit 12  
Nashua, NH 03063  
(603) 881-8393

Portsmouth Business Center  
U.S. Route 1  
Greenleaf Avenue  
Portsmouth, NH 03801  
(603) 436-2831

United States Naval Station/  
Roosevelt Roads  
P.O. Box 3602  
FPO Miami, FL 34051  
(809) 865-8598

151 Main Street  
Salem, NH 03079  
(603) 893-3598

**The Graduate School of  
Business welcomes visitors to  
the north campus of New  
Hampshire College, on U.S.  
Route 3 (Daniel Webster  
Highway) in Hooksett, New  
Hampshire.**

**Yes. I would like to know more about the Graduate School of Business at New Hampshire College.**

**Please send me:**

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A General Catalog

An Application Form

Information about:

\_\_\_\_\_

Name \_\_\_\_\_

Address \_\_\_\_\_

\_\_\_\_\_

City \_\_\_\_\_

State \_\_\_\_\_ Zip \_\_\_\_\_

Undergraduate College \_\_\_\_\_

Year bachelor's degree awarded \_\_\_\_\_

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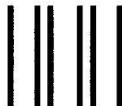
\_\_\_\_\_

City \_\_\_\_\_

State \_\_\_\_\_ Zip \_\_\_\_\_

Undergraduate College \_\_\_\_\_

Year bachelor's degree awarded \_\_\_\_\_



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