



## 2006-2007 GRADUATE CATALOG

Go for your Master's. Go for your Doctorate. Go for yourself. Go for your family. Go beyond expectations. Go for the challenge. Go for the education. Go on campus. Go on location. Go online. Go the extra mile.

Southern  
New Hampshire  
University

# Welcome to Southern New Hampshire University

## Message from the President



In this catalog, you will find descriptions of Southern New Hampshire University's graduate programs and courses. A university catalog offers the most comprehensive description of any institution. Spend time with it and you will learn about SNHU's history and mission, its services and outreach, its facilities, and the many opportunities the university provides students for meeting their life and career goals.

Read between the lines and you'll discover much more. You will see what makes Southern New Hampshire University one of New England's most exciting institutions, particularly for graduate students: small classes; our entrepreneurial and innovative spirit; dedicated faculty who bring real-world experience to the classroom; professional programs that are nationally accredited and internationally recognized; multimedia classrooms and state-of-the-art laboratories; a library with excellent holdings and electronic databases; a technologically advanced Center for Financial

Studies; a fully equipped athletic center; and an internationally diverse and ambitious student body who annually grow the numbers of our highly successful alumni.

Here's what you should know about graduate study at SNHU: Theory will always be informed by real-world experience, faculty will know your name and care about your success, the cost of your education will offer excellence with value and what you learn in the classroom today will contribute to your success tomorrow. Graduate programs are not all the same. Take some time with this catalog; speak with our graduates and visit our campus and you'll see why more and more students are choosing our graduate programs.

At a time when so many institutions are struggling, SNHU is expanding its programs, completing new buildings and hiring wonderful faculty. It is increasingly recognized as a school on the move. You can be part of the excitement. As SNHU's new president my first impressions remain fresh in my memory: the sense of possibility and energy and the opportunity that comes with a university experience coupled with a friendliness and warmth that immediately made me feel at home. Visit us and I think you'll feel the same way.

Sincerely,

A handwritten signature in black ink that reads "Paul LeBlanc". The signature is written in a cursive, flowing style.

Dr. Paul LeBlanc

## 2006-2007 Graduate Catalog

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## Academic Calendar – Graduate Day School

	Graduate Includes M.B.A., M.S., M.Ed. and D.B.A.*	ICED Monthly	CED Ph.D.	SIP
<b>Fall 2006</b>				
Classes Begin	Mon, Sept. 18, 2006	Wed, Sept. 6, 2006	Wed, Sept. 6, 2006	Wed, Sept. 6, 2006
Holiday	Thanksgiving Week			
Classes End	Sat, Dec. 9, 2006	Sun, Dec. 24, 2006	Sun, Dec. 24, 2006	Sun, Dec. 24, 2006
<b>Winter 2007</b>				
Classes Begin	Tue, Jan. 2, 2007			
Classes End	Sat, Mar. 17, 2007			
<b>Spring 2007</b>				
Classes Begin	Mon, Mar. 26, 2007	Mon, Jan. 8 2007	Mon, Jan. 8 2007	Mon, Jan. 8 2007
Holiday	Mon, May 28, 2007			
Classes End	Sat, June 9, 2007	Sat, Apr. 28, 2007	Mon, May 7, 2007	Sat, Apr. 28, 2007
<b>Summer 2007</b>				
Classes Begin	Mon, June 18, 2007			Mon, May 14, 2007
Holiday	Wed, July 4, 2007			Wed, July 4, 2007
Classes End	Fri, Aug. 31, 2007			Thurs, Aug. 31, 2007
<b>Fall 2007</b>				
Classes Begin	Mon, Sept. 17, 2007	Tue, Sept. 4, 2007	Tue, Sept. 4, 2007	Tue, Sept. 4, 2007
Holiday	Thanksgiving Week			
Classes End	Sat, Dec. 8, 2007	Fri, Dec. 21, 2007	Fri, Dec. 21, 2007	Fri, Dec. 21, 2007
<b>Winter 2008</b>				
Classes Begin	Mon, Jan. 7, 2008			
Classes End	Sat, Mar. 22, 2008			
<b>Spring 2008</b>				
Classes Begin	Mon, Mar. 31, 2008	Mon, Jan. 7, 2008	Mon, Jan. 7, 2008	Mon, Jan. 7, 2008
Holiday				
Classes End	Sat, June 14, 2008	Fri, Apr. 25, 2008	Mon, May 5, 2008	Fri, Apr. 25, 2008
<b>Summer 2008</b>				
Classes Begin	Mon, June 16, 2008			Mon, May 12, 2008
Holiday	Fri, July 4, 2008			
Classes End	Sat, Aug. 30, 2008			Sun, Aug. 31, 2008

### Statement Regarding Varied Program Calendars

\*PCMH and Field-based M.Ed. calendars are issued by the VT Center.

Since academic calendars vary among programs, graduate students are asked to contact their Centers of Record for the specific calendar and schedule of courses offered for their chosen programs.

# Southern New Hampshire University



## Mission

Southern New Hampshire University educates intellectually and culturally enriched individuals to be successful in their careers and contribute to their communities. SNHU's educational philosophy challenges students' intellectual potential and prepares them for professional lives in an ever changing and increasingly interconnected world. It provides a supportive and close-knit learning community, delivering engaging instruction in a flexible variety of formats. Students develop the knowledge to understand a complex world, the skills to act effectively within that world, and the wisdom to make good choices. They do so within a community of teachers, staff, and peers that is encouraged to add its scholarly, creative, and pedagogical contributions to the larger social good.

## History of the University

Southern New Hampshire University was founded in 1932 by Harry 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.

The State of New Hampshire in 1963 granted the university its charter, which gave it degree-granting authority. The first associate's degrees were awarded that year, and the first bachelor's degrees were conferred three years later. The college became a nonprofit institution under a board of trustees in September 1968, and the name was shortened to New Hampshire College in 1969.

The 1970s were a time of growth and change. In 1971, the college moved from its downtown Manchester site to a new, 200-acre campus on the Merrimack River. In 1974, the college introduced a master of business administration program; in 1976, a B.S. in hotel management, and in 1978, the college assumed human services degree programs created by Franconia College that later were organized into the pro-

grams of the Graduate School of Business and the School of Human Services.

In the spring of 1981, the General Court of New Hampshire authorized New Hampshire College to award a master of human services degree and the master of science degree in business related subjects. That same year to accommodate the two rapidly expanding programs, the university purchased the former Mount Saint Mary College in Hooksett, and called it the north campus.

In 1982, the college introduced a master's degree in community economic development.

The two-year culinary arts program was established in 1983 to prepare students for careers in the hospitality field. Five years later, the School of Human Services was transferred to Springfield College in Springfield, Mass.

New Hampshire College continued to evolve throughout the 1990s. At that time, academic programs began to be offered at off-campus locations to serve adult learners. Continuing education programs are now offered in Laconia, Manchester, Nashua, Seacoast Center at Pease and Salem, N.H. as well as Brunswick, Maine. The university also offers degree programs in Malaysia.

New undergraduate liberal arts and secondary teacher education majors were added in 1992. The institution's reach was extended globally to students by an innovative, fully online Internet-based distance education program, launched in 1996. Southern New Hampshire University currently has the largest distance education program of any singly post-secondary institution in New England. In 2006 the campus was upgraded to a wireless network, allowing the university to implement a laptop program to all undergraduate day programs.

In 1996 and 1997 the campus witnessed a growth spurt with the construction of four new buildings, including Washington residence hall; Webster hall, home of the School of Business and the School of Community Economic Development; the Hospitality Center, with four working kitchens, was built for the School of Hospitality, Tourism and Culinary Management; and Belknap Hall, which houses the Institute for Language Education, the Center for International Exchange and Public Safety. After the construction all of the university's operations at the north campus were moved to the main campus.

The metamorphosis continued. In the spring of 2001, the college added a master of education program and a master of science degree in community mental health, programs formally based at Trinity College in Vermont.

New Hampshire College became Southern New Hampshire University on July 1, 2001. Undergraduate and graduate programs were reorganized as programs of the School of Business, the School of Liberal Arts, the School of Community Economic Development, and the School of Hospitality, Tourism and Culinary Management. New residence housing and an addition to the Athletic Complex were

completed. A new academic facility, Robert Frost Hall, containing the McIninch Art Gallery and a Center for Financial Studies, was completed in 2002.

The university transferred three graduate education programs and two undergraduate education programs from nearby Notre Dame College when that institution closed. The School of Education was established in 2004.

The School of Education was moved to Belknap Hall in 2005. New graduate education programs in school counseling and school psychology have been added, bringing the master of education to a total of six programs.

The impetus behind New Hampshire College's change to Southern New Hampshire University can be traced to 1998, when the graduate school began offering its first doctoral programs, in both international business and community economic development.

Southern New Hampshire University now has an enrollment of nearly 1,915 undergraduate day students, 1,600 graduate students and 4,000 continuing and SNHU Online students. The high percentage of enrolled international students has resulted in a cultural diversity that enriches the learning experience for all.

Today, Southern New Hampshire University offers associate degrees in culinary arts, liberal arts and several business related fields. The university also offers bachelor of science degrees in business fields and bachelor of arts degree programs in communication, elementary and early childhood education, English, environmental studies, creative writing, psychology, political science, and other areas. A competency-based, three-year bachelor of science degree program in business administration, launched in 1997, is a distinctive alternative for today's students.

Southern New Hampshire University's graduate offerings include a Ph.D. in community economic development, a D.B.A. in international business, a Master of Arts in community economic development, a Master of Education and a Master of Science in various areas. See Degrees Offered and Academic Programs for a complete listing.

## **Goals of the University**

Instructors, students and administrators recognize and subscribe to the mission of the university. In addition, the undergraduate programs have the following specific, supporting goals:

- Offer a quality curriculum that enables students to enter the professional world, or that enable those already established to enhance, advance or change their careers.
- Teach and inquire into the foundation for important truths, principles, ideas, facts and performance methods, so that students can make significant contributions to their chosen fields.
- Provide challenging courses of study, encouraging students to become life-long learners, critical thinkers and problem solvers, who can adapt creatively and appropriately to all situations, structured or unstructured.
- Help students to understand themselves, society and different cultures, so that they can participate affectively in the changing world around them.
- Encourage students to identify the personal qualities and ideals which will enable them to function ethically and responsibly.
- Ensure that students speak and write clearly and accurately, use computers efficiently and employ library resources effectively.

To achieve these goals, the faculty is committed to the art of teaching, scholarship and service. Southern New Hampshire University emphasizes that we learn in different ways, that learning occurs both inside and outside of the classroom, and that learning takes place only if an individual successfully integrates the intellectual, social, and emotional aspects of his or her development, and strives to stimulate critical thought and inquiry in the classroom. Teaching is primary at Southern New Hampshire University.

## Campus Community

A significant international student representation contributes to intercultural and affective development of all students. Higher education reflects the cultural interdependence and recognizes that its graduates will be world citizens. The campus prepares its students to live in an 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. The university enrolls students from more than 70 countries.

The university offers a number of credit-bearing programs overseas, in Dubai and Malaysia, and has exchange student agreements with such institutions as Huron University in London, England and cooperative education relationships with foreign institutions.

To assist in the growth, development and academic success of its students, Southern New Hampshire University has established resources and services that enhance the learning environment and assist students in broadening their educational horizons.

Academic support services at Southern New Hampshire University include:

- Harry A.B. and Gertrude C. Shapiro Library (including the Pantano Gallery)
- Southern New Hampshire University Computer Center
- Institute for Language Education
- Academic Advising Office
- Career Development Office
- Office of Disability Services
- The Learning Center

Southern New Hampshire University student affairs services include:

- Athletics and Athletic Facilities
- Campus Ministry
- Public Safety
- Residence Life
- Student Organizations & Leadership
- Wellness Center (which offers health, counseling and educational services)

In the final analysis, an institution committed to teaching is an organization that does not waiver from its goal to create a learning environment worthy of all those who become a part of it. This attempt is conscious and ongoing at Southern New Hampshire University. It is a continual process through which Southern New Hampshire University reaffirms its commitment to academic excellence, professional credibility and social responsibility.

## Accreditation and Membership

Southern New Hampshire University is 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 Postsecondary Education Commission
- The New Hampshire State Department of Education for Teacher Certification
- American Culinary Federation
- Sport Management Review Council

Southern New Hampshire University 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.

Southern New Hampshire University 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 has a growing population of 108,000 and is a hub to a progress of industrial and business growth to its south and tourism, leisure and recreation areas to its north. The arts in the city are flourishing and the Verizon Wireless Arena weekly draws audiences from throughout the New England states. Convenient interstate highways bisect Manchester's bustling perimeters; air service connects Manchester to all major cities in the United States. Southern New Hampshire University's campus borders Interstate 93 and is within an hour of Boston.

Campus facilities include 280 acres with 24 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.

# Admissions

## Admissions Requirements

Applicants who have earned a bachelor’s degree or a graduate degree at an accredited institution in the United States or the equivalent of this degree from a comparative foreign postsecondary institution will be eligible for application to the university. The decision to admit an applicant to a program is based on a combination of criteria according to the requirements of the specific graduate program.

While many of our students have work experience in business or professional settings, we also encourage applications from students who are completing their undergraduate studies. Prospective students may apply for admission to the university during or after their final year of undergraduate study, but must supply proof of graduation before the end of the first term at Southern New Hampshire University.

In addition to the information in this section of the catalog, applicants need to refer to admission information that is specific to their chosen school or program of study.

### Non-English Documents

To assure full consideration, all documents not written in English must be accompanied by a literal English translation and submitted along with application materials. Certified copies of all certificates and/or diplomas must be included.

## The Application Process

- **Application Form:** Students are encouraged to apply on-line at [www.snhu.edu](http://www.snhu.edu). Application may also be found at each of our graduate centers.
- **Application Fee:** Application fees are required and may differ by program. See application for specific information regarding your program’s application fee.
- **Personal Statement:** A personal statement or résumé as required by program.
- **Official Transcripts:** Official transcripts from all institutions previously and currently attended. This includes transcripts from institutions where credits were transferred. All transcripts are to be submitted in sealed envelopes from the original institutions. International students graduating from non-US institutions may submit certified or attested copies.
- **Recommendation Forms:** SNHU Master of Education, M.F.A. and Doctoral programs require recommendations as part of the admission requirement. See your specific program for further detail regarding the number and scope of recommendations. All recommendations must be submitted in sealed envelopes with the recommender’s signature over the seal.
- **Certifications and Licenses:** A copy of current teacher certification or other professional licenses held, if applicable.

- **Test Results:** SNHU Education and Doctoral programs require official graduate exam scores (GRE, MAT or GMAT) as part of the admission requirement. See your program of choice for further testing requirements and information.

### International Student Admission:

A complete application for an international student requires the following:

- A completed International Student Application form. The admission form used for U.S. 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. Southern New Hampshire University 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.

Candidates for graduate enrollment, whose native language is not English, must demonstrate proficiency on a TOEFL test with a score of 550 or higher. Equivalent proficiency may be demonstrated by a score of 213 on CBT, or 6.5 on IELTS.

Graduate students with TOEFL scores between 530-550 (213 CBT) or IELTS scores between 6.0 and 6.5 will be required to take a special English course. Other measures of English proficiency may be considered on a case-by-case basis.

## Application Deadlines

Master Degrees . . . . .	Rolling Admission
Master of Fine Arts . . . . .	June 1
Doctoral Degree (D.B.A.) . . . . .	April 1
Ph.D. in CED . . . . .	Jan. 31*

\* *Ph.D. in CED: Applicants must complete the application process by Jan. 31 to be considered (not guaranteed) for internal financial tuition support if admitted in September of the same year. Applications will be considered after Jan. 31, but applicants will not be able to request financial assistance if admitted the following September.*

**Application Fee:**

- School of Business Masters and Doctoral Programs require a \$25 application fee.
- School of Education Masters programs require a \$25 application fee.
- School of Hospitality Masters programs require a \$25 application fee.
- School of Liberal Arts M.S. TEFL and M.F.A. require a \$25 application fee.
- School of Community Economic Development Masters programs require a \$25 application fee.
- School of Community Economic Development Ph.D. programs require a \$100 application fee.
- Field-Based Master of Education programs require a \$40 application fee.
- PCMH (Program in Community Mental Health) require a \$40 application fee.

(Make checks payable to Southern New Hampshire University.)

*All application fees are non-refundable.*

**Required Tests**

- M.Ed. applicants are required to take either the Miller Analogy Test (MAT) or the Graduate Record Exam (GRE). Students who have previously earned a Master's Degree are not required to take either exam.

*Note: The PRAXIS I exam requirement, normally required for state certification, is waived for those students who score above the 40th percentile on the GRE. In addition to the PRAXIS I requirement, all elementary and secondary students seeking NH certification will have to pass the PRAXIS II exam in their content area prior to beginning the student teaching placement.*

- D.B.A. applicants must take the Graduate Management Admission Test (GMAT)
- Non-native English language speakers must also submit official results of the Test of English as a Foreign Language (TOEFL). A minimum score of 550 is required by the university. The SNHU TOEFL code number is 3649.

**Interviews**

The School of Community Economic Development requires applicants to attend a faculty interview. Long distance applicants have the option to have this interview conducted by telephone. Contact [ced@snhu.edu](mailto:ced@snhu.edu) to schedule and interview.

The School of Education requires all applicants to attend a faculty interview. Students applying to one of SNHU's On-Line education programs may opt for a telephone interview. Contact the Graduate Admission office to schedule interview. 603.644.3102.

Although interviews are not required as part of the admission process for all graduate programs at Southern New Hampshire University, we welcome students to visit the campus. Advisors are available throughout the year to discuss programs with students.

**Program Requirements****ALL graduate programs require the following:**

- Completed application
- Completed bachelor degree (masters for doctoral programs) from an accredited institution
- Application fee
- Official transcripts from all institutions of higher learning attended
- TOEFEL or IETLS Score (International students only)

Applications are reviewed on a rolling basis unless otherwise noted.

**Additional Admission Materials by School or Program:****School of Business**

- Minimum 2.75 GPA
- Completed bachelors degree
- Resume
- \$25 application fee

**Doctor of Business Administration (D.B.A) program only:**

- Minimum 3.5 GPA
- Completed masters degree (preferably in business or international business)
- Graduate Management Admission Test (GMAT)
- Department chair/faculty interview
- 3 letters of recommendation
- Personal statement
- \$25 application fee
- Application deadline is April 1st.

**School of Community Economic Development M.S.-CED and M.S.-ICED**

- Completed bachelor degree
- Resume
- \$25 application fee
- Two to four page typed personal statement describing work experience, goals and expectations at the master's level.
- Two letters of recommendation for M.S. programs
- Three letters of recommendation for M.A. programs

**M.A. in CED and Policy**

- Writing sample/essay

#### **Ph.D. in Community Economic Development**

- Completed master's degree (preferably M.A. in CED)
- Minimum 3.5 GPA
- 5 Years documented experience in Community Economic Development or five years of professional experience in a related field such as; public policy or business.
- Research sample
- Writing sample/essay
- Application deadline is January 31st.

#### **School of Education**

- Completed bachelor degree
- Minimum 3.0 GPA
- GRE or MAT exam (not required for students with earned master's degrees)
- \$25 application fee
- Personal statement
- 3 letters of recommendation
- Admission interview
- Resume

#### **Field-Based Graduate Program in Education**

- All applicants must have a teaching certificate, evidence of teaching experience, or access to a teaching situation.
- \$40 application fee

#### **School of Hospitality**

- Resume
- completed bachelor's degree (Hospitality, Hotel, Restaurant, Tourism and Leisure Studies preferred)
- 2.5 Minimum GPA
- \$25 application fee
- Minimum of one year relevant supervisory or management experience in the hospitality or related fields.

#### **School of Liberal Arts (M.S.-TEFL program)**

See School of Liberal Arts section for information on other school programs

- Resume
- Completed bachelor's degree
- Minimum GPA 2.5
- \$25 application fee

#### **Master of Fine Arts program**

- College transcripts with a minimum GPA of 3.0. Transcripts will preferably show a B.A. in a humanities discipline, but all qualified applicants will be reviewed
- 3 Letters of recommendation from those capable of assessing your preparation to succeed in a low-residency M.F.A. program in writing

- 30 pages of manuscript double-spaced and numbered in the genre (fiction/non-fiction) you plan to study
- 800-1000 word personal statement describing your writing experience and your commitment to writing. Please include an assessment of why you are a good candidate for the M.F.A. program at SNHU.
- \$25 application fee

#### **Program in Community Mental Health**

- \$40 application fee
- Two letters of reference
- An essay responding to items as described on the application form

#### **Non-Degree Students**

Students who have earned baccalaureate degrees are permitted to undertake a maximum of two graduate courses (6 credits) at Southern New Hampshire University. Non-Degree seeking students must file an application with the Graduate Admission office and supply transcripts and other pertinent information in accordance with general graduate admission policies. Non-Degree seeking students must declare a program if wishing to continue graduate studies after completing 6 graduate credits.

#### **Transfer Credits**

Graduate credits earned at any accredited institution in the last five years are transferable at the discretion of Southern New Hampshire University. Minimum grades of "B" or better are required. All transferable credits must be comparable to and may serve as a substitute for course requirements at SNHU. A maximum of six (6) graduate credits may be transferred into any degree program. Only three (3) graduate credits may be transferred into any graduate certificate program. Note that grades do not transfer. Internships, co-operatives, capstones and student teaching credits earned at another university are not accepted as transfer credits. Each transfer course is evaluated on an individual basis, with reference to catalog course descriptions. The student should provide official transcripts and syllabi.

#### **Admission**

Students who have met all of Southern New Hampshire University's program specific admission requirements may be admitted to a graduate program at SNHU. Some programs require students to complete graduate exams and/or foundational coursework in addition to graduate program requirements. See your specific program for details.

#### **Provisional Admissions**

Provisional admission indicates that a student's undergraduate GPA is less than 2.75 for Master of Business students and less than 3.0 for Master of Education students. This qualification is lifted if a student achieves "B" grades, and a minimum GPA of 3.0 in his or her first two graduate courses. Not all graduate programs accept provisional admissions. See specific programs for details.

## Graduate Registration Process

Current graduate students may register for classes on-line using Southern New Hampshire University's PENpal registration process. PENpal allows students to check grades, address information and schedules. Students may also register in person at each center location or via fax.

New Students must meet with an advisor prior to registering for initial coursework. See an admission counselor or contact the Graduate Admissions Office for further information.

## Degree Requirements

### School of Community Economic Development (CED):

#### M.S. in CED

Students must:

- a. complete 39 credit hours, including all required courses and all needs for specializations if applicable.
- b. complete with a GPA of 3.0 or higher

#### M.A. in CED

Students must:

- a. complete a minimum of 36 credit hours at the 800 level.
- b. complete with a GPA of 3.0 or higher

#### Ph.D. in CED

Students must:

- a. complete 36 credit hours, including all required courses/needs
- b. complete and satisfactorily pass all written/oral comprehensive examinations
- c. submit, and receive approval of dissertation topic
- d. finalize and receive approval of dissertation research
- e. complete with a GPA of 3.0 or higher

### Program in Community Mental Health Certificate

**Program:** Students seeking to complete the certificate program must earn 22 credits with a GPA of 3.0 on a 4.0 scale and complete an approved 300-hour pass/fail internship. No grades below a "C" will be accepted for graduation, and no more than two grades of "C+" or below. Students must complete the program within four calendar years of acceptance.

### Time Limitations

All graduate and doctoral programs offered at Southern New Hampshire University must be completed within eight years, with the exception of the Manchester-based M.Ed. programs, which have a six-year time limit. M.Ed. students who require longer than four years to complete their degrees or combined program requirements will be required to accept the program plans in the graduate catalog in place at such time. Leaves of absence or requests for program changes do not extend the time limit. Students who require additional time to complete their degrees or combined program requirements will have their programs updated to the graduate catalog in place at the time of the extension.

## Initial Enrollment

An accepted student must enroll within one year of the date of acceptance. Those who fail to do so will be required to resubmit application materials and be readmitted. Readmission would require the student to satisfy program and degree requirements implemented after the original acceptance date.

## Leave of Absence and Reactivation

Students are not required to be enrolled in classes every term. However, students who fail to enroll for four consecutive terms will have their files deactivated. Those students must submit a request to reactivate form in order to resume their studies.

The time limit for completing degree requirements includes the terms during which students have not enrolled in courses.

## Second Degrees

A student who wishes to earn a second master's degree through Southern New Hampshire University is required to take a minimum number of graduate courses beyond the first degree. The minimum number depends on the degrees being pursued. All other requirements in the second degree program also must be satisfied. Students considering this option should meet with an advisor to determine specific additional requirements.

Foreign students seeking a second degree also must obtain a new visa eligibility certificate (I-20 or DS-2019). This ordinarily will require new statements of financial responsibility and a letter that authorizes the program change. Students should contact the Center for International Exchange for more details and specific requirements.

## Internships

Internships for credit are available in selected programs to full-time degree candidates and must be approved by the dean. In some cases, financial compensation is awarded. Schedules are flexible and arranged to best suit the needs of students and employers.

The Career Development Office (CDO) staff assists students in seeking internship opportunities. Each candidate must submit a formal application, a resume, and a letter of intent to the Graduate Admission Office during the first two weeks of the term prior to the internship term to set the placement process in motion. Once approved to participate in the program, the applicant must meet with a member of the CDO staff.

Foreign students in F-1 status must have authorization from the Center for International Exchange prior to beginning their work experiences and must have completed nine consecutive months as full-time students. J-1 students must have recommendations and descriptions of training objectives from the school dean or their advisors in order to obtain sponsor approval for specific employment. J-1 students whose DS-2019's were issued by Southern New Hampshire University should contact the Center for International Exchange; other J-1 students should contact their sponsors.

## Tuition and Fees

### Tuition

Master's Programs (Unless otherwise listed) . . . . .	\$1,392/3-credit course
Doctoral Programs (DBA Full-time and Part-time) . . . . .	\$3,249/800-level course
SNHU Online . . . . .	\$1,458/course
Foundation Course (12 weeks) . . . . .	\$1,428/course
Foundation Course (6 weeks) . . . . .	\$714/course
M.A. in PCED (Master's 7 to 15 credits) . . . . .	\$3,250/term
M.A. in PCED (Part-time) (less than 7 credits) . . . . .	\$475/credit hour
M.A. in PCED overload (more than 15 credits) . . . . .	\$475/credit hour
M.S. in ICED (7 to 15 credits) . . . . .	\$3,250/term
M.S. in ICED (Part-time) (less than 7 credits) . . . . .	\$475/credit hour
M.S. in ICED overload (more than 15 credits) . . . . .	\$475/credit hour
M.S. in NCED (7 to 15 credits) . . . . .	\$3,250/term
M.S. in NCED (Part-time) (less than 7 credits) . . . . .	\$475/credit hour
M.S. in NCED overload (more than 15 credits) . . . . .	\$475/credit hour
PCMH (site specific) . . . . .	\$338-\$348/credit hour
Dissertation Colloquium . . . . .	\$2,100/term
Ph.D. in PCED Full-time (6 to 12 credits per term) . . . . .	\$6,840/term
Ph.D. in PCED part-time . . . . .	\$3,420/800-level course

### Room & Board

#### Campus Housing

Dormitory	
Single . . . . .	\$3,830/term
Double:	
Winnisquam, Chocorua . . . . .	\$2,610/term
Washington, New Castle, Hampton, Windsor . . . . .	\$3,040/term
Apartments	
Eastside . . . . .	\$3,830/term
Westside . . . . .	\$3,100/term
Townhouses . . . . .	\$3,830/term

#### Campus Dining Plan

Townhouse . . . . .	\$525 to \$725/term
Residence Hall . . . . .	\$820 or \$1,575/term
Books & Materials . . . . .	\$500-\$1,500/year
Computer Usage Fee . . . . .	\$350
Activity Fee . . . . .	\$300
PCMH Orientation Fee (site-specific) . . . . .	\$338-\$348
Library Technology Fee (Vermont Center) . . . . .	\$250
Parking Fees (depending on resident or commuter student status, Manchester Center) . . . . .	\$45 to \$75/year
Masters Graduation Fee . . . . .	\$150*
Doctoral Graduation Fee . . . . .	\$525*
Drop Fee . . . . .	\$25

\* Additional fees may be incurred for graduation gowns.

## Deposits

### Tuition deposit

Following acceptance, full-time students are required to make a non-refundable tuition deposit of \$100 for domestic students, \$250 for international students and \$200 for doctoral students.

### Housing deposit

A non-refundable \$100 housing deposit is required of students who wish to reside on campus. A \$100 security deposit also is required.

## Payment Policy

### Financial Obligations

Payment of all account charges is due and payable by the term's official start day and must be received before attending the first class of a term. Tuition can be paid by cash, VISA, MasterCard, Discover, American Express, check, money order or financial aid. Textbooks and supplies are sold separately. Southern New Hampshire University offers a payment plans for new (domestic) students and current students should they need it. All students must sign a one time promissory note acknowledging their financial account responsibilities.

Students with outstanding balances or who are past due on payment plans will be assessed finance charges and prevented from starting subsequent terms. A penalty charge of \$50 will be assessed if the account remains unpaid for more than 30 days after the end of a term. Transcripts, caps/gowns, and diplomas will be withheld on any account with an outstanding balance. Students are responsible for any cost of collections charged to their account if they are not paid when due. For additional information on the university credit policy, visit [www.snhu.edu](http://www.snhu.edu).

### Finance Charges

Payment of all account charges is due by the term's official start date. However, if you choose to defer payment as outlined above or fail to make payment as required any outstanding balance will be subject to a finance charge of 18 percent annual rate, assessed monthly. Finance charges will be accrued on the daily outstanding balance as of the term's official start date and posted to the student account on the last day of the month. If the account balance is zero at the close of business on the last day of the month, any accrued finance charges will not be assessed to the student account for that month. Note: If you make account payments by mail, SNHU recommends that payment be sent no later than the 25th of the month to ensure timely payment processing before the end of the month.

### Full-time Students

Full-time students are subject to all SNHU payment policies. After the initial academic year and at the sole discretion of the university, international students may be provided a payment plan along with a promissory note.

### Part-time Students

A first-time student must pay 50 percent of initial enrollment charges at the time of registration unless he or she falls under direct-billing eligibility, which requires that a verification letter from an employer be on file before registration, or a student has completed financial aid forms and is expected to be eligible for such aid. Payment of the remaining 50 percent of initial charges is due within 30 days of the close of that term.

Continuing students may enroll in successive terms without making initial payments, but full payment for the previous term is due within 30 days of its close.

### Active Duty Military

First time students using tuition assistance must present a tuition assistance form from their military branch in which they are enlisted.

Continuing students may enroll in successive terms without making initial payments but must submit tuition assistance forms to allow direct billing and payment from the military. If a tuition assistance form is not provided, your account will be placed on financial hold, which will prevent future registration, and you will be responsible for the unpaid balance.

### SNHU Online Enrollment – International Students

Students residing outside of the United States who are enrolling in courses via SNHU Online are required to pay their full charges for each term at the time of registration.



### Direct Third Party Billing

Students eligible to participate in third-party direct billing, in which a third party will be authorizing direct billing from the university to the party, must first submit a voucher to the Student Administrative Services office. The voucher must include beginning and end dates of the academic term, courses covered, books, insurance, other fees covered (if any) and maximum dollar value. Payers (employers or others) will be billed at the beginning of the term covered by the voucher. Payment is due within 30 days of billing finance charges are waived upon confirmation of approved authorization. Student reimbursement from an employer (or other payer) based upon satisfactory completion of the course or program is not considered third-party billing. Student reimbursement is considered a self pay account and is subject to the payment policies outlined.

### Tuition Withdrawal Policy

An enrolled student who withdraws from courses will be entitled to a tuition refund based on the number of times the class has met regardless of course attendance. The official withdrawal date is the date the completed withdrawal form is received at the students' Center of Record. Students who withdraw before the first class will be reimbursed 100 percent, before the second class, 80 percent; before the third class, 50 percent. Students who withdraw after the third class meeting will not be entitled to a tuition refund. Southern New Hampshire University reserves the right to assess a \$25 fee to process a student request to drop or withdrawal from a class.

Students enrolled in their first terms at the university and who are recipients of Title IV federal financial aid are eligible for a pro-rata refund through the first four weeks of their enrollment. Southern New Hampshire University complies with federal regulations to calculate and return to recipients of Title IV funds any awards received while they are enrolled in this program. Please contact the Office of Financial Aid for details.

Students on the university meal plan who withdraw will be entitled to a proportionate refund of dining hall charges upon the surrender of their university identification card. Meal account refunds are based upon actual usage and earned administrative fees.

## Financial Aid

Southern New Hampshire University provides several types of financial assistance to help students and their families meet the cost of a university education. More than \$60 million was awarded to our students in amounts ranging from \$500 to the full amount of educational costs during the 2004-2005 academic year.

Student aid programs administered by Southern New Hampshire University 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 different types of assistance can be awarded singly, but it is the university's usual practice to award these types in various combinations called financial aid packages. The majority of financial aid for graduate students comes in the form of federal student loan programs. All scholarship and assistance programs are subject to prevailing federal and state regulations. Compliance with these regulations is the responsibility of the student and the aid administrators and is a condition of the student's eligibility to receive assistance.

All students are encouraged to seek assistance from sources outside the university in addition to applying for aid through the Office of Financial Aid. Students should consider such local programs as Dollars for Scholars and service clubs.

Outside assistance must be reported to the Office of Financial Aid and may necessitate a revision to an existing financial aid award.

### 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 Southern New Hampshire University code is 002580. The FAFSA can be completed electronically at [www.fafsa.ed.gov](http://www.fafsa.ed.gov) by obtaining a PIN issued by the Department of Education. Paper applications can be obtained in the Office of Financial Aid, public libraries and high schools. Students may obtain a PIN at [www.pin.ed.gov](http://www.pin.ed.gov). Awards are made for one academic year, which includes terms starting on or after July 1. Students must reapply for financial aid each year.

New student financial aid applications are considered for aid eligibility following admission into the university. Priority will be given to completed applications received by March 15. Students who submit applications after this date will receive consideration for all federal and state funds that they are eligible to receive, but processing time may make funding for indirect expenses such as books, supplies, and travel and living expenses not available until well into the academic year. Normal processing time for the FAFSA is approximately four weeks. Students striving to meet the priority dates are advised to keep the processing time in mind.

Mid-year transfer students must ensure that loans processed at other institutions are adjusted by their previous schools to reflect their actual enrollment end dates at those schools. Please contact the financial aid office of your previous school to have them update this information with your lender.

## Federal and State Programs

### Selection Criteria

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

For graduate student applicants, an estimate of the student or family contribution is made based on the income and assets of the student or his or her spouse. Taxes and other liabilities are taken into consideration in the formula.

The difference between a student's cost of education and the estimated family contribution and support received from sources outside the university is the student's demonstrated financial need. The Office of Financial Aid attempts to fund demonstrated need through a combination of available financial aid sources.

All information submitted in support of an applicant's aid request is held in strict confidence, though the data is subject to verification through the Internal Revenue Service. The university 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.

## Loans and Employment

### Federal Stafford Loans

To determine eligibility for this federally regulated loan, the student must file the FAFSA and have completed a Federal Stafford Loan Master Promissory Note. Only a university financial aid office can determine the student's eligibility based on the cost and financial need at the particular university.

A Master Promissory Note is a renewable serial loan note that must be completed for your first Stafford Loan at SNHU. In succeeding years, additional funds may be added to this note by its lender after the student has applied for financial aid through the FAFSA process. A Stafford Loan will be processed for the amount listed on the award notification or a lower amount if indicated in writing by the student. Written notifications of loan approvals will be mailed to the student by the lender.

The Federal Stafford Loan program offers both subsidized and unsubsidized loans. For students who qualify for a subsidized loan, the federal government pays the interest on the loan ("subsidizes" the loan) until repayment begins and during authorized deferment periods thereafter. Maximum loans for graduate students are \$8,500 for Subsidized

Stafford loans and \$18,500 for Unsubsidized Stafford loans, depending upon financial eligibility as determined through the FAFSA application process (see below for explanation). The total annual maximum for both types of loans combined is \$18,500 in the Stafford loan program.

An unsubsidized loan is not awarded on the basis of financial need; however, a student must complete the financial aid application process, and the Office of Financial Aid must determine whether a student is eligible for need-based aid before awarding an unsubsidized Stafford Loan. Interest begins to accrue immediately once the loan proceeds have been disbursed. The student can then choose to pay the interest or allow it to accumulate. If the student chooses to let the interest accumulate, it will be capitalized (added to the principal amount) and will increase the amount the student must repay.

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 on either subsidized or unsubsidized Stafford loans until six months after the student graduates or withdraws from the university. Recent interest rates have been well below the maximum rate.

Additional terms and limitations are printed on the Master Promissory Note.

### **Alternative Loans**

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

### **Federal Work Study Program (FWSP)**

The Federal Work Study Program is an employment program funded by the federal government and the university. It allows students with financial need to work on- or off-campus and receive an hourly wage. Currently no job is paid at a rate of less than \$5.15 per hour. The Office of Financial Aid will assist students in locating employment; however, neither employment nor earnings are guaranteed. Typical jobs are found in the library, cafeteria, department offices, gymnasium and maintenance. Off-campus community service positions are available at several local nonprofit organizations. Please inquire with the Office of Financial Aid and review our Web site for up-to-date employment opportunities.

### **Southern New Hampshire University Student Part-time Payroll**

In addition to the University Work Study Program, Southern New Hampshire University 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, non-work-study employment opportunities also exist in the local area and, although not part of the university's aid program, earnings from such sources can contribute significantly toward meeting university costs. The university's Career Development Office coordinates information concerning these opportunities and acts as a liaison with local employers.

### **International Students and Financial Aid**

Financial Aid is generally not available to International Students. They may work on campus up to 20 hours per week with potential earnings of up to \$5,000 per year. Some private student loans are available to international students provided they can obtain a co-signer living permanently in the U.S. Details are available in the International Admission Office.

### **Veterans Benefits**

Southern New Hampshire University is approved for the education of veterans and the children of veterans. Questions regarding benefits for veterans should be directed to the Office of the Registrar. Each new veteran should submit:

- a. an application for admission.
- b. a registration form for the next term.
- c. an official high school transcript or an official copy of GED test scores.
- d. official university transcripts, if any.
- e. a 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 checks. Veterans should contact the Veterans Affairs Office if no check has been received by the seventh week of a term.

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

Students must notify the registrar of any past university credits that are transferable to Southern New Hampshire University. If, after two terms, the veteran does not supply the required official transcripts of past studies, he or she will be certified only for the 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 their chosen degrees will not be

certified to the VA for those courses. In order to maintain full-time status, veterans may take courses outside their majors only in the last term before graduating.

The VA requires strict compliance with a number of other regulations, including maintenance of satisfactory academic progress and notification of any status changes, 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.

**Standards of Satisfactory Academic Progress for Financial Aid**

Academic progress will be determined by the Office of Financial Aid 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 or she has attempted at Southern New Hampshire University 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 his or her program of study, inclusive of remedial and non-degree courses, less the total number of credits accepted for transfer from other institutions. Graduate degree candidates may attempt a maximum of eight years of study in a specific graduate degree program. Graduate teacher education degree candidates may attempt a maximum of six years of study.
- 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 be counted as credits earned when the student receives a passing grade.

**Qualitative Measure**

Students enrolled in graduate degree programs must maintain a minimum cumulative GPA of 3.0 on a 4.0 scale.

**Review**

Individual student records will be reviewed based on evaluation periods that correspond with each student’s academic program, but generally once-per-year prior to being awarded financial aid:

**Enforcement**

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

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

A student whose aid eligibility has been suspended has 10 days to appeal the suspension in writing to the Financial Aid Appeals Committee. The suspension may be appealed based on undue hardship, such as student illness or injury or the 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 of Satisfactory Academic Progress for Financial Aid for all Graduate Programs**

Minimum Cumulative GPA .....	3.0
Cumulative Completion Rate .....	75%
Maximum Time .....	8 years
Evaluation Period .....	Yearly

## Academic Support Services

The university recognizes that effective teaching and personal development go hand-in-hand and therefore champions academic support services and student affairs as integral parts of life in the university community.

To assist in the growth, development and academic success of its students, Southern New Hampshire University has established resources and services that enhance the learning environment and assist students in broadening their educational horizons.

### Harry A. B. and Gertrude C. Shapiro Library

The Harry A. B. and Gertrude C. Shapiro Library serves as the primary information resource center for students, faculty and staff at Southern New Hampshire University. Its mission is to support the curricula and the comprehensive intellectual climate at Southern New Hampshire University.

The library collections are developed to support the university's business, liberal arts, education, hospitality and tourism curricula at all levels. There are extensive core holdings in management, administration, finance, nonprofit management, international business and economic development. The library serves as a depository for federal documents, particularly those issued by the departments of Commerce, Labor and Treasury.

The constantly expanding collection contains more than 96,000 paper and electronic books, 725 paper periodical subscriptions, access to the contents of 20,000 proprietary online journals (most available in full text), and 12,000 company financial and annual reports. The microfiche collection includes more than 375,000 items.

The library online gateway can be accessed from the university Web pages at [www.snhu.edu/library.asp](http://www.snhu.edu/library.asp). The online catalog can be accessed globally. Networked members of the community have access to more than 60 databases provided by proprietary information providers.

Off-Campus Library Services (OCLS) links the research needs of continuing and SNHU Online students with the resources and services of the library. OCLS can be reached at the main campus by e-mail, phone and fax. OCLS can be found on the Web at the library home page. Librarians constantly strive to expand the depth of the library's offerings and improve the ability of students and faculty to access its total complement of resources, regardless of their geographic locations.

The Shapiro Library features:

- sixteen networked computers and four computers dedicated to the online catalog.
- a computerized training room with 28 networked computers, an instructor's computer and overhead projection, video, television and satellite downlink.
- conference rooms for individual and group study.
- resource support for courses.
- an enclosed quiet study area.
- networked study carrels.
- photocopy and microform machines.
- twelve laptops with wireless network capability, available for loan within the library.
- the Pantano Art Gallery spotlighting New England artists.

A strong, dynamic bibliographic (instruction/information) program provides orientation and training for all students. Librarians design appropriate library instruction, electronic information sessions and online tutorials. Emphasis is placed on research strategies, database searching and engaging online tutorials. Classes are held in the library training facility and may be introductory or tailored to specific subjects and disciplines.

### 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.

The Center for International Exchange serves the needs of a culturally diverse population. CIE is the focal point for such intercultural events as International Night. 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. 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 Belknap Hall.

### Institute for Language Education

The Institute for Language Education is part of the School of Liberal Arts and is responsible for courses in English as a Second Language, a Master of Science degree in Teaching English as a Foreign Language, and with the School of Education, State of New Hampshire certification for public school teachers in English as a Second Language. It conducts English proficiency assessment for the university, and collaborates with state and local groups to address the ESL needs of immigrants and refugees in southern New Hampshire.

## Career Development Office

The Career Development Office assists students with life and career planning during and after their university careers. Career planning and development is critical for today's university students, who will be seeking career opportunities in an increasingly competitive job market. Career Development Office services fall into two primary areas: career planning and internships.

### Career Planning

Because managing a career is a systematic process that requires time and planning, the Career Development Office offers a developmental plan for students. Making effective career decisions requires careful self-assessment and investigation of opportunities available. The Career Development Office's professional staff offers workshops and one-on-one counseling year-round.

### Internship

Full-time students in many majors at Southern New Hampshire University have the option of participating in internships. This program supplies a limited number of credits toward degrees and integrates classroom study with related on-the-job work experiences, some of which are paid positions. For more information, contact your academic advisor or a professional staff member in the Career Development Office in Exeter Hall, or call 603.645.9630.

## Services for Students With Disabilities

### 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. Southern New Hampshire University intends to comply fully with Section 504 and with the Americans with Disabilities Act (ADA). Southern New Hampshire University'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.

### Self-Identification and Documentation of Disabilities

While the university 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, psychiatric 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 university regarding the suitability of Southern New Hampshire University. 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 Disability Services or at [www.snhu.edu](http://www.snhu.edu).

### 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 appropriate disability specialist. Such services may include priority registration, alternate examination conditions, auxiliary technology 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 SNHU support services).

### Grievance Procedure

Southern New Hampshire University has adopted an internal grievance procedure that provides for prompt and equitable resolution of complaints regarding any action prohibited by the Americans with Disabilities Act (ADA) and by Department of Education regulations implementing Section 504 of the Rehabilitation Act of 1973, as amended (29 U.S.C. 794). Section 504 states, in part, that "no otherwise qualified handicapped individual ... shall solely by reason of his handicap, be excluded from the participation in, be denied the benefits of, or be subject to discrimination under any program or activity receiving federal financial assistance..."

Complaints should be addressed to:

ADA/504 Compliance Officer  
Wellness Center  
Southern New Hampshire University  
2500 N. River Road  
Manchester, N.H. 03106-1045  
603.645.9679 • Fax 603.645.9711

The grievance procedure requires the following:

- A complaint must be filed in writing or orally, must contain the name and address of the person filing it and briefly describe the alleged violations of the regulations.
- A complaint must be filed within 30 working days after the complainant becomes aware of the alleged violation. (Processing allegations of discrimination that occurred before this grievance procedure was in place will be considered on a case-by-case basis.)

The ADA/504 Compliance Officer or his or her designee will conduct an investigation, as may be appropriate, following the filing of a complaint. These rules contemplate informal but thorough investigations, affording all interested persons and their representatives, if any, an opportunity to submit evidence relevant to the complaint.

The ADA/504 Compliance Officer will issue written determination as to the validity of the complaint and a description of the resolution, if any, and forward a copy to the complainant no later than 15 working days after the complaint is received.

The ADA/504 Compliance Officer will maintain the files and records of Southern New Hampshire University relating to the complaints filed.

The complainant can request a reconsideration of the case in instances where he or she is dissatisfied with the resolution. The request for reconsideration should be made within 10 working days to the ADA/504 Compliance Committee, which will involve other university officials as deemed necessary.

The right of a person to a prompt and equitable resolution of the complaint filed hereunder will not be impaired by the person's pursuit of other remedies, such as the filing of a Section 504 or ADA complaint with the responsible federal agency or department. Using this grievance procedure is not a prerequisite to the pursuit of other remedies.

These rules will be construed to protect the substantive rights of interested persons, meet the appropriate due process standards and assure that Southern New Hampshire University complies with the ADA and Section 504 and their implementing regulations. Any of the above time frames for the university may be extended if it is determined that there are extenuating circumstances.

## Audio Visual Center

A separate but functionally integrated wing of the library contains the Audio Visual Center. The center includes a listening room where its library of DVDs, videotapes and audio CDs can be reviewed by students and faculty. A recent edition is the non-linear edit room and recording space. A variety of A/V equipment is circulated from the center for classroom instruction. Computer-edited videos, transparencies and presentations are produced by students and faculty with assistance from audio-visual personnel.

## Computer Resources

Southern New Hampshire University 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 that 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 capabilities and full World Wide Web access. All SNHU students receive e-mail addresses and all residence hall rooms have high-speed Internet connections (one connection per resident).

In a manner less visible to students but equally important, the Department of Computing Resources serves as the hub of the university's many administrative functions, supporting hardware and software used to assist SNHU in such administrative operations as producing grade reports, transcripts and paychecks. A network of more than 100 computers reaching every university campus provides access to the university's administrative computing system to provide this

support. Faculty can also access the university's administrative computing system for specific computing requirements.

## Personal Computer Software

Southern New Hampshire University licenses the use of computer software from a variety of outside companies. Southern New Hampshire University does not own this software or its related documentation and, unless authorized by the software developer, does not have the right to reproduce it.

Southern New Hampshire University students learning of any misuse of software or related documentation within the university shall notify Southern New Hampshire University'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. Southern New Hampshire University does not condone the illegal duplication of software. Southern New Hampshire University 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 university.

## Network Acceptable Use Policy

Southern New Hampshire University encourages the use and application of information technologies to support research, instruction and student needs. Users of Southern New Hampshire University equipment, software and computer accounts are expected to follow acceptable standards of ethics and conduct in their use of computing resources. All Southern New Hampshire University faculty, students and staff should be aware of the following acceptable use policy requirements, which augment the existing Narnet and NSF acceptable use policies.

Definition: The Southern New Hampshire University network (SNHUnet) includes all computer and communication hardware, software and accounts owned by Southern New Hampshire University.

1. Every computer account issued by Southern New Hampshire University remains the property of Southern New Hampshire University. 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 Southern New Hampshire University, 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. The use of SNHUnet is prohibited 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 Southern New Hampshire University-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 log on to computers without an account (other than using guest or anonymous accounts).
4. Data within computer accounts issued by Southern New Hampshire University are private. Access to data within computer accounts issued by Southern New Hampshire University 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 Southern New Hampshire University 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 Southern New Hampshire University's vice 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 Southern New Hampshire University 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 state, local or other laws.

7. Confirmed misuse of Southern New Hampshire University'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 university.
- termination of employment.
- legal action.

The prohibited uses as defined above may also violate state and federal law; thus criminal penalties may also apply.

## Division of Continuing Education

Through the Division of Continuing Education, Southern New Hampshire University is able to be a school for busy 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 six locations in New Hampshire and Maine we are near our students. Our class schedules, with classes held evenings, weekends and weekdays in some centers, are designed for students with busy lives. Through our SNHU Online 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.

Southern New Hampshire University 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 more information, contact one of the following Continuing Education centers:

## Directory of Centers

### In New Hampshire:

#### **Laconia Center**

2 Airport Road, Gilford, NH 03249

603.524.3527

603.524.3554

laconia@snhu.edu

#### **Manchester Center**

2500 North River Road, Manchester, NH 03106

Undergraduate

603.645.9624

manchester@snhu.edu

Graduate

603.644.3102

grad@snhu.edu

**Nashua Center**

546 Amherst Street, Nashua, NH 03063  
603.881.8393  
nashua@snhu.edu

**Salem Center**

19A Keewaydin Drive, Salem, NH 03079  
603.893.9600  
salem@snhu.edu

**Seacoast Center**

231 Corporate Drive, Portsmouth, NH 03801  
603.436.2831  
seacoast@snhu.edu

**In Maine:**

**SNHU Maine**

10 Tibbetts Drive, Suite 200, Brunswick, ME 04011  
800.427.9238  
207.725.6486  
brunswick@snhu.edu

**Naval Air Station**

207.798.5418  
Fax: 207.798.5419

**Worldwide:**

**SNHU Online**

33 Commercial Street, Suite 203  
Manchester, NH 03101  
866.860.0449  
603.645.9766  
online@snhu.edu

**SNHU Online**

Communication options provided by the Internet offer new opportunities for quality interaction between faculty and students. The online 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.

SNHU Online 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 around the world.

The program is 100-percent Web-based, although some instructors may require supplementary materials. Educational materials are normally available through online ordering from the campus bookstore. Application submission, course selection and registration also are accomplished online.

Students who take SNHU Online 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 online method is more collaborative. This

means students also learn from one another. 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 SNHU Online Web site at [www.snhu.edu/online](http://www.snhu.edu/online), click on Orientation Course for instructions on how to access the Blackboard™ Orientation course, which provides a basic overview of an online course.

**Technical Requirements**

Students enrolling in SNHU Online courses must have a computer with the following minimum specifications:

- Windows 95, 98, 2000, 2003, NT, ME or XP operating system
- 233 MHZ processor
- 2 GB of free disk space
- 64 MB memory
- 56K V.90 modem, cable modem or DSL modem (recommended)
- Internet access through an Internet Service Provider
- Microsoft Office 2000 (XP or higher recommended)
- Web browser software: Internet Explorer or Netscape (specific versions will be specified for students who enroll)
- Anti-virus protection software

*\* Please note that there are additional technical requirements for information technology (IT) majors.*

For more information, you may call the SNHU Online office at 866.860.0448 or 603.645.9766, or visit our Web site at [www.snhu.edu](http://www.snhu.edu).



## Academic Programs

### Degrees Offered and Academic Programs

Southern New Hampshire University prepares its students by offering the following major courses of study:

#### Associate of Arts (A.A.)

A.A. Liberal Arts

#### Associate of Science (A.S.)

A.S. Accounting  
A.S. Business Administration  
A.S. Fashion Merchandising  
A.S. Information Technology  
A.S. Marketing

#### Associate of Applied Science (A.A.S.)

A.A.S. Baking and Pastry Arts  
A.A.S. Culinary Arts

#### Bachelor of Arts (B.A.)

B.A. Advertising  
B.A. Child Development  
B.A. Communication  
B.A. Creative Writing and English  
B.A. Development Studies  
B.A. Digital Media  
B.A. Early Childhood Education  
B.A. Elementary Education  
B.A. Elementary/General Special Education  
B.A. English Education  
B.A. English Education/General Special Education  
B.A. English Language & Literature  
B.A. Environmental Studies  
B.A. Graphic Design  
B.A. General Studies in Education  
B.A. History/American History  
B.A. History/European History  
B.A. History/Historical Tourism  
B.A. History/Individual Theme  
B.A. Political Science – American Politics  
B.A. Political Science/Public Law & Policy  
B.A. Political Science/International Politics  
B.A. Professional Studies and Liberal Arts  
B.A. Psychology  
B.A. Psychology/Child & Adolescent Development  
B.A. Public Service  
B.A. Social Science  
B.A. Social Studies Education – History  
B.A. Social Studies Education – History/General Special Education  
B.A. Social Studies Education – Political Science  
B.A. Social Studies Education – Political Science/General Special Education

#### Bachelor of Applied Science (B.A.S.)

B.A.S. Hospitality Administration

#### Bachelors of Business Administration (B.B.A.)

B.B.A. Business Administration

#### Bachelor of Science (B.S.)

B.S. Accounting/Finance  
B.S. Accounting/Managerial  
B.S. Advertising  
B.S. Business Administration  
B.S. Business Administration/Human Resource Management  
B.S. Business Administration/Organizational Leadership  
B.S. Business Administration/Small Business Management  
B.S. Business Administration/Three-Year honors Degree Program  
B.S. Business Education  
B.S. Business Studies/Accounting  
B.S. Business Studies/Business Administration  
B.S. Business Studies/Business Finance  
B.S. Business Studies/Electronic Commerce  
B.S. Business Studies/Human Resource Management  
B.S. Business Studies/Information Technology  
B.S. Business Studies/International Management  
B.S. Business Studies/Marketing  
B.S. Business Studies/Organizational Leadership  
B.S. Business Studies/Small Business Management  
B.S. Business Studies/Web Development  
B.S. Business Studies/Sport Management  
B.S. Finance/Economics  
B.S. Hospitality and Tourism Management  
B.S. Information Technology  
B.S. International Business  
B.S. Justice Studies  
B.S. Management Advisory Services  
B.S. Marketing  
B.S. Marketing Education  
B.S. Professional Studies and Liberal Arts  
B.S. Retailing  
B.S. Sport Management  
B.S. Technical Management

### Graduate Programs

Inaugurated in 1974, the university's graduate programs have grown steadily both in size and stature. The basic orientation of combining both concept and practice has enabled the development of programs of study that reflect the changing and emerging needs of contemporary businesses on both domestic and international scales.

Southern New Hampshire University offers the following graduate degree programs:

#### Master of Arts (M.A.)

M.A. Community Economic Development Policy

**Master of Business Administration (M.B.A.)**

- M.B.A. Master of Business Administration
- M.B.A. Master of Business Administration in Global Studies (Global M.B.A.)

**Master of Education (M.Ed.)**

- M.Ed. Child Development
- M.Ed. Counseling
- M.Ed. Curriculum and Instruction
- M.Ed. Elementary Education
- M.Ed. Elementary/General Special Education
- M.Ed. Field Based Education
- M.Ed. General Studies in Education
- M.Ed. School Psychology
- M.Ed. Secondary Education, English
- M.Ed. Secondary Education, English/General Special Education
- M.Ed. Secondary Education, Social Studies-History
- M.Ed. Secondary Education, Social Studies-History/General Special Education
- M.Ed. Secondary Education, Social Studies-Political Science
- M.Ed. Secondary Education, Social Studies-Political Science/General Special Education

**Master of Fine Arts (M.F.A.)**

- M.F.A. Fiction Writing
- M.F.A. Nonfiction Writing

**Master of Science (M.S.)**

- M.S. Accounting
- M.S. Business Education
- M.S. Community Economic Development
- M.S. CED with Affordable Housing
- M.S. CED with Community Building
- M.S. CED with Construction/Production Management
- M.S. CED with Development Finance
- M.S. CED with International Specialization
- M.S. CED with International Microenterprise Development
- M.S. CED with Nonprofit Management Specialization
- M.S. CED with Neighborhood Revitalization
- M.S. Community Mental Health & Mental Health Counseling
- M.S. Finance
- M.S. Hospitality Administration
- M.S. Information Technology
- M.S. International Business
- M.S. Justice Studies
- M.S. Organizational Leadership
- M.S. Operations and Project Management
- M.S. Sport Administration
- M.S. Teaching English as a Foreign Language

**Doctoral Degrees**

- Ph.D. Community Economic Development
- D.B.A. International Business

**Certificate Programs – Undergraduate**

- Accounting
- Baking
- Business Education
- Business Information Systems
- Cooking
- Early Childhood Education
- Elementary/Secondary Teaching/ Special Education
- English Education
- General Special Education
- Human Resource Management
- Program and Application Development
- Software Development
- Social Studies Education

**Certificate Programs – Graduate**

- Accounting
- Advanced Studies in Education (Field Based Graduate Program)
- Computer Technology Educator
- Early Childhood Education
- Elementary Education
- Teaching English as a Second Language
- Elementary/Secondary Teaching/ Special Education
- Forensic Accounting/Fraud Examination
- Finance
- Hospitality & Tourism Leadership
- Human Resource management
- Integrated Community Mental Health & Substance Abuse Services for Adults
- Integrated Community Mental Health & Substance Abuse Services for Children, Youth and Families
- Integrated Marketing Communications
- International Business
- International Business/Information Technology
- International Hospitality & Tourism Management
- International Sport Management
- IT- Management Track
- IT- Technical Track
- Leadership of Non-Profit Organizations
- Marketing
- Operations Management
- Professional Studies in Education (Field Based Graduate Program)
- Project Management
- Sport Management
- School Business Administration
- Secondary Education
- General Special Education
- Taxation
- Training and Development



# School of Business

**Dean: Dr. Martin J. Bradley**

**Webster Hall**

**603.644.3153**

**Fax: 603.644.3150**

*Inquiries also may be directed  
to the directors of SNHU  
Continuing Education centers.*

## **Mission**

The school develops and implements high-quality, innovative, leading-edge, competency-based business curricula that meet the changing needs of students, business, government and society.

Our faculty brings both theoretical and practical knowledge into the learning environment, engages in scholarly activities and provides service to the community.

The school values its students, faculty and staff by establishing and maintaining a supportive environment that enables creativity, innovation, open communication and mutual respect.

The school recognizes that its student populations are diverse and have a wide range of education needs, requiring that it use different delivery mechanisms and locations and that the faculty is responsible for the academic quality, integrity and consistency of all School of Business offerings, including Continuing Education and SNHU Online.

## School of Business Graduate Programs

Southern New Hampshire University's School of Business is widely regarded as a leader in preparing managers for the business challenges they will confront in the ever-changing global economy.

School of Business programs reflect the changing needs of professionals and help them thrive in the domestic and international economies. We provide students with links to the global business community and access to innovative learning systems and advanced technologies that showcase our cutting-edge position in education.

Our educational approach and diverse student body provide students with an international view that will enable them to integrate business across cultures and markets. The curricula provide students with varied perspectives on the myriad forces that influence global and domestic marketplaces.

This global outlook is especially evident in our inventive international business program, which is available at the undergraduate, graduate and doctoral levels. The program is recognized as an international leader and has been awarded multiple grants that allowed for the creation of extensive research and internship and travel opportunities for students and faculty. Our D.B.A. in international business trains highly qualified individuals for careers in research, academia, consulting and multinational corporations.

The key to programs offered through the School of Business is flexibility, allowing students to make their degree programs fit their educational and professional aspirations, as well as their schedules. The university has long held to the tenet that the changing needs of the marketplace and those seeking professional degrees require a broad scope of choices.

The School of Business offers master of business administration, master of science and certificate programs in many business disciplines, including organizational leadership, international business, finance, accounting, marketing, information technology, sport administration, taxation and others.

Students can tailor their M.B.A. degrees to include focuses in marketing, international business or finance information technology, to name a few options. Or they can choose to combine a master of science degree with the M.B.A. program. M.B.A. and other business courses and electives may also be taken through SNHU Online program or at our Continuing Education centers in Maine and New Hampshire. These are just a few examples of the choices available to our students.

Our business programs feature a clear blend of theory and practice. Students not only master academic concepts and theories, they learn how to use them immediately. For example, students learn to work in teams with diverse members, just as they would in the business world. They often are assigned work-based projects that they can use immediately in their careers. Many of the region's leading corporations realize their employees will improve their skills and capacity for growth immediately by enrolling here and will underwrite tuition, fees and other expenses.

Graduates of our business programs have gone on to work for such industry leaders as American Express, AT&T, Coca-Cola, General Electric, General Motors, IBM and Fidelity Investments.

### Guiding Principles

The School of Business is committed to a learning environment that encourages intellectual curiosity, ethical behavior, creative and critical thinking and decision-making and prepares the student to be a partner in a lifelong learning process.

The School of Business is committed to preparing students for leadership in business, industry and the community through development of business knowledge and skills, social and ethical values and an international perspective.

The School of Business, as a learning institution, is committed to excellence in teaching, research and other professional activities that lead to the intellectual development of the school and the community.

The School of Business is committed to design, develop, evaluate, implement and financially support programs and activities that add value to the School of Business and the academic experiences of the students.

The School of Business is committed to high-quality, innovative, competency-based educational programs that engage its students as partners and active participants in the learning process.

The School of Business is committed to establishing and maintaining learning partnerships among faculty, students, businesses and other educational and community organizations.

The School of Business is committed to an innovative curriculum that integrates cutting-edge technology to support the educational mission and deliver a competitive professional education.

The School of Business respects and supports diversity in the university's communities and beyond.

The School of Business is committed to creating an environment to foster scholarship leading to knowledge generation and dissemination.

The School of Business is committed to a strategic management process.

## Doctoral Program

### Doctor of Business Administration (D.B.A) in International Business

The D.B.A. in international business trains highly qualified individuals for careers in academics, consulting environments and multinational corporations. Such positions require a theoretical understanding of global business operations and a strong interest in applied research. The program strives to meet the interests and needs of full- and part-time students and is flexible enough to accommodate the professional life circumstances of the adult learner. The program also is geared toward international students who are interested in teaching and researching in their own countries.

Program Requirements for entering the dissertation stage:

1. Students must have completed course work equivalent to that required for the SNHU master of science in international business degree program, or other business field. Students with a master's degree from an institution other than SNHU must discuss their academic and professional backgrounds with faculty advisors to determine prerequisite course work.
2. Doctoral students must complete two advanced research methods in international business courses, INT880 Advanced Quantitative Analysis in International Business I and INT881 Advanced Quantitative Analysis in International Business II.

#### Required Doctoral Courses

(Courses are 3 credits unless otherwise indicated.)

INT	800	Foreign Direct Investment
INT	810	Privatization
INT	820	Seminar in Multinational Finance
INT	830	Theories of Globalization
INT	840	Seminar in Multinational Marketing
INT	850	Seminar in Global Business Strategy

3. Minor field of specialization: Students and faculty mentors design a minor area of specialization that must include at least four upper-level courses. These could include such fields as finance, accounting, information technology, marketing or community economic development.
4. Comprehensive examinations: Upon the completion of all course work, doctoral students must sit for a series of comprehensive examinations in international business, research methodology and their minor fields of specialization.

#### Dissertation Stage

Students enroll each term in the Doctoral Dissertation Colloquium. The dissertation is based on a student's research and is expected to make a contribution to his or her field of study. Each student is assigned a committee, which normally is comprised of two faculty members from the international business area, one from the second field of specialization and one who specializes in research methodology.

#### Doctoral Colloquiums

Doctoral colloquiums provide a forum for students to discuss their dissertation research and help monitor their progress in completing their dissertations. Once a student completes the research and the final draft and receives approval from his or her dissertation committee chair, he or she will give an oral presentation to the committee and any other interested individuals. Students must receive approval from all members of their dissertation committees in order to successfully complete the doctoral program.

For more information about the D.B.A. in international business, please contact:

Dr. Massood Samii, International Business Chair  
 Webster Hall  
 Southern New Hampshire University School of Business  
 2500 North River Road  
 Manchester, N.H. 03106-1045  
 603.644.3102 • Fax 603.644.3150  
[www.snhu.edu](http://www.snhu.edu)

## School of Business Master Degree Programs

Students may be admitted to a School of Business graduate program under the following categories:

Unconditional Acceptance in the Global MBA program and the M.S. programs in accounting, information technology, finance, international business, marketing, organizational leadership and sport administration requires that the student has earned a U.S. or equivalent bachelor's degree from an accredited institution with a cumulative GPA of 2.75 or better. Applicants with less than 4 years of professional work experience are required to submit GMAT scores at time of application. Applicants required to submit GMAT scores, but have yet to take the exam, may enroll under Course Work Only Admission status (see CWO Admission) provided all other admissions criteria is met. Student is subject to program availability at the time of matriculation.

Provisional Admission may be granted to applicants with an undergraduate GPA within the 2.25 to 2.74 range. Under this status, a student is allowed to enroll in a maximum of 2 graduate courses and must earn grades of "B" (3.0) or better in both courses prior to matriculating into a graduate program of choice. Student is subject to program availability at the time of matriculation.

Course Work Only (CWO) Admission is granted to applicants meeting other admissions criteria, but are missing GMAT; OR do not plan to matriculate into a graduate certificate or degree program. Under this admission status, a student is considered a non-matriculated student, and is limited to enrollment in a maximum of 6 graduate credits (2 courses).

### **Application to School of Business Degree or Graduate Certificate Programs**

Applicants are required to submit the following materials:

- A completed School of Business application with \$25 application fee.
- Official undergraduate transcripts from the institution that awarded your degree. Note: In some cases transcripts from transfer institutions may also be needed.)
- A copy of your personal resume or employment history.
- GMAT scores are required from applicants with less than 4 years of professional work experience.

Application decisions are made on a rolling basis, with a letter normally being sent to an applicant within four weeks of the completion of their file.

### **Foundation Courses**

Students who did not major in business at the undergraduate level, and/or did not earn grades of “C” or better (2.0 +) in equivalent undergraduate course work, may be required to satisfy foundational business course work in the areas of Financial Reporting and Analysis (Accounting), Macroeconomics and Microeconomics, Mathematics and Statistics, and Business Law

Requirement of this foundational business course work is graduate degree specific. Specifically, the following depicts the foundation requirements of each graduate degree program offered by the School of Business:

### **Global M.B.A.**

#### **Foundational Course Requirement**

- Financial Reporting and Analysis
- Macroeconomics and Microeconomics
- Mathematics and Statistics

### **M.S. in Accounting**

#### **Foundational Course Requirement**

- Financial Reporting and Analysis
- Macroeconomics and Microeconomics
- Mathematics and Statistics

### **M.S. in Finance**

#### **Foundational Course Requirement**

- Financial Reporting and Analysis
- Macroeconomics and Microeconomics
- Mathematics and Statistics\*

\* *Note: Student must have earned a grade of “B” or better in undergraduate Statistics within the past 5 years to meet foundational degree requirement for M.S. in Finance.*

### **M.S. in International Business**

#### **Foundational Course Requirement**

- Financial Reporting and Analysis
- Macroeconomics and Microeconomics
- Mathematics and Statistics

### **M.S. in Information Technology**

#### **Foundational Course Requirement**

- Financial Reporting and Analysis
- Macroeconomics and Microeconomics
- Mathematics and Statistics

### **M.S. in Marketing**

#### **Foundational Course Requirement**

- Macroeconomics and Microeconomics
- Mathematics and Statistics

### **M.S. in Organizational Leadership**

#### **Foundational Course Requirement**

- Mathematics and Statistics
- Macroeconomics and Microeconomics

### **M.S. in Sport Management**

#### **Foundational Course Requirement**

- Financial Reporting and Analysis
- Macroeconomics and Microeconomics
- Mathematics and Statistics
- Business Law

### **School of Business Graduate Certificate Programs**

Students pursuing Graduate Certificates only, may be required to satisfy foundational business course work as specified by each course required to complete the graduate certificate of choice. Please refer to the official course descriptions listed in this Graduate Catalog.

### **The Global Master of Business Administration Degree Program**

Our take on the classic M.B.A. emphasizes the increasingly global context of business, while developing the essential quantitative decision-making and strategic thinking skills necessary to successfully maneuver through the complexities and challenges inherent in the evolving corporate climate of today. Students entering our program with business-oriented undergraduate majors will be able, within the 42-credit program\*, to further specialize their Global M.B.A. program by choosing electives leading to a Graduate Certificate. With a few additional courses\* beyond those required, students with non-business undergraduate degrees may also specialize their Global M.B.A. degree with a graduate certificate. Students must complete a minimum of 14 courses (42 credits) to earn the Global M.B.A. degree.

\* *The specific number of courses needed to complete both an M.B.A. degree and graduate certificate may vary based on student’s undergraduate background.*

**Required Courses**

All courses are 3 credits unless otherwise noted.

**Foundation Courses:** Students who have majored in business at an ACBSP or AACSB accredited institution at the undergraduate level, are exempted\* from this course work. Non-business undergraduate majors take these courses, and earn graduate credit.

MBA	501	Mathematics and Statistics for Business
MBA	502	Economics for Business
MBA	503	Financial Reporting and Analysis

**Business Core I:** Students may qualify for waivers\*\* of this course work. Each course waived in Business Core I may be replaced by a graduate business course from a chosen Graduate Certificate program.

ACC	500	Managerial Accounting
MBA	610	Business Law
OL	500	Human Behavior in Organizations
IT	500	Information Technology
MKT	500	Marketing Strategies

**Business Core II:** To give our students a more focused educational experience, a global context is woven throughout the Business Core II course work. Each course waived\*\* in Business Core II is replaced by a specified course determined by each department to continue the global theme.

ECO	500	Managerial Economics
FIN	500	Financial Management
QSO	510	Quantitative Analysis
QSO	600	Production and Operations Management
INT	610	Multinational Corporate Environment
OL	690	Responsible Corporate Leadership
MBA	700	Strategic Management

**Two Graduate Business Electives:** Most students will take a minimum of two business electives to complete the Global M.B.A. program. All students may choose to focus their elective choices and complete a Graduate Certificate in addition to the Global M.B.A. degree.

\* *Exempted* = Course(s) not required; and student does not have to take a replacement course.

\*\* *Waived* = Course(s) has been removed as requirement for the degree program; however, student must take a replacement course(s).

Students may transfer a maximum of six graduate credits earned at other institutions into their degree programs at Southern New Hampshire University. Only three of the transferred credits may fulfill graduate certificate elective requirements.

**Master of Science Degree in Accounting**

The M.S. in accounting curriculum offers concentrated studies in accounting as preparation for academic qualifications required for becoming a certified public accountant and for a broader-based study of management related to the application of accounting theory. The M.S. in accounting requires a

minimum of 12 and a maximum of 17 graduate courses (3 credits each) as determined by a student's undergraduate background in business and undergraduate major. Students with 6 or more college-level credits in the disciplines of mathematics, economics, and accounting are exempt from "Level I Courses." Other courses are eligible for exemptions or waivers if a student has an undergraduate major or concentration in accounting or accounting/finance. A list of courses, including those eligible for exemption (followed by an asterisk) or waivers, is presented below.

**Level I Courses:**

MBA	501	Math and Statistics for Business*
MBA	502	Economics for Business*
MBA	503	Financial Reporting & Analysis*

**Major Courses:**

ACC	550	Cost Accounting <i>If waived – replace with ACC 660 Controllership</i>
ACC	610	Financial Reporting I <i>If waived – replace with ACC 680 International Accounting</i>
ACC	620	Financial Reporting II
ACC	630	Financial Reporting III
ACC	640	Auditing <i>If waived – replace with ACC 646 Introduction to Forensic Accounting and Fraud Examination</i>
ACC	670	Accounting Information Systems <i>If waived – replace with a free elective</i>
ACC	690	Advanced Topics in Financial Reporting
ACC	700	Seminar in Accounting Topics
MBA	610	Business Law*
TAX	650	Federal Taxation of Individuals*
TAX	655	Federal Income Taxation of Corporations and Partnerships; Estate and Gift Excise Tax <i>If waived – replace with another TAX course</i>

**Allied Courses:**

FIN	500	Financial Management <i>If waived—replace with another FIN course</i>
INT	600	Multinational Corporate Management <i>If waived—replace with another INT course</i>
QSO	510	Quantitative Analysis for Decision Making <i>If waived – replace with another QSO course</i>

*This M.S. in accounting meets the 150-credit-hour requirement to sit for the Certified Public Accountant exam adopted by most states.*

\* *Course is eligible for exemption*

### Master of Science Degree in Finance

The M.S. program in finance is designed for professionals seeking the tools and knowledge needed for effective business analysis, decision-making and management in a wide variety of organizations, including non-financial corporations, banks, insurance companies, investment firms and government units. NOTE: A maximum of one (1) course may be exempted by students meeting the appropriate education criteria. As required of all M.S. degree programs offered in the School of Business, a minimum of twelve (12) courses (36 credits) are required to complete the M.S. in Finance degree. M.S. Finance students are required to fulfill the 36-credit minimum by taking finance electives as needed.

#### Required Courses

Courses are 3 credits unless otherwise indicated.

ACC	500	Managerial Accounting
ECO	500	Managerial Economics
ECO	610	Fiscal and Monetary Policies and Practices
FIN	500	Financial Management
FIN	610	Short-term Financial Management
FIN	620	Money and Capital Markets
FIN	630	Capital Budgeting and Financing
FIN	640	Investment Analysis and Portfolio Management
FIN	690	Financial Econometrics
FIN	700	Seminar in Finance
INT	620	Multinational Corporate Finance
QSO	510	Quantitative Analysis for Decision-Making

Select one FIN or ECO elective\*

\* Elective credits may be satisfied with a thesis or internship option, up to a maximum of 3 credits for internships.

### Master of Science Degree in Information Technology\*

The M.S. in information technology is designed for students who wish to pursue careers in the analysis, design, creation and management of information technology systems. This is a 16-course (48-credit) program that will meet the needs of students currently involved in IT-related occupations and of those who wish to move into the field from another career specialty. A minimum of 18 courses is required for a student seeking an M.S. in IT and a graduate certificate.

The goals of the M.S. program in IT are to:

- establish a firm foundation in the theory and practice of information technology systems analysis, design, creation and management.
- expose students to the most current tools and approaches.
- enable students to develop additional technical competency through internships and concentrated studies within the curriculum.

### FlexTech IT degree program: Individual and Flexible

SNHU makes available to a self-directed student the opportunity to take an active role in directing his/her graduate program. The FlexTech IT M.S. allows students to “package” a program of study that corresponds with the business environment he/she expects to enter upon graduation.

In addition to the core requirements for the graduate M.S. in IT program, the department encourages students to work with advisors to shape their course of study to fit their individual academic and professional interests.

We provide a pool of electives and independent study arrangements for the greatest flexibility in customizing each student’s curriculum to his/her particular needs. We encourage interdisciplinary studies. Faculty advisors are available to guide and encourage students to actively participate in designing and customizing their program of study beyond the core courses to meet their individual needs by selecting an integrated set of courses that match their interests.

Beyond the “defined” programs, topical seminars are offered within the context of “special topics courses,” and through ongoing seminar programs on campus, that facilitate the introduction of emerging technology and other new topics.

All M.S. in IT students must complete a comprehensive examination which is offered twice a year.

#### Required Courses

Courses are 3 credits unless otherwise indicated.

ACC	500	Managerial Accounting
FIN	500	Financial Management
IT	501	Object Oriented Application Development
IT	510	Advanced Information Technology
IT	600	Operating Systems
IT	610	Object Oriented Systems Analysis
IT	616	Systems Implementation
IT	620	Object Oriented Systems Design
IT	625	Information Technology Project and Team Management
IT	630	Computer Simulation and Modeling
IT	640	Telecommunications and Networking
IT	650	Principles of Database Design
IT	700	IT Strategy and Policy
OL	500	Human Behavior in Organizations

Select two IT electives

Note: Students who qualify to waive a required IT course in the MS in Information Technology degree program are required to replace the waived course with a graduate IT elective.

\* Notebook computers are required of all M.S. in information technology majors for use in graduate IT courses.

### Master of Science Degree in International Business

The M.S. program in international business is designed to prepare students for positions of leadership in the international operations of multinational corporations. The 14-

course (42-credit) program is designed to teach students how to direct and manage businesses in a multinational environment with different political, economic, financial and regulatory systems.

### Required Courses

Courses are 3 credits unless otherwise indicated.

ACC	500	Managerial Accounting
ECO	500	Managerial Economics
FIN	500	Financial Management
INT	600	Multinational Corporate Management
INT	610	Multinational Corporate Environment
INT	620	Multinational Corporate Finance
INT	640	Multinational Market Strategies
INT	650	International Trade and Competitiveness
INT	660	International Negotiations
INT	700	Multinational Business Strategy
INT	750	Seminar in Multinational Business
MKT	500	Market Strategies
QSO	510	Quantitative Analysis for Decision-Making

Select one of the following:

ECO	610	Fiscal and Monetary Policies and Practices
INT	621	Advanced Multinational Financial Management
INT	655	Understanding Emerging Markets
INT	675	International Corporate Governance and Control

### Master of Science in Marketing

The Master of Science in Marketing curriculum includes an in-depth program of marketing study, while at the same time providing a broad range of elective courses that facilitate and support students' success in the workplace. Marketing Core Requirements provide a general marketing context. Marketing elective offerings provide more detailed study of specific areas within the marketing discipline. In addition, involvement with a variety of other disciplines, such as international business, information technology, sport management, is possible through related elective courses, allowing students to investigate and apply marketing theory and perspective in specific areas of interest.

A minimum of twelve courses are required to complete the M.S. in Marketing degree, including a minimum of 10 courses with an MKT designation. An example of the curriculum includes: Relationship Selling Strategies, Consumer Behavior, Marketing Research, Multinational Marketing Strategies, Ethical and Legal Issues in Marketing, and Advertising Campaigns, to name a few.

Courses are 3 credits unless otherwise indicated.

### Business Core Requirements (2 courses /6 credits)

MKT	500	Marketing Strategies
QSO	510	Quantitative Analysis for Decision-Making

### Marketing Core Requirements

MKT	620	Consumer Behavior
MKT	630	Marketing Research
INT	640	Multinational Marketing Strategies
MKT	675	Ethical and Legal Issues in Marketing

**Marketing Electives** (Choose 6 courses /18 credits – minimum of 4 courses with MKT prefix)

MKT	610	Advertising Management
MKT	650	Retail Management
MKT	660	Marketing Strategies for Not-for-profit Organizations
MKT	670	Product Management
MKT	678	Brand Management
MKT	690	Corporate Communications
MKT	615	Relationship Selling Strategies
INT	655	Understanding Emerging Markets
SPT	608	Sport Marketing
IT	503	Digital Commerce and E-Business
QSO	600	Operations Management
MBA/MKT	710	Marketing Internship
MBA/MKT	740	Marketing Thesis/Directed Study in Marketing

Total Credits: 36 credits

### Master of Science in Operations and Project Management

The Master of Science in Operations and Project Management (MSOPM) is a 36-credit\* program that gives students, the knowledge, skills, and education necessary to pursue or accelerate careers in Operations Management and Project Management. This program provides a market-relevant combination of a comprehensive business education with real-world applications.

### Required Courses

QSO	510	Quantitative Analysis for Decision Making
QSO	600	Operations Management
QSO	640	Project Management
QSO	680	Topics in Project Management
QSO	690	Topics in Operations Management

Select five of the following

ACC	550	Cost Accounting
IT	630	Computer Simulation and Modeling
MBA	710	Internship**
OL	670	Organizational Leadership
QSO	520	Management Science
QSO	530	Applied Statistics for Managers
QSO	610	Management of Service Operations
QSO	620	Quality Control and Improvement
QSO	630	Supply Chain Management

Select any two graduate business electives

\* At least 21 credit hours should be QSO.

\*\*MBA 710 should be taken with a faculty from Quantitative Studies and Operations Management

## Master of Science Degree in Organizational Leadership

The M.S. in organizational leadership focuses on providing students with the opportunity to develop skills in leadership, communication, problem-solving and teamwork. These skills are critical for successfully managing and leading organizations in today's chaotic environment. The 12-course (36-credit) program is designed for both experienced professionals who are seeking to advance in their careers, and for individuals with limited professional experience who are seeking to develop skills that will prepare them to successfully manage and lead teams, departments, areas and organizations.

### Required Courses

Courses are 3 credits unless otherwise indicated.

INT	600	Multinational Corporate Management
IT	500	Information Technology
MKT	500	Market Strategies
OL	500	Human Behavior in Organizations
OL	600	Strategic Human Resource Management
OL	660	Redesigning Middle Management
OL	670	Organizational Leadership
OL	690	Responsible Corporate Leadership
OL	750	Contemporary Issues in Organizational Leadership
QSO	510	Quantitative Analysis for Decision-Making

Select one elective and one graduate business elective

## Master of Science Degree in Sport Management

The academic field of sport management trains and develops practitioners for employment in the sport and entertainment industry. This exciting industry encompasses a wide range of careers, from professional and recreational facilities management to sporting goods manufacturing. The M.S. in sport administration requires 14 courses totaling 42 credits, and combines courses related to sport administration with the core courses from the M.B.A. program. This is a unique joint venture not found in most sport administration programs in the United States.

### Required Courses

Courses are 3 credits unless otherwise indicated.

OL	500	Human Behavior in Organization
OL	670	Organizational Leadership
SPT	501	Research Methods in Sport Management
SPT	600	Management of Sport Organizations
SPT	608	Sport Marketing & Media
SPT	510	Sport and Society
SPT	565	Internationalization of Sport
SPT	610	Sport Law
SPT	620	Finance & Economics of Sport
SPT	700	Seminar and Principles of Sport Management
MBA	710	3 credit Internship supervised by Sport Management department

Select three graduate business or SPT electives

A student is required to take a minimum of three internship credits combined with sport management electives for a total of 12 credits.

## Graduate Certificates

Graduate certificates may be pursued as independent programs of graduate study by students who already possess graduate business degrees and wish to enhance or update their skills in specific business disciplines and by students who hold bachelor degrees and have the necessary educational background and professional experience. M.B.A. degrees and graduate certificates may be pursued concurrently. Courses successfully completed for a certificate program may later be applied to a graduate degree program.

Successful completion of a certificate program requires that the student maintain a GPA of at least 3.0 and earn no more than one grade of "C + " or lower.

### Graduate Certificate in Accounting

Courses are 3 credits unless otherwise indicated.

*Courses required for the certificate-only option:*

ACC	550	Cost Accounting
ACC	610	Financial Reporting I
ACC	620	Financial Reporting II
ACC	630	Financial Reporting III
ACC	640	Auditing
ACC	690	Advanced Topics in Financial Reporting
TAX	650	Federal Taxation of Individuals

### Graduate Certificate in Finance

Courses are 3 credits unless otherwise indicated.

ACC	500	Managerial Accounting
QSO	510	Quantitative Analysis for Decision Making
FIN	500	Financial Management
FIN	610	Short-Term Financial Management
FIN	640	Investment and Portfolio Management
FIN	630	Capital Budgeting
or		
FIN	660	Creating Value Through Mergers and Acquisitions
INT	620	Multinational Corporate Finance
or		
FIN		One FIN elective

### Graduate Certificate in Forensic Accounting and Fraud Examination\*

Courses are 3 credits unless otherwise indicated.

#### Required Courses

AC	689	Principles of Forensic Accounting and Fraud Examination
ACC	691	Detection and Prevention of Fraudulent Financial Statements
ACC	692	Interview Techniques and Legal Aspects of Fraud
ACC	693	Investigating with the Computer

\* Cohort program with 2 start dates per year (September and March) – cohort size limited to 20 qualified students. Qualified students possess a bachelors degree in accounting or business and 2 years documented practical business experience. Courses meet one Friday per month/term (1 day/8 hours). Per course tuition (2006/07 tuition = \$2000 per course) includes all books, reference materials, and lunches for all sessions.

### Graduate Certificate in Human Resource Management

Courses are 3 credits unless otherwise indicated.

Foundation requirements:

OL	500	Human Behavior in Organizations
OL	663	Leading Change

#### Required Courses

Select one of the following required courses:

OL	600	Strategic Human Resource Management
OL	605	Human Resource Certification Course

Select two of the following required courses:

OL	610	Labor Relations and Arbitration
OL	620	Compensation and Benefits Management
OL	650	Service Management
OL	665	Leading and Managing Not-for-Profit Organizations
OL	675	Leadership and Ethics

### Graduate Certificate in Information Technology

#### Technical Track\*

Courses are 3 credits unless otherwise indicated.

Courses required for the technical track certificate-only option:

IT	510	Advanced Information Technology
IT	610	Object Oriented Systems Analysis
IT	625	Information Technology Project and Team Management
IT	641	Telecommunications for Business
IT	650	Principles of Database Design

#### Management Track\*

Courses are 3 credits unless otherwise indicated.

Courses required for the management track certificate-only option:

IT	500	Information Technology
IT	503	Digital Commerce and eBusiness
IT	550	Management of Information Technology
IT	641	Telecommunications for Business
IT	647	Web Site Construction and Management

\* Notebook computer required.

### Graduate Certificate in International Business

Note: In addition to selected campuses, this program is also available via SNHU Online.

Courses are 3 credits unless otherwise indicated.

Courses required for the certificate-only option:

INT	610	Multinational Corporate Environment
INT	700	Multinational Business Strategy

Select any three INT courses.

### Graduate Certificate in International Business and Information Technology

Courses are 3 credits unless otherwise indicated.

The International Business and Information Technology Certificate (IB/IT) is designed to combine the principles of International Business operations and knowledge about Information Technology to enable global trade and operations. For those students who are pursuing an M.S. in International Business, most of the International Business courses that are required as part of the certificate are already part of their degree. For those students, the additional courses that will help them obtain the IB/IT Certificate are courses in the IT area.

For International Business Majors, the additional courses are:

INT	605	Introduction to International Business and Information Technology
INT	695	Seminar in International Business and Information Technology
IT	500	Information Technology
IT	550	Management of Information Technology
IT	641	Telecommunications for Business
IT	647	Web Site Construction and Management

For Information Technology Majors, the additional courses are:

INT	605	Introduction to International Business and Information Technology
INT	610	Multinational Corporate Environment
INT	640	Multinational Market Strategies
INT	660	International Negotiations
INT	695	Seminar in International Business and Information Technology

The courses common to both groups are the introduction (INT 605) and the capstone (INT 695) to the IB/IT Certificate.

Those students who are earning an M.B.A., and are not working toward an M.S. in either International Business or Information Technology, must take all courses in order to complete the certificate.

Students who are not in the M.B.A. program, and who fulfill the prerequisite requirements for the courses, may earn the IB/IT Certificate by completing all the courses above.

**Graduate Certificate in Integrated Marketing Communications**

The graduate certificate in Integrated Marketing Communications is concerned with the development, evaluation and implementation of integrated marketing communication strategies in complex environments. This certificate deals primarily with an in-depth analysis of a variety of concepts, theories, facts and analytical procedures, techniques and models in topics that include various communication functions, media alternatives and the integrated marketing communication concept. The characteristics and management of integrated marketing communication strategies are described in courses that include various communication functions, media alternatives and public relations planning.

Courses are 3 credits unless otherwise indicated.

**Required Courses**

*Foundational Requirement:*

MKT	500	Marketing Strategies
MKT	605	Integrated Marketing Communications
MKT	609	Advertising and Public Relations
MKT	612	Integrated Media Strategies
MKT	615	Relationship Selling Strategies

**Graduate Certificate in International Sport Management**

Courses are 3 credits unless otherwise indicated.

**Required Courses**

*Foundational Requirements:*

SPT	608	Sport Marketing or MKT 500 Marketing Strategies
INT	640	Multinational Market Strategies
SPT	525	Sport Licensing & Strategic Alliances
SPT	565	Internationalization of Sport Business
SPT	700	Seminar Sport Management

Select one of the following:

INT	610	Multinational Corporate Environment
INT	600	Multinational Corporate Management

**Graduate Certificate in Leadership of Non-Profit Organizations**

Courses are 3 credits unless otherwise indicated.

**Required Courses**

*Foundational requirements:*

OL	500	Human Behavior in Organizations
MKT	500	Marketing Strategies
MKT	660	Marketing Strategies for Not-for-Profit Organizations
OL	663	Leading Change
OL	665	Leading and Managing Not-for-Profit Organizations
OL	670	Organizational Leadership

**Graduate Certificate in Marketing**

Courses are 3 credits unless otherwise indicated.

*Courses required for the certificate-only option:*

MKT	500	Market Strategies
Select four of the following:		
INT	640	Multinational Market Strategies
MKT	610	Advertising Management
MKT	620	Consumer Behavior
MKT	630	Marketing Research
MKT	640	Business to Business Marketing
MKT	650	Retailing
MKT	660	Marketing Strategies for Not-for-Profit Organizations
MKT	670	Product Management
OL	630	Entrepreneurship and Small Business Management
OL	640	Franchising
OL	650	Service Management
SPT	500	Sport Marketing

**Graduate Certificate in Operations Management**

Courses are 3 credits unless otherwise indicated.

Operations Management (OM) focuses on the effective management of resources and activities that produce or deliver the goods and services in manufacturing and service organizations. This certificate program is designed to expose you to OM concepts and techniques to effectively manage the people, materials, equipment and processes that a business needs to design, produce and deliver its goods and services.

**Required Courses**

QSO	510	Quantitative Analysis for Decision Making
QSO	600	Operations Management
QSO	620	Quality Control and Improvement
QSO	690	Topics in Operations Management

Select two from the following:

IT	630	Computer Simulation and Modeling
MBA	710	Internship*
QSO	520	Management Science
QSO	530	Applied Statistics for Managers
QSO	610	Management of Service Operations
QSO	630	Supply Chain Management
QSO	640	Project Management

\* MBA 710 Internship should be taken with a faculty from the Quantitative Studies and Operations Management department.

**Graduate Certificate in Project Management**

Courses are 3 credits unless otherwise indicated.

Project Management knowledge and skills are highly sought after by today's project-driven companies operating in the global market. The Project Management body of knowledge, tools and practices has grown over the years. This certificate program will prepare you to effectively manage the projects from start to finish. The certificate program will also help you in preparing for the Project Management Professional (PMP) certification.

*Foundation Requirement*

QSO 510 Quantitative Analysis for Decision Making

**Required Courses**

QSO	640	Project Management
QSO	680	Topics in Project Management

Select two from the following:

QSO	520	Management Science
QSO	620	Quality Control and Improvement
ACC	550	Cost Accounting
OL	670	Organizational Leadership

**Graduate Certificate in Sport Management**

15 credits

Courses are 3 credits unless otherwise indicated.

*Courses required for the certificate-only option:*

SPT	600	Management of Sport Organizations
SPT	608	Sport Marketing & Media
SPT	510	Sport and Society
SPT	565	Internationalization of Sport

Select one graduate Business or SPT elective

**Graduate Certificate in Taxation**

Courses are 3 credits unless otherwise indicated

*Courses required for the certificate-only option:*

TAX	650	Federal Taxation of Individuals
TAX	655	Federal Income Taxation of Corporations and Partnerships; Estate and Gift Excise Tax
TAX	665	Estate and Gift Taxation
TAX	670	Tax Research Methodology/Practice and Procedures
TAX	700	Special Topics in Taxation

**SNHU Center for Financial Studies**

Issues of economics and finance affect everyone. The Center for Financial Studies at Southern New Hampshire University has adopted as its mission the promotion of economic and financial literacy for everyone, from children in elementary schools to adults—a mission that sets the Center for Financial Studies at SNHU apart from many other academic trading rooms.

For the SNHU community, the Center provides a variety of technology and access to financial data and new sources. The Center supports students, faculty and staff of all academic disciplines in their academic and research efforts.

For the extended community, the Center provides a means of obtaining economic/financial literacy that supports personal and professional decision-making. For example, the Center works with several organizations that are proponents of economic/financial literacy to support educators in their teaching efforts. The Center also provides a field trip destination for area schools, offering a variety of programs about personal finance and investing topics.

The Center for Financial Studies serves as a bridge between area high schools and area businesses by providing business, finance and economics professionals, present and future, with a forum for gaining and maintaining current knowledge in their fields.

The Center simulates a Wall Street trading environment with:

- an electronic stock ticker and two electronic data-boards with streaming market data
- 30 workstations with two flat panel monitors each
- six additional workstations in an adjacent conference room
- state-of-the-art AV equipment
- analytical and modeling software applications
- Bloomberg terminal access for market data
- three laser printers
- Internet access

Up-to-date information on programs and events at the Center for Financial Studies can be found at the Center's Web site:

**[www.snhu.edu/cfs](http://www.snhu.edu/cfs)**.

## **SNHU Institute for Forensic Accounting and Fraud Examination**

Housed within the School of Business at Southern New Hampshire University, the Institute for Forensic Accounting and Fraud Examination has adopted as its mission to design and deliver informational and educational experiences to accounting and business professionals on matters of forensic accounting and fraud examination. The institute's Executive Director is Dr. Richard O. Hanson. Dr. Hanson holds the CPA, CMA and CFM professional certifications, and is a professor of Accounting and Taxation at the university.

The goals of the Institute are:

- To offer a graduate certificate program in forensic accounting and fraud examination
- To offer educational seminars and workshops to accounting professionals in need of continuing education credits
- To host outstanding speakers and business roundtable discussions on forensic accounting and fraud examination
- To conduct research in the field of forensic accounting and fraud examination for the purpose of publication and dissemination

The Institute is guided in its work by the Institute Advisory Committee. This committee is composed of highly respected and experienced professionals in the fields of accounting, auditing, forensic accounting, information technology, law and criminal justice. Faculty who teach in the programs offered through the Institute are both highly skilled and experienced in the fields of forensic accounting and fraud examination.

For additional information or specific questions, please call Dr. Richard Hanson at 603-644-3193 or email to [r.hanson@snhu.edu](mailto:r.hanson@snhu.edu).

## **Delta Mu Delta Honor Society**

The Southern New Hampshire University business graduate degree 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 graduate degrees are eligible for membership. A candidate must have completed at Southern New Hampshire University at least one half of the credits required for his or her graduate degree, have maintained a minimum average qualitative grade of 3.6 and will be in the top 20% of their class and in good standing. Continuation in Delta Mu Delta requires the member to maintain a 3.6 grade point average.

## **Research Paper Citation Guidelines**

The School of Business recognizes the American Psychological Association (APA) citation guidelines as the standard to be used in all business courses.

# School of Community Economic Development

**Dean: Dr. Michael Swack**

**Webster Hall**

**603.644.3103**

**Fax: 603.644.3130**

## **Mission**

To provide education and training to a diverse group of community economic development (CED) practitioners, policy makers, community leaders and change agents, and equip them with knowledge, skills, tools and techniques to have the greatest impact in improving the economic and social well-being of their communities.

The School of Community Economic Development (SCED) at Southern New Hampshire University is the nation's first accredited academic program to confer master of science, master of arts and a doctoral degree in community economic development.

The School of CED is committed to stand at the vanguard of CED curriculum, practices and theory nationally and internationally.

## School of Community Economic Development Graduate Programs

The School of Community Economic Development at Southern New Hampshire University advocates 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 that promote total community benefit rather than individual financial gain.

### Welcome

Southern New Hampshire University's School of Community Economic Development was a pioneer in the field when it began offering academic programs in 1982 and remains at the forefront of the field in the creation of innovative educational and training initiatives in the United States and internationally.

Through the work of our faculty, staff, alumni and students, we have developed an effective educational program based on a peer-learning model that provides practitioners, policy-makers and researchers with the necessary skills to make their projects successful. Our students and alumni are often the leading force behind important community initiatives. With over 1,200 graduates, the School has been instrumental in helping to affect change in marginalized communities across the nation and in developing countries around the world.

We offer Master of Science degrees in National CED (NCED), International CED (ICED), and a Graduate Program in Policy and CED (PCED) that includes a Master of Arts in CED Policy, a Master of Arts in Nonprofit Management, and a doctorate in CED. A variety of short-term institutes, certificate and continuing education programs are offered throughout the year. The School's courses and institutes are taught by faculty with extensive experience in the field and in the classroom. The programs emphasize a learner centered approach that encourages active participation and enlists the experiences of students. Policy and research work at the School is organized under several centers.

## Doctoral Program

### Doctor of Philosophy (Ph.D.) in Community Economic Development

#### (Resident and non-resident formats)

The Ph.D. program is anchored on the disciplinary foundations of Community Economic Development. It responds to the needs of the field for a diverse group of CED professionals by preparing them for teaching, policy and research-based careers in government, higher education and the nonprofit sector. Students in the Ph.D. program develop knowledge and skills to promote action-oriented research intended to help shape policies at the local, regional, national and international levels.

The Ph.D. program is offered in two formats. Students in the non-resident format attend classes four days per month,

while retaining their professional jobs. This extended weekend format meets five times per semester. Between class weekends students participate in discussions and exchange assignments in an Internet-based distance-learning environment. Students enrolled in the residential format attend classes that meet weekly and on class weekends, and may take a larger course load. The same material is covered in both formats, and both groups of students participate jointly in online discussions. All students are required to participate in an Apprenticeship Program their first two years, wherein they receive appointments to the School's Applied Research Center and work with faculty as teaching and research assistants. Upon completion of the Apprenticeship Program (years 3 and 4) students may teach in the masters programs as adjunct faculty and work in funded research projects.

Doctoral students are required to have a Master's degree from an accredited institution with a GPA of 3.5 or higher, and 5 years professional experience. Students must complete 36 credit hours of coursework, comprehensive exams, prepare a dissertation proposal, and complete a dissertation based on original research. Coursework is designed to take three years or less in the non-resident format, followed by a dissertation. Research methods courses CED 801, CED 802, CED 804, and CED 805 each include required labs covering relevant statistics an analysis using SPSS.

### Required Courses

Courses are 3 credits unless otherwise indicated.

CED	801	Research Methods 1: Research Design (Lab)
CED	802	Research Methods 2: Survey Research (Lab)
CED	803	Research Methods 3: Qualitative Analysis
CED	807	Applied Regression Models
CED	808	Applied Multivariate Analysis
CED	811	Theory of CED I: Historical and Global Perspectives
CED	812	Theory of CED II: Social Theory
CED	813	Theory of CED III: Theory, Policy and Practice

### Elective Courses (a minimum of 4 courses)

CED	815	Social Integrity
CED	851	Seminar in CED
CED	855	Urban Development: Theory and Practice
CED	858	Policy Analysis and CED
CED	860	Institutional Transformation of Development Organizations
CED	861	Nonprofit Management
CED	863	Civil Society, Social Capital and Participation
CED	866	Globalization, States and the Community
CED	881	Independent Study

### Dissertation

CED	890	Dissertation Seminar* (0 credits)
CED	891	Doctoral Continuation** (0 credits)

\* Enrollment in CED 890 is pre-comprehensive exams;

\*\* Enrollment in CED 891 is required each semester post-comprehensive exams until completion.

## Master Degree Programs

### NCED Program

#### Master of Science in Community Economic Development

#### National CED Weekend Program

Designed for the North American practitioner, the Master of Science in National Community Economic Development (NCED) is an applied, 20-month weekend program that offers a unique opportunity for individuals seeking an advanced degree in CED while continuing to work. Classes meet for one full weekend each month, usually Friday, Saturday and Sunday, over four semesters (no summer term). An orientation at the beginning of the program and some elective classes are conducted weekdays on class weekend, and a required two-day session takes place in May of the first year.

Each student in this program designs a project for implementation in his or her home community. This project is carried on throughout the program's four terms. Students meet with project focus groups during class weekends for input, feedback and support, and stay in contact in between class weekends through Internet discussion groups. The M.S. in National CED requires completion of 39 credits and a 3.0 cumulative grade point average. The NCED Masters offers eight specializations:

- Affordable Housing
- Development Finance
- Community Building & Organizing
- International Microenterprise Development
- Construction & Production Management
- Neighborhood Revitalization
- Credit Unions & Cooperatives
- Nonprofit Management in CED

The School is the university partner of Neighborhood Reinvestment Corporation's National Training Institute—the largest CED training program in the nation. The School offers NRC members access to graduate-level credentials, and our students' access to NRC's national training conferences at rates equal to NRC network members.

The NCED offers a joint M.B.A./M.S. program in collaboration with the School of Business, and a joint M.S./M.A. in CED Policy is available within the School.

#### Required Courses

Courses are 3 credits unless otherwise indicated.

CED	400	Accounting Foundation* (0 credits)
CED	701	Introduction to Community Economic Development
CED	703	Managerial Accounting (2 credits)

CED	704	Financing Community Economic Development (2 credits)
CED	705	Financial Management (2 credits)
CED	706	Business Development (2 credits)
CED	707A	Organizational Management for Community Organizations (2 credits)
CED	707B	Organizational Management for Community Organizations (2 credits)
CED	731	Diversity in Organizations (1 credits)
CED	791	Project Design in CED I (4 credits)
CED	792	Project Planning in CED (4 credits)
CED	793	Project Management in CED (4 credits)
CED	794	Project Evaluation in CED (4 credits)

#### Elective Courses (a minimum of 7 credits)

CED	507	Housing and Land Policy (2 credits)
CED	521	Perspectives in International Development (1 credit)
CED	522	Microenterprise Development (2 credits)
CED	523	Topics in CED (2 credits)
CED	523A	Topics in CED (1 credit)
CED	531	Indigenous Economics (2 credits)
CED	702	Law and Community Development (1 credit)
CED	702A	Advanced Law and Community Development (1 credit)
CED	708	Development of Cooperatives (2 credits)
CED	709	Marketing, Fundraising and Promotion (2 credits)
CED	710	Housing Development (2 credits)
CED	712	Information Technologies & Community Economic Development (2 credits)
CED	717A	Independent Study (1 to 2 credits)
CED	717B	Independent Study (1 to 2 credits)
CED	718	Nonprofit Management (2 credits)
CED	722	Negotiation Strategies (1 credit)
CED	723	Training of Trainers (2 credits)
CED	724	Marketing Strategies (2 credits)
CED	725	Faith-based Community Economic Development (2 credits)
CED	726	Strategic Management of Faith-based CED (2 credits)
CED	730	Community Organizing and CED (2 credits)
CED	750	Affordable Housing Development
CED	751	Affordable Housing Development
CED	752	Community Building Principles
CED	753	Community Building Strategies
CED	755	Community Economic Development Tools

\* All CED students are tested in accounting; students who pass this test may waive this accounting foundations course.

## ICED Program

### Master of Science in International Community Economic Development

#### International CED Program

##### (Monthly format, summer intensive format)

The Master of Science in International Community Economic Development (ICED) is a 39-credit program with sessions beginning in June or September of each year. Students are required to have two years of experience living or working in a developing country. The program is designed to offer practical skills for planning and managing sustainable community-based international development projects. It attracts persons working or seeking careers in government, business or nonprofit/non-governmental organizations (NGOs).

Students are required to plan and implement a project on community development as part of their program.

ICED students often choose to take the Microenterprise Development Institute for two to three weeks in the summer for credit as a specialization. ICED students are eligible for NCED specializations and continuing education certificates detailed above; Development Finance, International Microenterprise Development, and Nonprofit Management are common ICED specializations. A joint M.B.A./M.S. program is available with the School of Business, and an M.S./M.A. in CED Policy is available within the School.

The School is a university partner of the Peace Corps. Peace Corps volunteers may be referred to the School to pursue a degree prior to their country placement or as a break during placement. PC participants receive internship credit for their PC service. Returning PC Volunteers are eligible for a special scholarship towards a Master's degree at the School.

The School runs an ICED Master's program in Tanzania, Africa, in collaboration with the Open University of Tanzania, with support from the Agency for International Development (USAID). The Tanzania program enrolls 110 students in an 18-month program. Opportunities for travel and study in Africa may be available for U.S. students.

#### Summer-Intensive Master of Science in CED

The School of CED's new, fully accredited 13 month intensive master's degree program requires that students spend only two six-week summer sessions in class in the United States. Between summers they take courses online and carry out a project back in the field in their home communities. The flexible new program retains the school's internationally recognized quality curriculum and is intended for development practitioners. An option for specialization in microenterprise development is available.

Courses specifically for practitioners in those areas affected by the December 2004 Indian Ocean tsunami and others working in disaster areas have been added to the curriculum.

The features of the Summer Intensive Program (SIP) are:

- Two six-week, in-class summer sessions at SNHU with colleagues from around the globe.
- Continuous online support as students continue their course work in the field.
- An opportunity for students to specialize in microenterprise development by courses offered during the annual Microenterprise & Development Institute held at SNHU each summer ([www.mdi-nh.org](http://www.mdi-nh.org))

#### Required Courses

Courses are 3 credits unless otherwise indicated.

CED	400	Accounting Foundation* (0 credits)
CED	703	Managerial Accounting (2 credits)
CED	705	Financial Management (2 credits)
CED	706	Business Development (2 credits)
CED	791	Project Design in CED (4 credits)
CED	792	Project Planning in CED (4 credits)
CED	793	Project Management in CED (4 credits)
CED	794	Project Evaluation in CED (4 credits)
ICD	515	Organizational Management
ICD	533	Principles and Practices of Development
ICD	535	Economics for CED
ICD	536	Economics and Development

#### Electives (Select 9 credits)

CED	513	Policy Analysis in CED (2 credits)
CED	701	Introduction to Community Economic Development
CED	704	Financing Community Economic Development (2 credits)
CED	708	Development of Cooperatives (2 credits)
CED	709	Marketing, Fundraising and Promotion (2 credits)
CED	718	Nonprofit Management (2 credits)
CED	722	Negotiation Strategies (1 credit)
CED	723	Training of Trainers (2 credits)
CED	730	Community Organizing and CED (2 credits)
ICD	507	Housing and Land Use
ICD	508	Development Finance
ICD	509	Financial Management
ICD	511	Social Planning and Policy for Developing Countries
ICD	512	Cooperative Development
ICD	514	Gender Issues in CED
ICD	522	Microenterprise Development
ICD	534	Training for Trainers
ICD	690A	Internship Seminar I
ICD	690B	Internship Seminar II
ICD	690C	Internship Seminar III
ICD	721	Development as a Tool for Conflict Resolution

\* All CED students are tested in accounting; students who pass this test may waive this accounting foundations course.

## PCED Program

### Master of Arts in Community Economic Development Policy

#### (Weekly and Monthly formats)

The School offers a Master of Arts in Community Economic Development Policy (PCED). This is an advanced practitioner program intended to respond to the need of senior CED professionals for a policy focus and a shorter study period than that offered at the doctoral level. The focus is on skills. Half the courses are in the doctoral program, and the rest are policy courses in the National or International programs.

The M.A. and Ph.D. programs are managed under the doctoral admissions committee. A student applying to the M.A. program needs a bachelor's degree from an accredited institution in a relevant field with a GPA of 3.5 or higher and five years of experience.

Candidates for the M.A. in CED Policy must complete 36 credit hours of coursework that includes required doctoral-level courses, and a combination of policy courses offered in the graduate programs. A supervised Policy Paper for three credits acts as a thesis. Doctoral students completing 36 credit hours of doctoral coursework are eligible to receive the M.A. degree. An M.S./M.A. joint program is available. 800 level (doctoral) courses taken within the M.A. may be applied towards the Ph.D. degree.

#### Required Courses

Courses are 3 credits unless otherwise indicated.

CED	780	Thesis
CED	801	Research Methods 1: Research Design (Lab)
CED	805	DGIS in CED Policy & Planning (Lab)
CED	858	Policy Analysis and CED (Lab)

Select two of the following:

CED	802	Research Methods 2: Survey Research (Lab)
CED	803	Research Methods 3: Qualitative Analysis
CED	804	Research Methods 4: Evaluation Research (Lab)
CED	807	Applied Regression Models
CED	808	Applied Multivariate Analysis (Lab)

#### Elective Courses (a minimum of six courses, 18 credits)

CED	531	Indigenous Economics (2 credits)
CED	701	Introduction to Community Economic Development
CED	704	Financing Community Economic Development (2 credits)
CED	706	Business Development (2 credits)
CED	707A	Organizational Management for Community Organizations (2 credits)
CED	707B	Organizational Management for Community Organizations (2 credits)
CED	708	Development of Cooperatives (2 credits)
CED	709	Marketing, Fundraising and Promotion (2 credits)

CED	717B	Independent Study (1 to 2 credits)
CED	722	Negotiation Strategies (1 credit)
CED	731	Diversity in Organizations (1 credit)
CED	851	Seminar in CED
CED	855	Urban Development: Theory and Practice
CED	860	Institutional Transformation of Development Organizations
CED	861	Nonprofit Management
CED	863	Civil Society, Social Capital and Participation
CED	866	Globalization, States and the Community
CED	881	Independent Study
ICD	506	Sustainable Responses to Environmental Problems
ICD	507	Housing and Land Use
ICD	508	Development Finance
ICD	509	Financial Management
ICD	512	Cooperative Development
ICD	514	Gender Issues in CED
ICD	522	Microenterprise Development
ICD	533	Principles and Practices of Development
ICD	535	Economics for CED
ICD	536	Economics and Development
ICD	721	Development as a Tool for Conflict Resolution

### Master of Arts Nonprofit Management of Community Development

#### (Advanced Practitioner Program)

The Department of CED Policy & Management includes Master of Arts and Ph.D. programs managed by the Department Chair. The Master of Arts in Nonprofit Management of Community Based and Nongovernmental Organizations is an Advanced Practitioner Program designed to address the needs of senior professionals for a management focus and a shorter program of study than that offered at the doctoral level. The emphasis is on analytical and practical skills for senior managers. The M.A. advanced core courses are in the doctoral program and other applied management courses are in the National or the International Masters programs. A supervised paper or a field project acts as a thesis.

Applicants to the M.A. program in Nonprofit Management (NPM) need a bachelor's from an accredited institution and at least 5 years of progressively responsible management experience. Ten years of total experience in the field is highly desirable.

Candidates for the M.A.N.P.M. must complete 36 credits of coursework that includes required doctoral level courses, and a planned combination of management oriented courses offered by the graduate programs. Coursework may be completed over 20 months in an extended weekend format. Depending on the courses taken each semester, students will follow either the M.S. weekend schedule (four meetings that last for three days per semester) or the doctoral schedule (five meetings that last for five days each semester).

An M.A./M.B.A. joint program is available. Doctoral courses taken as part of the M.A. may be applied towards the Ph.D. degree if a student is subsequently admitted to the doctoral program.

### Required Courses

Courses are three credits unless otherwise indicated.

CED	703	Managerial Accounting (2 credits)
CED	705	Financial Management (2 credits)
CED	707B	Organizational Management (2 credits)
CED	707B	Organizational Management (2 credits)
CED	731	Diversity in Organizations (1 credit)
CED	780	Thesis*
CED	791	Project Design in CED (4 credits)**
CED	792	Project Planning in CED (4 credits)**
CED	861	Nonprofit Management
CED	862	Organizational Analysis
CED	864	Advanced Financial Analysis

Select one of the following:

CED	803	Qualitative Research Methods **
CED	805	Demography & GIS in CED Policy & Planning**

### Elective Courses (4 credit minimum)

ICD	506	Sustainable Responses to Environmental Problems
CED	507	Housing and Land Policy (2 credits)
or		
ICD	507	Housing and Land Policy
ICD	508	Development Finance
ICD	512	Cooperative Development
or		
CED	708	Development of Cooperatives (2 credits)
ICD	522	Microenterprise Development
or		
CED	522	Microenterprise Development (2 credits)
ICD	535	Economics for CED
ICD	536	Economics and Development
CED	531	Indigenous Economics (2 credits)
CED	701	Introduction to CED
CED	702	Law & CED (1 credit)
CED	702A	Law & CED (1 credit)
CED	704	Financing CED (2 credits)
CED	706	Business Development (2 credits)
CED	709	Marketing, Fundraising & Promotion (2 credits)
CED	710	Housing Development (2 credits)
CED	717	Independent Study (12 credits)
or		
CED	881	Independent Study
CED	722	Negotiation Strategies (1 credit)
CED	724	Marketing Strategies (2 credits)
CED	725	Faith based CED (2 credits)
CED	730	Community Organizing & CED (2 credits)

CED	793	Project Management in CED (4 credits)***
CED	794	Project Evaluation in CED (4 credits)***
CED	812	Social Theory by permission
CED	813	CED Theory by permission
CED	814	Contemporary Economic Theory (by permission)
CED	815	Social Inequality
CED	851	Seminar in CED
CED	855	Urban Development: Theory and Practice
CED	858	Policy Analysis in CED
CED	860	Transformation of Development Organizations
CED	863	Civil Society, Social Capital and Participation
CED	865	Advanced Nonprofit Management
ICD	721	Development as a Tool for Conflict Resolution

\* CED 780 may be substituted for CED 794

\*\* CED 791 and CED 792 may be taken as a two course sequence in project management, or as a four course sequence (CED 791 to CED 794) involving the implementation of a CED project —the CED 794 final report would then serve as a thesis, replacing CED 780.

\*\*\*CED 803 & CED 805 include labs covering relevant analysis or MapInfo Pro for Geographic Information Systems mapping.

### Centers

The School organizes its policy and research activities under several centers.

**Applied Research Center in CED (ARC):** ARC engages in research grounded in professional practice. It supports community action, and seeks to advance the body of knowledge in CED through scholarship, research and publications aimed at the continuing growth of CED professionals. ARC acts as an umbrella within the university for interdisciplinary applied research by collaborating faculty from different schools, and as the research training arm of the School of CED. The Center sponsors a monthly Colloquium Series that hosts authors, researchers and policy makers, and is open to the SNHU community; ARC publications are managed by the Community Economic Development Press. Contact Dr. Yoel Camayd-Freixas, Director, at arc@snhu.edu, or Dr. Catherine Rielly, Associate Director, at c.rielly@snhu.edu. ARC is supported by the Ford Foundation, and offers research services in the following areas:

- surveys & polls
- program review & evaluation
- case studies & best practices
- strategic planning & organizational analysis
- financial analysis
- analytical focus groups
- policy research
- demographic analysis & mapping

**Center for Community Economic Development (CCED):** A center of practice in CED. CCED engages faculty and graduate students in affordable and at times pro bono consulting services. In 2003 CCED consultants developed a new community development corporation, conducted a quantitative analysis of a CBO planning to transition into a community developer, and supported master planning in a local community. Contact Dr. Michael Swack, President, at [m.swack@snhu.edu](mailto:m.swack@snhu.edu).

**Center for Community Economic Development & Disability (CCEDD):** CCEDD seeks to facilitate leveraging CED resources, infrastructure, techniques and expertise in the service of people with disabilities. It is a new interface between the fields of disability and CED, sponsored by the School in collaboration with the *University of New Hampshire Institute on Disability-University Center for Excellence and Disability*. Contact Tobey Davies, Director, at [t.davies@snhu.edu](mailto:t.davies@snhu.edu) or TTY: 603.644.4148. CCEDD provides support in the following areas:

- Planning
- Policy analysis
- Job, business & asset development
- Affordable & mixed use housing
- Strategic planning
- Applied research & best practice methods
- Training
- Technical assistance

## Professional Training Institutes

### (Certificate Programs)

The School of CED offers short-term training institutes each year. Students may attend one or more of the institutes for academic credit or certificates of participation.

**The Financial Innovations Roundtable (FINIR).** FINIR develops ideas that link conventional and nontraditional lenders, investors and markets to provide increased access to capital and financial services in low-income communities. Members of the Roundtable include representatives from banks, investment firms, community development financial institutions, foundations and academic institutions. The goal of the Roundtable is to promote the development of joint programs, tools and approaches to financing development in low-income communities. FINIR is sponsored by Fannie Mae Foundation. Contact Dr. Michael Swack at 603.644.3135 or [m.swack@snhu.edu](mailto:m.swack@snhu.edu).

**Microenterprise and Development Institute In NH (MDI-NH).** Contact: William Maddocks, Director at [w.maddocks@snhu.edu](mailto:w.maddocks@snhu.edu) or go to the MDI-NH Web site at: [www.mdi-nh.org](http://www.mdi-nh.org)

Microenterprise development practitioners come to SNHU each year for an intensive, three-week exploration of innovative strategies for integrating microfinance with social development programs and building the financial and social capital of marginalized communities. Participants come from around the world to learn about current methodologies from recognized microfinance experts. They have an opportunity to meet with guest speakers, fellow practitioners and instructors in a relaxed New England atmosphere. MDI is sponsored by international development organizations that have participated in the MDI-NH. They include *CARE, Catholic Relief Services, Childreach/Plan International, Christian Children's Fund, Enterprise Development International, FINCA, Freedom From Hunger, Heifer Project, Hope International, IDEA's, Katalysis, MicroCredit Summit, Opportunity International, Save the Children, Trickle Up, World Education, World Relief, and World Vision.*

### MDI-NH Optional Academic Credits & Fees

Participants attending the MDI-NH may take Institute classes for academic credit and earn up to six credits towards a 39 credit International Master's Degree in Community Economic Development. An additional fee of \$200 for three academic credits and \$400 for six academic credits will apply. If you are interested in the Summer Intensive Program (SIP) in International CED and want to earn the masters degree at SNHU in the flexible SIP model, contact the SCED admissions office or call 01.603.644.3103. For in-depth information on the summer intensive masters program see the program listing in this catalog.

**Microenterprise and Development Institute In South Africa (MDC-SA)** Contact: William Maddocks, Director at: [w.maddocks@snhu.edu](mailto:w.maddocks@snhu.edu) or go to the MDC-SA Web site at: [www.mdi-sa.org](http://www.mdi-sa.org)

Our Microenterprise Development Certificate Program is offered annually in Polokwane City, Limpopo Province, in collaboration with South Africa's University of Limpopo.

## Admissions

Program applications can be completed online or downloaded and printed at [www.snhu.edu/Southern\\_New\\_Hampshire\\_University/Academics/CED/Academic\\_Programs.html](http://www.snhu.edu/Southern_New_Hampshire_University/Academics/CED/Academic_Programs.html). Information about programs, application requirements, costs, scholarships, and assistance with the application process can be obtained by contacting the School's admissions office at 603.644.3123, at [ced@snhu.edu](mailto:ced@snhu.edu), or by writing to:

Admissions  
School of Community Economic Development  
Southern New Hampshire University  
2500 North River Rd.  
Manchester, NH 03106

Applicants for a master's degree are required to have a bachelor's degree from an accredited institution, experience in the field, completed application forms, transcripts, letters of reference, personal statement, fees, and a faculty interview. The interview may be scheduled by telephone for applicants outside the New Hampshire/Massachusetts area. Applicants to the doctoral program are required to have a master's degree from an accredited institution; students without a master's degree should apply to the M.A. program.

International students are also required to complete a SNHU international application form, submit official embossed transcripts of post-secondary academic grades and degrees (translated into English), certified certificates and diplomas (with English translations), and proof of English proficiency. All students whose primary language is not English are required to submit scores on the Test of English as a Foreign Language (TOEFL) of 550 or higher; a score of 600 is preferred for doctoral applicants. The SNHU TOEFL code number is 3649.

The School of Community Economic Development accepts into the M.S. programs a limited number of students who have not completed a bachelor's degree yet show exceptional promise. These applicants must go through a more extensive waiver application process that requires them to demonstrate the ability to work at the graduate level. If admitted, these students must earn a 3.0 GPA in their first term in order to remain in the program. Waiver inquiries and applications should be addressed to the SCED admissions office, 603.644.3103.



# School of Education

**Dean: Dr. Patrick J. Hartwick**

**Belknap Hall**

**603.629.4675**

**Fax: 603.629.4673**

## **Mission**

Southern New Hampshire University is committed to educating teachers who are prepared to provide quality education for all students and to sustain meaningful professional growth. Graduates possess the breadth of academic knowledge and the dedication to excellence that they need in order to meet the changing needs of students, schools, and educational policy. Our programs provide a foundation for rewarding career and a lifelong devotion to learning.

Teacher Education Programs at Southern New Hampshire University emphasize practitioner-oriented curricula that connect education theory to classroom application. We believe that today's teachers must be prepared (a) to integrate innovative resources and technology with time-tested approaches; (b) to understand how students with special needs and diverse backgrounds enrich schools and how to support their learning; (c) to link assessment to instruction as a tool to understand student's learning, guide lesson planning, and evaluate progress; and (d) to use curriculum standards and frameworks as a criterion to plan instruction and measure achievement.

Our education faculty believes that successful teachers draw on strong values and principles to professional practice, change and growth. To help each student define a personal philosophy of education, our programs provide theoretical, practical, and research-based foundations along with the opportunity of personal reflection.

## School of Education Graduate Programs

Education at Southern New Hampshire University is a growing area with a diverse array of programs at both the undergraduate and graduate levels.

The programs provide opportunities for professional growth necessary for teachers and educational administrators in today's society. It is our aim to have graduates possess the qualities of mind and character that will make them role models and mentors for their students and their profession. We expect our graduates to demonstrate a commitment to excellence by raising standards and by improving practices in educational institutions and environments.

### Master of Education in:

- Child Development
- Counseling
- Curriculum and Instruction
- Elementary Education
- Elementary Education with General Special Education
- Field-based Education
- School Psychology
- Secondary Education
- Secondary Education with General Special Education

### Master of Science in:

- Business Education (see the School of Business section of this catalog)
- Teaching English as a Foreign Language (see the School of Liberal Arts section of this catalog)

### Graduate Certificates in:

- Advanced Study in Education
- Computer Technology Educator (see the School of Business section of this catalog)
- Professional Study in Education
- School Business Administration (see the School of Business section of this catalog)
- Training and Development (see the School of Business section of this catalog)

### Certification in:

- Computer Technology Educator (see the School of Business section of this catalog)
- English as a Second Language
- General Special Education

### Conversion Programs:

- Elementary Education
- Secondary Education
- Early Childhood Education

## Applicant Information

The following items are required for application to an M.Ed. program:

- Completed application form  
*Note: There is a \$25.00 application fee.*
- Personal Statement
- Three recommendation forms with original signatures, submitted in the sealed envelopes with the original signature over the seal.
- Official transcripts from all institutions attended, including current institution(s), in sealed envelopes from the original institution.
- Official results of the Miller Analogies Test (MAT) or Graduate Record Exam (GRE) submitted directly to Southern New Hampshire University by the testing center.
- Copy of current teacher certification, if applicable.

## Standardized Admission Tests

Applicants are required to take either the Miller Analogies Test (MAT) or the Graduate Record Exam (GRE). The primary purpose of these tests is to provide information to support the application for admission for graduate study.

Southern New Hampshire University will accept results for exams that were completed within the past five years.

Students wishing to take the MAT, GRE or TOEFL must make their own arrangements.

Students seeking Initial Certification may be required to take additional exam(s). Please refer to the Praxis exam information in the next section.

## Programs Leading to New Hampshire State Certification

### Master of Education Degrees

#### Programs Leading to Initial Certification

The Master of Education in child development, elementary or secondary education has been created for college graduates with a degree in another discipline who wish to enter the teaching profession. Graduates earn a master's degree (minimum 39 semester hours) and teaching certification in early childhood education, elementary education, or secondary education. The curriculum has been designed to allow for concurrent study leading to general special education certification for grades K – 12 (refer to General Special Education Certification section).

In addition to the M.Ed. requirements, students in the initial certification programs are required to complete undergraduate distribution coursework as outlined by New Hampshire state teacher certification standards (ED 609). Prior to acceptance to a program, a candidate's undergraduate transcripts are evaluated to determine if any of these general

education standards are unmet. Students are informed of any unmet standards in their acceptance letter. Students must fulfill unmet standards as they move through their program as the 609 requirements are prerequisites for education coursework.

The initial certification masters programs culminate in a 16-week student teaching practicum and corresponding seminar, EDU 571. This valuable experience requires that potential educators intern full-time under the direct supervision of a cooperating teacher. During this placement, the student teacher gradually takes on the role of the classroom teacher. Students apply to the student teaching program one year before their placement begins. All other coursework must be complete prior to beginning the student teaching placement.

Candidates for New Hampshire state teacher certification in early childhood, elementary, or secondary education must pass the Praxis I before gaining full acceptance into the M.Ed program. This requirement is waived for those students who score above the 40th percentile on the GRE. Students must also pass the Praxis II in their chosen subject area prior to submission of their student teaching application.

## Certification Program Requirements

### Child Development - Certification N-3

**Chair: Jim Geidner, Ph.D.**

The child development program is designed for professional practitioners working in education, policy, administration and research. This program leads to classroom teacher certification in infants through grade 3. M.Ed. candidates in child development must complete the following specialized courses:

Courses are 3 credits unless otherwise indicated.

DEV	520	History and Philosophy of the Child Study Movement
DEV	540	Language and Cognitive Development
DEV	545	Psychosocial Development
DEV	560	Family and Culture
DEV	565	Play
DEV	601	Child Assessment
EDU	503	Methods of Teaching Elementary Mathematics
EDU	520	Introduction to Educational Research
EDU	551	Integrated Elementary Curriculum, Instruction & Assessment
EDU	571	Student Teaching (6 credits)
EDU	601	Research Seminar
RDG	503	Emerging and Early Literacy Development
Exit Evaluation		Thesis or comprehensive examination.

## Elementary Education – Certification K-8

The elementary education program leads to classroom teacher certification for grades K–8. M.Ed. candidates in elementary education must complete the following specialized courses:

Courses are 3 credits unless otherwise indicated.

EDU	503	Methods of Teaching Elementary Mathematics
EDU	520	Introduction to Educational Research
EDU	521	Exploring the Principles of Education
EDU	533	Learning Through Technology
EDU	551	Integrated Elementary Curriculum, Instruction & Assessment
EDU	552	Curriculum, Instruction & Assessment Middle and Secondary
EDU	571	Student Teaching (6 credits)
PSY	521	Educational Psychology
RDG	503	Emerging and Early Literacy Development
RDG	504	Content Area Literacy
RDG	531	Literature for Children and Young Adults
SPED	501	Exceptional Child
Exit Evaluation		Thesis or comprehensive examination.

## Secondary Education – Certification 5-12

**Chair: Dr. Tracy Rusch**

Secondary certification for grades 5–12 is available in English or Social Studies Education. Students are required to complete an undergraduate major in their area of specialization or the equivalent coursework. M.Ed. candidates in secondary education must complete the following specialized courses:

Courses are 3 credits unless otherwise indicated:

EDU	520	Introduction to Educational Research
EDU	521	Exploring the Principles of Education
EDU	533	Learning Through Technology
EDU	552	Curriculum, Instruction & Assessment Middle and Secondary
EDU	571	Student Teaching (6 credits)
PSY	521	Educational Psychology
RDG	504	Content Area Literacy
RDG	531	Literature for Children and Young Adults
SPED	501	Exceptional Child
		Graduate elective
Exit Evaluation		Thesis or comprehensive examination.

Select one of the following according to subject area:

EDU	560	Methods of Teaching English in Middle and High Schools
or		
EDU	565	Methods of Teaching Social Studies in Middle and High Schools

### Master of Science Degree in Business Education

The M.S. in business education (36 credits) provides business educators with advanced professional knowledge and skills. There are two distinct tracks to this program: one track for the educator seeking secondary education certification required to teach business or marketing in the public high school (grades 5-12) system, and a second, less specific track designed to train college-level teachers and corporate trainers. When combined with a graduate certificate, specializations in training and development, computer technology education and school business administration are available.

#### Required Courses

Courses are 3 credits unless otherwise indicated.

MBA	500	Research Methods in Business
MBE	600	Current Literature
MBE	610	Improvement of Instruction
MBE	620	Curriculum Development
MBE	640	Technology for Teachers I
MBE	641	Technology for Teachers II
MBE	685	Globalization of Education

#### Additional Courses Required for the Non-certification Track

- Two graduate business electives (non-education)
- Two graduate education electives
- One additional education or business elective

#### Additional Courses Required for the Certification Track

Two graduate, education or business electives		
MBE	650	Work-based Learning and Student Organizations
MBE	700	Student Teaching (6 credits)

#### Areas of Certification

- Comprehensive Business Education
- Comprehensive Marketing Education

To be recommended for certification by the state of New Hampshire in either of these areas, a student must successfully complete the basic M.S. in business education certification track and:

1. Document at least 2,000 hours of past work experience in the field (business and/or marketing) of certification.
2. Successfully pass the PRAXIS I Pre-Professional Skills Test.
3. Meet other competencies as determined by the program coordinator.

### General Special Education – Certification K-12

Certification in General Special Education K-12 may be added to the elementary or secondary certification programs. The following additional courses are required for certification in general special education.

Courses are 3 credits unless otherwise indicated.

SPED	501	The Exceptional Child and Adolescent
SPED	521	Behavior Management
SPED	525	Curriculum Integration for Students with Exceptionalities
SPED	561	IEP: Assessment, Consultation and Collaboration
SPED	571	Special Education Student Teaching and Seminar

#### Conversion Programs

These programs are designed for college graduates seeking teaching certification. The student completes only the courses needed to fulfill the New Hampshire State Standards for teacher certification. The number of credits required for certification varies according to the applicant's background. The program does not lead to a degree.

#### Elementary Education

This program leads to New Hampshire elementary teacher certification for grades K-8. The student completes only the courses that are required to meet the standards for elementary certification. The total number of credits required for certification varies according to the student's background. Students do not earn a degree.

#### Secondary Education

This program leads to New Hampshire secondary certification as English, social studies, or business teachers and/or marketing teachers for grades 5-12. Admission requires an undergraduate content-area major in the field of certification. The student completes only the courses that are required to meet the standards for secondary teacher certification. The total number of credits for certification varies according to the student's background. Students do not earn a degree.

#### Specialized Certification for Licensed Teachers

Certification programs in general special education, and computer technology education are designed for certified elementary or secondary teachers who wish to add another area of certification. The certification requirements can be completed as a prescribed sequence of courses or as part of the M.Ed. in curriculum and instruction.

#### General Special Education

Certification in general special education prepares teachers to work with special needs children, K-12. With this credential educators are qualified to teach in a resource room and/or support the learning of special needs students within the mainstream classroom.

**English as a Second Language (ESL)**

With a certification in ESL, teachers are qualified to teach ESL in K-12 self-contained classrooms and pull-out programs. This credential provides mainstream teachers with the knowledge to support ESL learners in mainstream classes. See course listing in this catalog.

**Graduate Certificate in Computer Technology Educator**

Courses are 3 credits unless otherwise indicated.

The graduate certificate in computer technology educator is designed for certified teachers seeking additional certification in computer technology. In some cases, an additional practicum agreed to by both the student and department chair may be required. Other graduate students interested in becoming certified in this area may be required to take additional courses to meet state certification requirements. Students must earn a GPA of 3.0 or better in all courses taken in the program and successfully pass the PRAXIS I Pre-professional Skills test to be recommended to the state of New Hampshire.

*Courses required for the certificate-only option:*

MBE	640	Technology for Teachers I
MBE	641	Technology for Teachers II
MBE	642	Computer Teachers Toolbox
MBE	700	Student Teaching

**Graduate Certificate in School Business Administration**

Courses are 3 credits unless otherwise indicated.

*Courses required for the certificate-only option:*

MBE	710	Seminar for School Business Administrators I
MBE	715	Seminar for School Business Administrators II
MBE	720	Seminar for School Business Administrators III
OL	500	Human Behavior in Organizations
OL	610	Labor Relations and Arbitration

Students must pass the PRAXIS I Pre-Professional Skills Test to be recommended for certification in the state of New Hampshire.

**Graduate Certificate in Training and Development**

Courses are 3 credits otherwise indicated.

*Courses required for the certificate-only option:*

MBE	610	Improvement of Instruction
MBE	670	Training and Development in Organizations
MBE	690	Seminar in the Learning Environment
MBE	691	Training and Development Seminar
OL	500	Human Behavior in Organizations
OL	600	Strategic Human Resource Management

**Programs for Certified Teachers****Child Development and Counseling Programs**

Graduate programming in child development and counseling prepares practitioners to work with children and families in diverse settings. Offering one of the most comprehensive programs in New England, SNHU provides a rich interdisciplinary approach to the study of children firmly rooted in cultural and relational approaches. Graduate students can select from seven different degrees and concentrations leading to a variety of licensure and certification opportunities.

The interdisciplinary approach begins with all students learning together in the same classroom. Such an approach allows for educators, counselors, Psychologists, policy experts, and researchers to inform each other on the issues relevant for their particular field. After moving into a concentration during the second year, students will again come together in the final term for Research Seminar. Students share the knowledge and expertise they have gained from their chosen field of study in a collaborative and mutually supportive environment as they design and implement a research project to examine a particular question of interest.

**Child Development**

The Child Development program is designed for professional practitioners working in education, policy, administration and research. M.Ed. candidates in child development must complete the following specialized courses:

Courses are 3 credits unless otherwise indicated.

DEV	520	History and Philosophy of the Child Study Movement
DEV	540	Language and Cognitive Development
DEV	545	Psychosocial Development
DEV	560	Family and Culture
DEV	565	Play
DEV	601	Child Assessment
EDU	520	Introduction to Educational Research
EDU	570	Practicum in Curriculum and Instruction (1 to 3 credits)
EDU	601	Research Seminar

The M.Ed. Child Development degree offers three concentration areas. Coursework (9 credits) in one of the following concentration areas must also be completed.

**Child Development Research**

Select 3 electives from PSY, EDU, RDG, or SPED

**Policy and Administration**

DEV	550	Administration of Child Development Programs
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Select two Business electives

Early Childhood Education (w/certification)

Exit Evaluation Thesis or comprehensive examination.

## Counseling

The Counseling program is designed to prepare professional practitioners who work with children and families in both school and community settings. M.Ed. candidates in school counseling (48 credits) must complete the following specialized courses:

Courses are 3 credits unless otherwise indicated.

CNSL	520	School Counseling
CNSL	620	Psychodynamic Interventions
CNSL	630	Cognitive-behavioral Interventions
CNSL	640	Career Development
CNSL	650	Group Counseling
DEV	540	Language and Cognitive Development
DEV	543	Cognitive Development of Adolescents and Adults
DEV	545	Psychosocial Development
DEV	547	Personality Development
DEV	560	Family and Culture
DEV	565	Play
DEV	570	Developmental Psychopathology
DEV	601	Child Assessment
DEV	610	Practicum I
DEV	615	Practicum II
EDU	520	Introduction to Educational Research

Additional Courses for Mental Health Counseling  
Licensure (12 credits)

CNSL	660	Clinical Assessment with Adolescents and Adults
DEV	650	Practicum III
SPSY	610	Tests and Measures
SPSY	630	Behavior Modification

Exit Evaluation Thesis or comprehensive examination.

## School Psychology

The School Psychology program is designed to prepare professional practitioners who work with children and families in both school and community settings. M.Ed. candidates in school psychology (48 credits) must complete the following specialized courses:

Courses are 3 credits unless otherwise indicated.

CNSL	520	School Counseling
CNSL	630	Cognitive-behavioral Interventions
CNSL	650	Group Counseling
DEV	540	Language and Cognitive Development
DEV	543	Cognitive Development of Adolescents and Adults
DEV	545	Psychosocial Development
DEV	560	Family and Culture
DEV	570	Developmental Psychopathology
DEV	601	Child Assessment
DEV	610	Practicum I
DEV	615	Practicum II

EDU	520	Introduction to Educational Research
SPSY	610	Tests and Measures
SPSY	620	Test and Measures II
SPSY	630	Behavior Modification
SPSY	640	Behavior Modification II

Additional Courses for Mental Health Counseling  
Licensure (12 credits)

CNSL	660	Clinical Assessment with Adolescents and Adults
DEV	650	Practicum III

Exit Evaluation Thesis or comprehensive examination.

## Curriculum and Instruction

The program in curriculum and instruction is designed for the certified elementary or secondary teacher who seeks an in-depth study of teaching and learning. The program does not lead to initial elementary or secondary certification. However, students may complete requirements for certification in general special education, computer technology educator, or English as a second language (ESL) within the curriculum and instruction program.

This 33-semester hour program consists of a core of five courses plus an individually designed sequence of six courses chosen by the student. The flexible program allows for a plan of study, designed to meet each student's interests and professional needs. The five core courses are the foundation of the program and are required for all students.

### Core Courses

Courses are 3 credits unless otherwise indicated.

EDU	520	Introduction to Educational Research
EDU	533	Learning Through Technology
EDU	547	Curriculum Development
EDU	570	Practicum in Curriculum and Instruction
EDU	601	Research Seminar

### Individualized Sequence of Study

The student's individualized sequence of study consists of six courses chosen by the student in consultation with an advisor. Three courses may be drawn from Education electives. The remaining three courses are graduate electives.

Exit Evaluation - Thesis or comprehensive examination.

### Certification Option

General Special Education, ESL, or Computer Technology Educator Certification Option

Students in the M.Ed. in Curriculum and Instruction may complete the sequence of courses that leads to certification in general special education, ESL, or computer technology educator. Prerequisite: elementary or secondary Certification.

## The Field-based Master of Education Program

The Field-based Graduate Program in Education offers a master of education degree and graduate certificates in Professional Study in Education and Advanced Study in Education. It is centered on excellence in teaching and promotes intellectual development, empowerment and social responsibility in a supportive environment.

This is a part-time program designed for educators working in the field who wish to improve their professional practices.

The program takes place off campus in school communities, often in rural settings, as we believe that the professional educator's working environment is a vital center of learning. Graduate courses are taught in condensed weekend formats by faculty members who are known for their expertise in a variety of professional positions in the field of education. Students must be practicing educators to be admitted to the program.

The program's constructivist philosophy allows students the flexibility to create a focus and develop greater expertise at any level, from elementary to high school and beyond. Program instructors provide the most current and best research and practice for students, who may immediately apply them to their classroom and school needs. This individualization allows educators to match the program's content to school-specific needs and cultures.

All courses and program activities occur off-site in cohort models, where area professional educators work together over a period of several years. The networking and collegial support for ensuring ongoing culture-specific change and improvement often continues even after the graduate degree or certificate is completed. An Action Research Practicum replaces the traditional graduate thesis.

The Field-based Graduate Program in Education currently has locations in Chittenden County, Highgate, Northfield, St. Albans, St. Johnsbury, Wells River, and White River Junction, VT and Colegio Ingles and Colegio Euroamericano, both private English-inclusion schools in Monterrey, Mexico. A new site or cohort is created when a need is identified in a particular geographic location. A minimum of 15 educators interested in pursuing their master of education degree is required for the creation of a new cohort. Although the program's original roots are in Vermont, expansion to New Hampshire was begun during the 2004-2005 school year.

## Admission – Field-based Graduate Program in Education

The master of education program is intended for teachers who hold bachelor's degrees that can be verified by official transcripts. Interested applicants should submit the following materials to:

Southern New Hampshire University  
Field-based Graduate Education Programs  
463 Mountain View Drive, Suite 101  
Colchester, VT 05446  
1.800.730.5542  
<http://www.actioneducation.com>

- Southern New Hampshire University graduate program application.
- Official transcripts from previous undergraduate and graduate course work.
- A teaching certificate or evidence of teaching experience.
- Evidence of access to a teaching situation.
- An external critique of the applicant's professional education activities within the year of application.
- Successful completion of EDGR 600 ProFile Seminar.
- Non-refundable \$40 application fee.

This degree is not intended for initial certification/licensure.

Individual admission decisions will be based upon the evaluation of the submitted application materials. Faculty members will look for evidence that an applicant is likely to contribute to an understanding of important issues about educational practice and research, has earned a bachelor's degree, has at least one year of full-time teaching experience in grades preschool-12 and possesses good communication skills. The applicant's previous academic record also will be considered. Each candidate must take the 1-credit EDGR 600 ProFile Seminar to explore and reflect upon personal and professional goals as part of the admissions process.

### Time Limits

The Field-based Graduate Program in Education is designed for practicing educators who would like to participate on a part-time basis. By taking courses during the fall, spring and summer terms, students may complete the 36-credit master of education degree in approximately three years or the Certificate of Advanced Study (C.A.S.) in two years. Program completion time for the master of education is flexible and depends upon each program cohort's preferences and needs; however, the program must be completed within eight years. Completion time for the Certificate of Advanced Study is determined by the courses included in one's program. Course enrollment or acceptance into the program may occur during the fall, spring or summer terms.

### Transfer Credit

Applicants for the Field-based Graduate Program in Education are notified that credits earned at any college are transferable only at the discretion of Southern New Hampshire University.

A maximum of six credits of graduate work may be approved for transfer, provided that:

- The institution from which the work is to be transferred is authorized to grant graduate degrees by the regional accrediting agency.
- The credits to be transferred are graduate-level.
- The course to be transferred is comparable to and may serve as a substitute for course requirements in Southern New Hampshire University's field-based graduate programs in education.
- The course must have been taken within the last five years.
- The applicant earned a grade of "B" or better in the course being considered for transfer credit.

Each transfer course is evaluated on an individual basis, with reference to catalog course descriptions. The student should provide the program director with this information on official transcripts. Responsibility for the acceptance of transfer credit rests with the dean of the School of Education. A copy of the transfer credit evaluation is sent by mail to the student.

Grades do not transfer. A student's GPA is based solely on courses completed at Southern New Hampshire University.

### Core Courses

The master of education program requires completion of 36 semester credit hours.

Courses are 3 credits unless otherwise indicated.

EDGR	610	Dimensions of Curriculum and Management
EDGR	620	Dimensions of Teaching and Instructional Technology
EDGR	630	Dimensions of Assessment and Evaluation
EDGR	640	Dimensions of Leadership and Organization
EDGR	650	Dimensions of Learning and Development

### Applications Courses

The second level of course work is distributed over five courses that further reflect the five aspects of educational activity. Students can actively shape their studies to reflect personal, professional or district goals.

EDGR	615	Curriculum and Management Decision Making
EDGR	625	Teaching and Instructional Technology Applications
EDGR	635	Applications in Assessment and Evaluation
EDGR	645	Challenges in Leadership
EDGR	655	Learning and Development Applications

### Integrating Activities

Students personalize their degrees through a series of seminars that chart professional growth and development. The courses are the keystone of the program.

EDGR	600	ProFile Seminar (1 credit)
EDGR	601	Action Research Practicum I (1 credit)
EDGR	602	Action Research Practicum II (1 credit)
EDGR	603	Action Research Practicum III (1 credit)
EDGR	604	Action Research Practicum IV (1 credit)
EDGR	690	Capstone Seminar (1 credit)

### The Certificate of Advanced Study (C.A.S.)

The Certificate of Advanced Study is designed to allow educators to pursue specific education topics through self-designed courses of study. A student must have earned a master's degree from an accredited institution before applying for a C.A.S. Nineteen credits are required and selected from the master of education core curriculum and the Courses of Interest. Students work with faculty members and the academic program director to construct a meaningful and cohesive theme.

All 19 credits must be completed through Southern New Hampshire University. No transfer credits can be accepted for the C.A.S. However, additional course work beyond the 19 required credits may be transferred to supplement a student's theme.

### Certificate of Professional Study (C.P.S.)

The Certificate of Professional Study is for educators who are interested in pursuing additional course work beyond their bachelor's degrees who do not wish to complete a master of education program. Nineteen credits are required and selected from the master of education core curriculum and courses of interest. As with the C.A.S program, all 19 credits must be taken through Southern New Hampshire University.

## Master of Science in Justice Studies

Contact: Patrick Cullen

*Program will begin accepting students in the spring of 2007*

The M.S. in Justice Studies is a web-based, graduate degree geared to scholarly undergraduates pursuing advanced study, and professionals laboring the justice system who seek career advancement, personal growth and intellectual preparation. Total credits required will be between 36-37 credit hours depending upon a thesis option. The program will consist of a core of 15 credits with the remainder being a series of elective choices.

The MSJS will deliver a knowledge base in a unique way. First, its curricular emphasis will be operational and applied. Working professionals will tackle subject matter that is cutting edge, professional, of utility and meaning in the justice marketplace. As a result, Justice Studies majors will analyze and assess broad based, systematic courses in police, courts and corrections; master legal and justice research techniques and delve into a series of applications including but not limited to:

- Homeland Security
- Leadership and Management
- Employment and Benefits
- Finance and Accounting
- Law and Public Policy Analysis
- Private Sector Partnerships
- Ethical Issues in Justice Studies
- Planning and Strategic Vision

The program's underpinning is primarily operational- learning how to run and improve organizations, to compose policy and budget, to assess legal implications on departmental programs, and evaluate and measure the efficacy of operational policies. This is a program for experienced practitioners seeking personal, professional and intellectual growth. While some of its graduates may eventually pursue graduate or law school, the program focuses on ambitious agency heads, staff and managerial personnel, business leaders, community activists, and a host of other advanced players with much to gain from this type of instruction. By design, the MSJS allows seasoned practitioners and scholarly graduate students the opportunity to address, analyze and critique operational policy from a social, administrative, juridical, philosophical and managerial perspective. Special emphasis will be given to the ethical considerations common to justice practice. The program stresses critical inquiry in a wide

assortment of justice dilemmas, troublesome perennial questions for justice and public service practitioners, and expects its majors to engage in a sophisticated dialogue and research regimen, which provides solutions and suggestions for repetitive problems. In this sense, the program will serve the public by scholarly examination and assessment of community based issues in need of resolution.

The Justice Studies faculty are committed to the art of teaching, scholarship and service. Southern New Hampshire University emphasizes. They understand that we learn in different ways, that learning occurs both inside and outside of the classroom, and that learning takes place only if an individual successfully integrates the intellectual, social, and emotional aspects of his or her development, and strives to stimulate critical thought and inquiry in the classroom. With its emphasis on legal reasoning, justice studies students engage in the Socratic dialogue as the Academy demands. Justice Studies frowns upon empty occupationalism. A cursory review of the proposed curriculum indicates the depth and breadth of content which delivers greater levels of conceptual inquiry than the functionalism of task or role. Teaching, learning and critical inquiry are rooted in the foundation of Southern New Hampshire University.

### ***Tentative Program Plan:***

#### **Required Courses**

Courses are 3 credits unless otherwise noted  
 Police in the American Experience  
 Correctional Policy and Practice  
 Courts and Judicial Process  
 Law, Ethics and the Justice System  
 Legal and Justice Research

#### **Justice Studies Electives**

Organized Crime  
 JPlanning and Tactics in Homeland and WMD  
 Terrorism and Strategic Response  
 Employment Law  
 Private Sector Justice  
 Mathematics and Statistics for Business  
 Economics for Business  
 Financial Reporting and Analysis  
 Human Behaviors in Organizations  
 Organizational Leadership  
 Contemporary Issues in Organizational Leadership  
 Financial Management  
 Managerial Accounting  
 Practicum in Justice Studies  
 Thesis (Optional) (4 credits)



# School of Hospitality, Tourism and Culinary Management

Dean: William R. Petersen, C.R.D.E., C.H.E.

Hospitality Center

603.644.3128

Fax: 603.644.3166

## **Mission**

The mission of the School of Hospitality, Tourism and Culinary Management is to anticipate and respond to the needs and expectations of those preparing for management and operational careers in the world's largest industry — hospitality and tourism.

The rapidly expanding and diverse service industry requires the synthesis of values, knowledge and competencies our multidiscipline programs provide. We strive to foster learning partnerships that utilize current industry practices and promote professional development and lifelong learning

## School of Hospitality, Tourism and Culinary Management Graduate Programs

One in nine people worldwide is employed in the field of hospitality and tourism, making it the world's largest industry. Career opportunities for leaders with advanced skills in managing both human and physical capital abound in this growing, dynamic industry. At Southern New Hampshire University, the School of Hospitality, Tourism and Culinary Management has been preparing managers noted for their team-oriented approach to hospitality, strong work ethics and excellent communication skills for more than a quarter of a century.

The School of Hospitality, Tourism and Culinary Management offers several options for graduate study for individuals with related management experience and/or undergraduate degrees in hotel, restaurant, travel and tourism, or leisure and recreation management. A flexible format allows students to enroll full-time and complete the program in one year or enroll part-time and complete the program while maintaining full-time employment.

Foundation leadership and management competencies are built through general business administration, organizational leadership and marketing courses. Specialized courses in human resources and hospitality administration build the leadership and management competencies necessary for career advancement. Our graduate programs are highly interactive, synthesizing learning through connected industry interaction and offer a project concentration, or thesis option.

Graduates are prepared to manage and direct lodging, food service, club, resort, meeting and convention, tourism and leisure and recreation-related businesses. Global opportunities are available in a variety of corporate, nonprofit and governmental organizations in planning and development, general operations management, multi-unit management and corporate administration. Due to the multidiscipline curriculum, career opportunities are also available in services management and marketing, food manufacturing and distribution and management consulting.

### Welcome

If additional study is part of your career development plan, we invite you to consider graduate opportunities in the School of Hospitality, Tourism and Culinary Management at Southern New Hampshire University. Our innovative curriculum and faculty who blend their passion for teaching and outstanding industry credentials distinguish our professionally oriented graduate programs.

We offer several graduate options in hospitality and tourism that are designed for hospitality and tourism graduates and professionals seeking to advance their management careers in the hospitality, tourism, leisure and recreation fields. The multidiscipline curriculum emphasizes the leadership and management skills and competencies required by this complex and dynamic industry.

Our dedicated faculty members are highly experienced professionals with significant industry expertise. Teaching is our primary focus, and graduate students benefit from faculty members integrating industry experience and scholarly activities with their enthusiasm for facilitating learning in the classroom. The Certified Hospitality Educator (CHE) designation is held by all faculty members in the school, supporting our commitment to teaching excellence.

Graduate study at SNHU will provide you with the skills, competencies and credentials required for career advancement, preparing you for positions in general management, multi-unit management and corporate management in the world's largest service industry.

Information about Southern New Hampshire University's School of Hospitality, Tourism and Culinary Management graduate programs is available on our Web site at [www.snhu.edu](http://www.snhu.edu). Inquiries and requests for application materials may be directed to:

School of Hospitality, Tourism and Culinary  
Management Graduate Admission  
Southern New Hampshire University  
2500 North River Road  
Manchester, NH 03106-1045  
603.644.3128 • Fax 603.644.3166

### Commitment

The School of Hospitality, Tourism and Culinary Management is committed to:

- Students. Our relevant curricula develop student values, knowledge and competencies to prepare them to launch careers and develop as professionals.
- Industry Currency. We keep abreast of current events and trends to create a faculty, staff and student body that understand the complexities of this diverse industry. We do this through our advisory board, guest speakers, faculty interaction, research, conference and trade show attendance and field experience opportunities.
- Creativity. We value creativity in the culinary arts and hospitality and tourism management as we strive to meet and exceed guests' needs and expectations. We provide students with lab activities and other projects that provide outlets for their creativity.
- Collaboration. We strive to foster collaboration between students and faculty to reinforce the team concept of industry values and information.
- A Balanced Education. We recognize that preparing students for a variety of careers requires a multidiscipline approach to hospitality and tourism education.
- Practical Experience. We value the synthesis of discipline skill, theory and practice in an industry setting.
- Community. We recognize we are a part of the greater community and value the opportunity to share our talents.

## Master Degree Program

### Master of Science Degree in Hospitality Administration

The School of Hospitality, Tourism and Culinary Management offers a 12-course, 36-credit Master of Science degree program in hospitality administration. A flexible format allows students to enroll full-time and complete the program in one year or enroll part-time and complete the program while maintaining full-time employment. The program provides students with the leadership and management competencies needed for career advancement. Graduates are prepared for positions in general management, multi-unit management and corporate management in the world's largest service industry.

#### Admission Requirements

- An undergraduate degree from an accredited institution of higher learning with a cumulative GPA of 2.5 or better.
- Students with an undergraduate degree in Hospitality and Tourism Management or related field must have a minimum of one year of related supervisory or management experience in the hospitality and tourism industry.
- Students without an undergraduate degree in Hospitality and Tourism Management or related field must have a minimum of two years of related supervisory or management experience in the hospitality and tourism industry.
- Students must also have completed the following undergraduate courses or their equivalents and earned grades of "C" or better:

Mathematics . . . . .	3 credits
Statistics . . . . .	3 credits
Hospitality or Business Law . . . . .	3 credits

Students who have not satisfied the requirements listed above may have to take foundation courses in business or hospitality and tourism management

#### Required Courses

##### Thesis Option

MKT	500	Marketing Strategies
MBA	500	Research Methods
OL	600	Strategic Human Resource Management
OL	660	Redesigning Middle Management
OL	670	Organizational Leadership
OL	690	Responsible Corporate Leadership

##### Project Option

MKT	500	Marketing Strategies
MBA	510	Quantitative Analysis for Decision Making
OL	600	Strategic Human Resource Management
OL	660	Redesigning Middle Management
OL	670	Organizational Leadership
OL	690	Responsible Corporate Leadership
HOS	550	Managerial Role in Hospitality & Tourism
HOS	640	International Hospitality Operations
HOS	700	Seminar in Services Management*

Select one of the following:

HOS	680	Hospitality Entrepreneurship and Development
HOS	690	Tourism Planning and Economic Development*

Select one of the options from the following:

##### Project Option:

HOS	710	Hospitality & Tourism Project-I*
HOS	720	Hospitality & Tourism Project-II*

##### Thesis Option:

HOS	730	Thesis I*
HOS	740	Thesis II*

\*Notes:

1. New courses to be developed.
2. A thesis and projects must be completed within nine months of completing all degree course requirements.

Successful completion of the program requires that the student maintain a GPA of at least 3.0 and earn no more than one grade of "C + " or lower.

## Graduate Certificate Programs

The graduate certificate may be pursued as an independent program of graduate study by students who already possess graduate business degrees and wish to enhance or update their skills in hospitality administration and by students who hold bachelor's degrees and have the necessary educational background and professional experience. The M.B.A. degree and graduate certificate may be pursued concurrently.

Successful completion of the certificate program requires that the student maintain a GPA of at least 3.0 and earn a maximum of one grade of "C + " or lower. Courses successfully completed for the certificate program may later be applied to a graduate degree program.

This certificate may be completed as a five-course specialization to supplement the M.B.A. degree program or as a 10-course graduate certificate.

**Graduate Certificate in Hospitality & Tourism Leadership**

HOS	550	Managerial Role in Hospitality & Tourism
HOS	690	Tourism Planning and Economic Development*
HOS	700	Seminar in Services Management*
OL	500	Human Behavior in Organizations
OL	670	Organizational Leadership

**Graduate Certificate in International Hospitality & Tourism Management**

HOS	550	Managerial Role in Hospitality & Tourism
HOS	640	International Hospitality Operations
HOS	700	Seminar in Services Management*
INT	610	Multinational Corporate Environments
INT	655	Understanding Emerging Markets

Note:

*Admission Requirements: Unconditional admission into graduate certificate programs require that the applicant has earned at least a bachelor's degree from an accredited institution of higher learning with a cumulative GPA of 2.5 or better.*

\* Required M.B.A. courses offered by the School of Business

**Unconditional Admissions**

Unconditional admission into graduate programs in hospitality administration requires that the student has earned a bachelor's degree in a hospitality related area with a cumulative GPA of 2.5 or better. Students also must have completed the following undergraduate courses or their equivalents and earned grades of "C" or better:

Accounting . . . . .	.6 credits
Microeconomics . . . . .	.3 credits
Macroeconomics . . . . .	.3 credits
Mathematics . . . . .	.6 credits
Statistics . . . . .	.3 credits
Information Technology . . . . .	.3 credits
Hospitality or Business Law . . . . .	.3 credits

Students who have not satisfied the requirements listed above may have to take foundation courses in business or hospitality and tourism management.



# School of Liberal Arts

**Dean: Dr. Karen Erickson**

**Robert Frost Hall**

**603.645.9692**

**Fax: 603.645.9779**

## **Mission**

The mission of the School of Liberal Arts is to nourish the growth of talent in the service of freedom. Liberal arts graduates have the skills, understanding and mental habits to enjoy a lifetime of learning. They have an appreciation for the achievements of humanity, including the contributions of individuals and cultures to civilization. Graduates are equipped to pursue careers and perform effectively in the global community.

A liberal arts education empowers students to explore and fulfill the promise of their potential in many important ways. The liberal arts provide a foundation for effective communication and critical thinking. They engender in us a respect for the basic principles of equality, democracy and acceptance of individual differences. They instill in us the capacity to recognize injustice and the conviction to challenge it.

We all will face challenging decisions in the coming decades. An education grounded in the liberal arts allows us to make those decisions using wisdom, vision and sensitivity in addition to analysis and technique. and sensitivity in addition to analysis and technique.

## School of Liberal Arts Graduate Programs

### Welcome

The School of Liberal Arts offers graduate programs in Community Mental Health and Mental Health Counseling, Teaching English as a Foreign Language and a masters of fine arts in Fiction and Nonfiction Writing. Our graduate programs reflect a commitment to the essential role that the liberal arts play in education at all levels.

Our master's degrees in TEFL and community mental health introduce concepts and methods of critically analyzing knowledge, and teach students how to connect and integrate knowledge. We are dedicated to preparing students to become well-equipped professionals. In addition, we enable our degree candidates to explore and fulfill the promise of their talents and to contribute meaningfully to the world in which we live.

The graduate program in Community Mental Health offers a Master of Science degree in Community Mental Health which prepares students to be licensed as Mental Health Counselors, and certificates/specializations in Integrated Community Mental Health and Substance Abuse Services for Children, Youth and Families and for Adults. The program is offered on-location, in a weekend format, for practicing professionals in New Hampshire, Vermont, Wisconsin and Alaska.

All of us in the School of Liberal Arts welcome you to our graduate programs and invite you to join in an exciting exploration of the ways in which our faculty and curricula can help you fulfill both professional and personal aspirations.

We hope to meet you in classes and through the many other activities connected with the School of Liberal Arts. We look forward to helping provide you with a rewarding educational experience at Southern New Hampshire University that prepares you for an enriched life and a successful career.

## Master Degree Programs

### Master of Fine Arts in Creative Writing in Fiction and Nonfiction

In cooperation with the New Hampshire Writers' Project, one of the largest and most active state writers' organizations in New England, The School of Liberal Arts offers a low-residency graduate program in writing fiction and nonfiction. A highly focused course of study, the MFA prepares students to write in their chosen genre at a professional level. The MFA is also a terminal degree that provides students a foundation from which to prepare (through internships, work experience, and/ or allied areas of study) for employment in the fields of teaching and publishing. With three residencies on campus and two residencies online dur-

ing four semesters of study, the low-residency MFA at Southern New Hampshire University is also convenient and affordable for working adults.

Students study with mentoring faculty who are accomplished writers and teachers; participate in lectures, readings, and master classes with visiting writers of national reputation; hone their work through mentor and peer review; read publicly from their own work; and meet with publishing professionals in a community dedicated to creative endeavor.

Workshop courses run six months and are tailored to students' needs and creative goals. Students work closely with mentoring faculty members. Individualized study is then complemented by residency periods (ten consecutive days on campus in July-August and seven days online in January-February) during which mentors and their students meet to review the students' long-term writing projects and to build a community of writers.

The second year of the program is devoted to the completion of a book-length manuscript of professional quality, suitable for submission to editors, and a critical essay on a living writer of the student's choice, suitable for submission to literary journals. Graduation is held during the summer residency following the final (fourth) semester. Students who have completed their degree work are celebrated as they return to campus for a few days to give public readings and lectures and take part in their graduation ceremony.

### Master in Fine Arts Required Courses

*(six-month mentored semester/courses)*

MFA	510	Graduate Fiction Workshop I
MFA	511	Graduate Fiction Workshop II
MFA	520	Graduate Nonfiction Workshop I
MFA	521	Graduate Nonfiction Workshop II
MFA	512	Graduate Fiction Workshop III
MFA	513	Graduate Fiction Workshop IV
MFA	522	Graduate Nonfiction Workshop III
MFA	523	Graduate Nonfiction Workshop IV

### Residency requirements:

Every summer on campus  
Every winter online

### Master of Science in Teaching English as a Foreign Language/New Hampshire State Certification in ESL

The MS-TEFL degree at SNHU is especially designed for people teaching or intending to teach English in foreign school systems, but is of value to anyone interested in the field of ESL/EFL. Opportunities for teaching English in other countries are numerous and increasing yearly as English becomes not only a preferred language for many professions, but also a requirement of many foreign school systems beginning as early as the third grade in primary school. A master's degree is the degree of choice for overseas employment.

Methodologies of ESL and EFL are equally covered, and also methodologies for teaching young learners as well as teaching adults. There are 12 required courses (including supervised practice teaching) for a total of 36 credits. The program is offered over four terms and can be completed in as little as a calendar year.

Participants in the MS-TEFL program have the opportunity to observe classes throughout Manchester, including classes in SNHU's Institute for language Education year-round ESL program, and to see the methods they have been learning put to use.

The program also offers certification to teach in New Hampshire public schools (and, by reciprocal agreement, in the public schools of neighboring states).

#### Admission Requirements:

- Completion of the equivalent of a U.S. bachelor's degree with the equivalent of a 2.5 grade point average;
- For non-native English speaking applicants, a TOEFL score of 550 (213 on the computer-based test).

#### Required Courses

Courses are 3 credits unless otherwise indicated.

EFL	501	Language Learning and Acquisition*
EFL	502	Evaluation and Assessment*
EFL	503	Descriptive Linguistics of American English*
EFL	504	Introduction to Curriculum Development, Design and Implementation*
EFL	505	Overview of TESOL Methodology
EFL	523	Listening and Speaking Techniques
EFL	525	Reading and Writing Techniques
EFL	531	Pronunciation Techniques
EFL	536	Content-based Instruction*
EFL	537	Computer-assisted Language Learning
EFL	540	Socio-cultural Context of Language Teaching*
EFL	599	Supervised Practice Teaching

\* Required for ESL certification in the State of New Hampshire.

*Note: Students seeking ESL certification must have two years college-level study of a foreign language (or equivalent ability). Students seeking state certification for the first time must take EDU 571 in place of EFL 599. Also, the student teaching requirement for a first certification is 16 weeks. Courses marked with an asterisk are required for state ESL certification. Other requirements may apply, depending on the student's bachelor-level preparation.*

## Graduate Program in Community Mental Health and Mental Health Counseling

### Mission

The Graduate Program in Community Mental Health (PCMH) is a competency-based, multidisciplinary program which offers state-of-the-art graduate education in integrated community mental health and substance abuse services and mental health counseling. The program combines classroom instruction and distance-learning activities geared to adult learners. Intensive weekend instruction is provided for cohorts "on location" in several states across the country, including New Hampshire, Vermont, Wisconsin, and Alaska.

The program offers three options for those seeking advanced studies in community mental health and mental health counseling. Students desiring a Masters Degree in Community Mental Health may complete a 48-credit program emphasizing clinical and leadership skills in community-based behavioral health care. Within the master of science degree, the program also offers a 60-credit mental health counseling track, which prepares students for a variety of counseling roles in community settings and meets the educational requirements for licensure as a clinical mental health or professional counselor. For those students seeking advanced graduate course work, but who are not interested in obtaining a master's degree at this time, the program offers graduate certificates in integrated community mental health and substance abuse services. All students select a specialization in either services for children, youth, and families or in services for adults. Those completing advanced coursework receive a master of science degree in community mental health. Within the master of science, the program offers a 60-credit mental health counseling track, which prepares students for a variety of counseling roles in community settings. The program is designed to be accessible to practicing professionals, as well as service recipients, family members, and others who wish to develop careers in the field.

Public mental health systems throughout the United States have shifted from institutional care to promoting full community reintegration for people with psychiatric disabilities. This program prepares students for work in these community-based settings. The curriculum is based on a set of core competencies that have been drawn from research literature, practices in model programs and input from professionals, service users and their families. The program's competencies and curriculum have been cited as national models in studies supported by the federal Center for Mental Health Services. Program competencies emphasize clinical and management skills and the values of empowerment, recovery, strength-based assessment and intervention, family partnership and family preservation, and cultural competence.

The Graduate Program in Community Mental Health has been offered at Southern New Hampshire University since 2001. The program was founded at Trinity College of Vermont in 1995 as a collaborative effort among the Center for Community Change through Housing and Support, Trinity College of Vermont, and the Vermont Department of Developmental and Mental Health Services. The program received significant financial support from the Van Ameringen Foundation.

### Format

The master's program begins with the Orientation and Immersion Weekend, an orientation period during which students develop individual professional development plans. Subsequent classes meet one weekend per month, for 12 months of the year. Three-credit courses typically last two months and involve two weekends of instruction, for a total of 32 contact hours per course. Students continue their learning at home through readings, written assignments, other course materials, and application in their internship and work settings.

Students complete a 100-hour Practicum that runs concurrent with courses Helping Relationships and Diagnosis and Assessment. Students also complete at least two 300-hour internships that are taken concurrently with other course work. Students complete an integrative Masters Project as a culminating learning experience on a topic of their choice, toward the end of the course sequence.

The program works with licensing boards, in the states in which it is offered, to meet the educational requirements for licensure as a mental health or professional counselor. The program also works with state substance abuse certification boards. Additional course work and internships may be offered as electives. The university does not guarantee that students who complete the program will become licensed.

### Options:

- Certificate in Community Mental Health (22 graduate credits).
- Master's Degree in Community Mental Health (48 graduate credits: Certificate + 26 credits) with a focus on effective clinical & leadership skills in community-based behavioral health care.
- Mental Health Counseling Track, within the Master of Science degree, which offers an additional 12 credits to students pursuing licensure as mental health counselors (60 graduate credits).
- Continuing Education Credits in individual coursework for non-degree students, including those seeking specialized content and/or licensure preparation.

### Specializations:

Integrated Community Mental Health and Substance Abuse Treatment for:

- Children, Youth, and Families
- Adults

### Certificate in Community Mental Health (PCMH)

The certificate program consists of 22 credits and includes seven three-credit courses and one one-credit course. All students complete five foundation courses, two three-credit courses in their clinical specializations and a 300-hour internship.

#### Foundation Courses

Courses are 3 credits unless otherwise indicated.

PCMH		Orientation and Immersion Weekend (no credit)
PCMH	600	Overview Of Behavioral Health Services
PCMH	610	Helping Relationships
PCMH	615	Practicum (1 Credit)
PCMH	680	Diagnosis and Assessment
PCMH	621	Community Resources & Rehabilitations

#### Clinical Core

Students must complete one of the following two sets of courses:

PCMH	635	Clinical Skills I: Integrated Community Mental Health Treatment for Children, Youth and Families
PCMH	636	Clinical Skills II: Integrated Community Mental Health Treatment for Children, Youth and Families
	or	
PCMH	645	Clinical Skills I: Integrated Community Mental Health and Substance Abuse Services for Adults with Psychiatric Disabilities
PCMH	646	Clinical Skills II: Integrated Community Mental Health and Substance Abuse Services for Adults with Psychiatric Disabilities
PCMH	650	Internship I

### Master of Science in Community Mental Health

The master of science program in community mental health consists of a minimum of 48 credits, including the 22-credit certificate course sequence and 26 credits of advanced course work. The 60 credit, mental health counseling track, within the master of science, requires at least four additional courses.

#### Advanced Core

Courses are 3 credits unless otherwise indicated.

PCMH	682	Human Development
PCMH	662	Internship II
PCMH	665	Program Evaluation and Systems Research
PCMH	666	Professional Affairs and Ethics
PCMH	667	Community and Systems: Analysis, Consultation and Change
PCMH	690	Master's Project (2 Credits)

#### Additional Course Work

Three of the following courses are required, depending on the specialization, as noted.

PCMH	672	Management of Behavioral Health Services * <sup>1</sup>
PCMH	675	Co-occurring Issues for Children and Families * <sup>1</sup>
PCMH	676	Physiology of Addictions and Psychopharmacology * <sup>2</sup>
PCMH	689	Early Childhood and Infant Mental Health * <sup>3</sup>

\*<sup>1</sup> Required for students in both the child and the adult specializations.

\*<sup>2</sup> Required for students in the adult specialization.

\*<sup>3</sup> Required for students in the child specialization.

### Mental Health Counseling Track

For the 60 credit, mental health counseling track, four additional courses are required, often including Internship III, from the list below. These courses may be offered for continuing education credit in states that do not require 60 credits for licensure as a mental health counselor. Additional electives may be recommended.

PCMH	663	Internship III (300 hours)
PCMH	683	Group Process
PCMH	684	Psychopathology
PCMH	685	Social and Cultural Foundations
PCMH	686	Career and Lifestyle Development
PCMH	687	Marriage and Family Therapy
PCMH	688	Counseling Theory

### Application Review Process - PCMH

The admission review for the program in community mental health is based on a careful comparison of applicants' qualifications. Particular attention is paid to past accomplishments and future promise in the field. Selected faculty members review applications and consider personal and professional experiences in addition to academic achievements.

To be eligible for admission into the certificate or master of science programs in community mental health, prospective students are expected to:

- have earned a baccalaureate degree at an accredited college or university.
- present an official transcript showing at least a 2.5 cumulative grade-point average for undergraduate studies.
- submit a completed application and a nonrefundable, \$40 application fee.
- submit an essay responding to items described on the application form.
- furnish two letters of reference (forms are provided).

Submit application materials to:

Southern New Hampshire University  
Vermont Programs – PCMH Admissions  
463 Mountain View Drive, Suite 101  
Colchester, VT 05446  
1.800.730.5542  
[www.snhu.edu/pcmh](http://www.snhu.edu/pcmh)

### Application Deadlines - PCMH

Admission application deadlines are determined for each cohort site in accordance with the schedule for course delivery. These deadlines are published with the application form and admission materials that are distributed to potential students. Generally, applicants are asked to submit materials at least one month prior to the beginning of the term in which they intend to enroll.

### Conditional Acceptance - PCMH

Conditional acceptance may be offered when the university is uncertain whether an applicant has provided evidence that he or she will be successful in the program. The student will be advised of the conditions that must be met in order for him or her to be formally accepted into the program. The student will be formally admitted when the conditions have been met. Students will be subject to administrative withdrawal if they fail to meet the conditions.

### Non-degree Students

Non-degree students who have earned baccalaureate degrees are permitted to undertake limited graduate course work in the community mental health program for purposes other than that of earning a degree. Such students may enroll for a maximum of nine credits. Non-degree students may register for courses by submitting a non-degree registration form at times specified in the current course schedule. Selections are subject to university approval. Students matriculated in the degree program will receive priority during course registration. Non-degree students who later decide to seek a degree through the Program in Community Mental Health must follow the regular admission procedures.

### The Certificate Program

Students seeking to complete the certificate program must earn 22 credits with a GPA of 3.0 on a 4.0 scale, complete an approved 300-hour pass/fail internship. No grades below a "C" will be accepted for graduation and no more than two grades of "C+" or below. Students must complete the program within four calendar years of acceptance.

### The Master of Science Degree Program

Students seeking the master of science in community mental health must earn 48 credits with a GPA of 3.0 or better on the 4.0 scale and complete an approved 100 hours of practicum and two 300-hour pass/fail internships. No grades below a "C" will be accepted for graduation and no more than two grades of "C+" or below. Students must complete the program within eight calendar years of acceptance. No more than six graduate credits may be transferred from another accredited college or university; transfer credits are subject to approval by the program.

# Academic Standards and Regulations

## Grades and Grading

### Privacy of Student Records

The policy and procedures concerning the privacy of student records maintained by Southern New Hampshire University are in large measure governed by the Federal Family Education Rights and Privacy Act. The university’s policy and procedures regarding this subject are posted by the Office of the Registrar.

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 number, major, etc.) may be released or published without a student’s consent unless the student notifies the university that this information is not to be released.

Only members of the university staff with a need to know, certain federal or state agencies and other education agencies completing surveys and studies for the university will ordinarily have access to a student’s record without the written consent of the student concerned.

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 university and recommendations for employment on file with the university and recommendations for some honor or honor society. The university may not require a student to waive this right nor may the student’s status at the university depend upon his or her waiving this right.

### Level of Achievement Expected

A student must complete the prescribed courses and required credit hours of his or her program of study and earn a minimum overall GPA of 3.0, with no more than two grades of “C + ” or lower, to qualify for a graduate degree.

### Grades

Students are graded upon their performance according to the traditional system of “A” (4.0), “A–” (3.66), “B +” (3.33), “B” (3.00), “B–” (2.66), “C +” (2.33), “C” (2.00) and “F” (0). No credit is granted for an “F” grade. Other grades include:

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

A faculty member may assign a grade of “I” when course assignments have not been completed and specific arrangements have been made ahead of time. A grade of “I/F” is

substituted for any “I” grade eight weeks after the start of the following term if the deficient work has not been completed satisfactorily. The “I/F” grade is calculated into the cumulative grade-point average until a grade change is submitted.

Grades recorded for all courses completed prior to the awarding of a graduate degree are used to calculate a student’s cumulative grade-point average, except in the case of the first grade earned for a course that was repeated. In addition, the policy limiting the number of “C + ” or lower grades that may be earned in one’s program applies to all courses completed prior to the awarding of a degree.

### Grade Change Policy

Once submitted to the Office of the Registrar, grades are considered final and may not be changed. The only exceptions apply if the faculty member who submitted the grade determines upon further review that a calculation or numerical error was made in assigning the original grade or if a letter grade is being assigned in place of an incomplete. Written notification to the dean is required in either circumstance.

### Scholastic Standing

The Admission and Scholastic Standing Committee meets each term to review student transcripts in order to determine scholastic standing. Scholastic standing is classified as follows:

- Scholastic Concern (SC)– a student who earns an accumulative GPA of less than 3.0 for the first time.
- Scholastic Warning (SW)– a student who earns an accumulative GPA of less than 3.0 for two consecutive terms.
- Continued Scholastic Warning (CSW)– a student who earns an accumulative GPA of less than 3.0 for three or more consecutive terms.
- Scholastic Warning– 2 C’s (SW/2C’s)– a student who earns two “C” grades and an accumulative GPA of less than 3.0.
- Academic Probation (AP)– a student who has been placed on academic probation with specific probationary requirements.
- Scholastic Warning– Special (SW/SP) – a student who receives a grade of “I/F” or “F” or a student who may be considered to be having serious academic difficulty.
- Academic Dismissal– a student who is dismissed from Southern New Hampshire University. Special letters are sent by certified mail to students who are placed on academic probation or who receive academic dismissals.

### Repeating Courses

Students may repeat courses for credit. Students who fail courses will want or need to repeat the same courses at Southern New Hampshire University. 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 used. All prior grades will appear on students’ transcripts.

## Transcript Request

Except as provided by the Federal Family Education Rights and Privacy Act and in instances where a student consents to release his or 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 university have not been satisfied. Transcript requests may be obtained at any center or printed from the University's web site and mailed to the address below.

There is a charge of \$5 per transcript that must accompany the request.

Student Administrative Services  
Southern New Hampshire University  
2500 N. River Road  
Manchester, NH 03106-1045  
603.668.2211 • Fax: 603.645.9667

## Policies

### Academic Honesty

Southern New Hampshire University requires all students to adhere to high standards of integrity in their academic work. The university will not condone such activities as plagiarism and cheating. Students involved in such activities are subject to serious disciplinary action. This may include being failed by the instructor, academic suspension or expulsion from the university.

Plagiarism is defined as the use, whether by paraphrase or direct quotation, of the published or unpublished work of another without full and clear acknowledgment. For examples of how to correctly document sources, refer to Robert C. Craven's "Documenting Sources" at the Guides link on the Shapiro Library Web page.

Cheating includes giving or receiving unauthorized assistance on quizzes, examinations or written assignments from any source not approved by the instructor. Examples of cheating include but are not limited to:

- Submitting someone else's work as your own with or without the permission of the individual.
- Allowing someone to copy your work.
- Using a writing service or having someone else write a paper for you.
- Using someone else's work without proper citation.
- Submitting collaborative and/or group work as your own.
- Stealing an exam from an instructor or an instructor's office.
- Sharing exam information, including a copy of the exam, with another student who has not taken the exam.

- Taking a course and/or exam for another student.
- Using unauthorized materials during a test or exam.

It is a student's responsibility to seek clarification from an instructor if the student has questions about what constitutes cheating.

The instructor, who has the full authority to assign an "F" grade for that assignment or course after a discussion of the incident with the student, will handle initial violations of academic honesty. A report of the incident and its disposition will be sent to the dean of the school that offers the course. The dean will review the incident and forward the report to the Office of the Registrar for placement in the student's personal file. A student who is dissatisfied with the instructor's decision may appeal to the dean. The dean will investigate the incident and make a decision within five days of the student's appeal. A student also has the right to appeal the dean's decision to the Vice President for Academic Affairs. The Vice President will make a final decision regarding the incident within 10 days of the appeal.

Any additional violations of the Academic Honesty Policy reported to a dean will be forwarded to the Vice President for Academic Affairs for action. A second offense will normally result in suspension from the university for at least one term or semester. A third offense will also be referred to the appropriate Scholastic Standing Committee and will normally result in permanent expulsion from the university.

### Copyright Policy

Southern New Hampshire University abides by the provisions of United States Copyright Act (Title 17 of the United States Code). Any person who infringes the copyright law is liable. The SNHU Copyright Policy can be secured from the Library Director and is accessible (under Guides/Tutorials) on the Shapiro Library web pages.

### Attendance Policy

It is the responsibility of each student to attend all of the scheduled class meetings in a given course. Faculty members may withdraw a student because of absence from class. In those circumstances when students cannot attend a scheduled class, they must understand that the faculty member is not obligated to excuse the absence, and such absences may result in withdrawal.

### Holy Day Policy

Southern New Hampshire University 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 stan-

dards and expectations. Should a dispute occur, the usual appeal process will be followed: the program coordinator/department chair, the school dean and the Vice President for Academic Affairs.

**Transfer Credits**

Graduate credits earned at another accredited institution in the last five years may be accepted as satisfying the requirements of Southern New Hampshire University courses if they are appropriate to the program being pursued. Minimum grades of “B” are required. Students must submit official transcripts and a syllabus. A maximum of six credits may be transferred into any degree program. Southern New Hampshire University does not accept as transfer credit coops, capstones, internships and student teaching at other institutes. Only three of the six credits may be applied to elective requirements in one of the graduate certificate programs. Credits are transferable; grades are not. Grades earned at other institutions do not appear on Southern New Hampshire University transcripts, nor are they calculated in the student’s overall GPA. Final approval of transfer credits rests with the school dean.

**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 or she should speak to the program coordinator/ department chair. If the student is still not satisfied, then he or she should speak to the school dean (day students) or the executive director of Continuing Education.

If the student wishes to pursue the matter further, he or she should speak to the Vice President for Academic Affairs, who will review the matter and make a final decision.

**Withdrawal from Class**

Since withdrawal procedures vary among programs, graduate students are asked to contact their Centers of Record for the specific withdrawal form and refund policy for their chosen programs.

**Withdrawal from Southern New Hampshire University**

Students may withdraw from the university by obtaining a withdrawal form from the Vice President for Student Affairs and obtaining all necessary signatures. Foreign students may obtain forms and begin the process in CIE. 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. Southern New Hampshire University identification cards must be returned to the Office of Student Affairs when withdrawing from the university.

No adjustments to account balances will be done nor will withdrawal disputes be considered after 30 days from the end of the term during which the student withdrew.

**Disciplinary Dismissal**

Southern New Hampshire University reserves the right to dismiss any student whose presence, following a hearing, is deemed detrimental to the best interest of the university. Students dismissed for other than academic reasons will have the notation of withdrawal put on their transcripts. Documentation outlining the disciplinary sanctions will be placed in the students’ folders. This information will be used in evaluating re-admission applications.

**Undergraduates Taking 500-level Courses**

Students who have completed at least 90 undergraduate credits and have a 3.33 or higher GPA must apply through the Advising Center to enroll in a 500-level graduate course. The student may enroll in the course, provided:

- there is space available in the course.
- the dean of the appropriate school, the program coordinator/department chair and the instructor agree
- that the student has met the prerequisites of the course.
- the student would receive undergraduate credits.

If the student goes on to enroll in a graduate program at Southern New Hampshire University, graduate credit will be granted if the student earns grades of “B” or better in the 500-level courses. Approval is limited to a maximum of six credits (two three-credit graduate 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 subject to policies set forth by each academic discipline.

**Graduation Information**

Southern New Hampshire University confers (awards) degrees three times a year. Students who complete their degree requirements at the end of Term I (September–December) are awarded their degrees in January. Students who complete their degree requirements at the end of the Term II (December–March) are awarded their degrees in May. Students who complete their degree requirements at the end of Term II or Term IV (March–August) are awarded their degrees in September. Students are responsible for petitioning to graduate. Petition to Graduate forms, required for all degree and graduate certificate programs and available at all advising offices and Continuing Education centers, should be submitted with the appropriate graduation fee according to the following schedule:

<u>Petition to Graduate Deadline</u>	<u>Conferral Date</u>
Sept. 1 . . . . .	Jan. 15
Nov. 1 . . . . .	May Commencement Ceremony
May 1 . . . . .	Sept. 15

Diplomas and graduate certificates are mailed to a student's home address following the September and January conferral dates. Additionally, all diplomas not picked up at the May commencement ceremony are also mailed to the student's home address shortly after the May conferral date.

The 2005-2006 graduation fee is \$100 and must be submitted with each Petition to Graduate form by the appropriate deadline. Students receiving graduate certificates ONLY (not master's or doctoral degrees) are not required to pay the graduation fee; however, a Petition to Graduate form is required by the appropriate deadline.

### **Participation in the 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, available in the SAS 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 Office of the Registrar will verify that such requirements can be fulfilled by the Aug. 31 following commencement.

Students are eligible to walk if all but six credits or fewer of actual courses are not completed but are expected to be completed by August 31, following the May commencement ceremony; if an internship or a cooperative education experience is not completed but is expected to be completed by Aug. 31; and graduate students have a cumulative GPA of 3.0 or higher.

Doctoral degree candidates must have all graduation requirements, including their dissertation defense completed no later than five (5) weeks prior to the May commencement date.

Any student who has an unusual circumstance not covered by the above policy may appeal to the appropriate school 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 Nov. 1 deadline, a petition to graduate and have paid the graduation fee as described in the university catalog.

Prior to participating in graduation ceremonies and receiving a degree, a student's obligations to the university, such as library fines, tuition, dues and fees, must be met. All athletic equipment must be returned. No caps and gowns will be released unless charges to the University, including tuition and fees are paid.

## **The Division of Student Affairs**

### **Mission**

The mission of the Student Affairs Division, in support of the educational mission of Southern New Hampshire University, 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 university 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 university should be a collaborative community.

### **Athletics Department**

Southern New Hampshire University 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 university 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, lacrosse, soccer, softball, tennis and volleyball. Southern New Hampshire University is a member of the National Collegiate Athletic Association, the Eastern College Athletic Conference and the Northeast-10 Conference.

The university 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, flag football, basketball and racquetball. Softball, tennis and volleyball are coeducational offerings. Mini-tournaments are sponsored in 3-on-3 basketball, whiffleball and miniature golf.

Recreational offerings available at Southern New Hampshire University include various cardio classes, weight training, wall climbing, swimming, cross country skiing, step-interval training and yoga.

## **Athletic Facilities**

The university has two gymnasiums. The field house has a wooden floor with a seating capacity of 1,900. The auxiliary gym has a multipurpose, synthetic surface and a stage to accommodate a variety of university activities. The Fitness Center includes state-of-the-art aerobic equipment and free weights. Other facilities are a 25-meter, six-lane, competition swimming pool, a racquetball court, an aerobics/exercise room, multiple locker rooms and a fully equipped training room. Outdoor facilities include four lighted tennis courts, baseball and softball diamonds, a lighted artificial turf varsity game field and several practice fields.

## **Campus Ministry**

The campus ministry program contributes to the goal of fostering the personal development of students addressing their religious needs and concerns. There is a Campus Ministry Student Association on campus (for Catholic, Jewish and Protestant students) and the Muslim Student Association. It is through these groups that students have an opportunity to come together to share and grow in their faith.

On Sunday evenings during the school year there is a Roman Catholic Mass on campus. Protestant prayer service is also offered on campus. Students of other religious denominations may contact the Office of Campus Ministry for information concerning the location of a church or synagogue in Manchester. The Office of Campus Ministry provides personal and spiritual direction, religious instruction and sacramental preparation.

Our staff consists of a full-time Catholic chaplain/director of Campus Ministry and a volunteer Jewish student advisor. Their hours are posted outside the Campus Ministry Office in the Student Center.

## **Campus Programming & Leadership**

The personal growth resulting from university activities is not easily measured. It is, however, directly related to each student's level of involvement and commitment in the community. The university provides opportunities for individual participation and for membership in clubs and organizations.

Student Affairs, through the Offices of Campus Programming & Leadership and Student Life, strive to support the academic tradition of the university. This is accomplished through upholding a minimum membership requirement for all active members in SNHU clubs and organizations. Each active member must maintain a cumulative grade point average of 2.0 to remain a part of campus organizations. In addition, many clubs and organizations prescribe a higher cumulative GPA to be a member of certain groups.

The Office of Campus Programming and Leadership helps organize new clubs and coordinates leadership development, helps with the management of major campus programs and manages the Student Center programs. The office advises the Inter-Greek Council (IGC), Senior Week, the Enterprise Yearbook, and the Coordinators for Activities and Programming Events (CAPE). It provides information and guidance on planning and presenting events and programs, prepares an activities calendar and keeps the roster of organizations. There are currently 50 clubs recognized on campus. Visit the SNHU website for a complete listing.

## **Coordinators of Activities and Programming Events (CAPE)**

The Coordinators of Activities and Programming Events (CAPE) is a student run organization committed to enriching campus life at Southern New Hampshire University. CAPE provides on and off campus activities for all students. By working with other clubs and organizations, CAPE provides social, recreational, educational, and cultural programming. By involving other clubs CAPE addresses the changing needs of the SNHU campus and addresses them appropriately. Major events include: Concerts, Comedy Shows, and Fall, Winter, and Spring Week.

## **The Inter-Greek Council**

The Inter-Greek Council (IGC) is the coordinating board for the fraternal system at Southern New Hampshire University. 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 lifelong 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 Southern New Hampshire University.

Sororities: Kappa Lambda, Kappa Delta Phi NAS, Phi Omega Psi, Phi Delta Beta

Fraternities: Kappa Sigma, Kappa Delta Phi, Phi Delta Psi, Phi Delta Theta

## **Southern New Hampshire University Ambassadors**

The Ambassadors is a student organization established in 1990. Southern New Hampshire University Ambassadors are selected student leaders who work for the betterment of the university. They develop meaningful communication between students, faculty, staff and alumni and work to enhance the relationships between Southern New Hampshire University and the community. Membership is open to full-time sophomores, juniors, seniors and graduate students who have maintained a 3.0 grade-point average.

## Commuter Student Council

The Commuter Student Council involves commuting students in the life and atmosphere of the university and serves as an information vehicle. It provides commuters with a voice to express their concerns and needs.

## Media Organizations

*The Observer* is the student newspaper, which is 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 SNHU yearbook, which is published annually through the efforts of the student body. It serves to chronicle the university years as a remembrance for all undergraduate students.

Radiosnhu.com is a student-run, Internet-based AM radio station. The radio station provides opportunities for students to be a part of promoting SNHU worldwide via cutting-edge technology.

## Public Safety

The Department of Public Safety was created to monitor and maintain a safe and secure campus environment where faculty can teach and students can learn. In a professional, yet flexible and courteous manner, with concern for both public safety and individual rights, the Department enforces the university's expectations of mutual respect and responsible behavior. In addition to the protection of life and property, the staff is dedicated to the smooth day-to-day functioning of the university community and to supporting an educational enterprise where cultural diversity and academic freedom can flourish.

The Public Safety Department also manages motor vehicle registration, parking and policy enforcement.

The Public Safety Department is located in Belknap Hall.

In compliance with the Campus Security Act of 1990 (CLERY Act), SNHU's safety, security and crime statistics are found on the university's Web site and in brochure form.

## Residence Life

The residence life program supports the academic mission of the university 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 university 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 university services, sponsors programs and assists with physical accommodations.

The residence program consists of:

<b>Apartments</b>	<b>Townhouses</b>	<b>Residence Halls</b>
Conway	Attitash	Chocorua
Greeley	Cranmore	Hampton
Hillsboro	Rockingham	New Castle
Kearsarge	Sunapee	Washington
Lincoln		Windsor
Spaulding		Winnisquam
Whittier		

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, and 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, who develop, coordinate and encourage programming, investigate and adjudicate judicial matters, act as liaisons 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 university requires students in the undergraduate day, Culinary Arts and CLE programs to reside in university 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 university housing; however, if they do request and are assigned a residence, they are committed for two terms.

Being admitted to the university 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.

## Service & Citizenship

Through our programs and initiatives the Center for Service and Citizenship strives to develop a culture of active citizenship where members of the SNHU community embrace civic engagement, volunteerism and service. By creating partnerships with the Manchester and global communities we offer students, faculty and staff the opportunity to engage in action, change and education, and to foster active citizenship.

Working with students, faculty, staff and local agencies, the Center helps to connect individuals and groups with area needs that meet their interests. The Center supports several programs and initiatives which include: "Alternative Breaks" which provides opportunities for students to participate in a week-long service project; Service Learning, which provides the opportunity for students to engage in service directly related to their academic studies; the Community Service Work-Study program which encourages students who qualify for work-study to earn their award working at a community organization; Volunteerism, which provides service opportunities to donate their time to help others, and special interest events such as Hunger and Homelessness Week and World Aids Day.

## Student Life & the Student Center Department

The Office of Student Life & the Student Center is dedicated to supporting the growth and learning that occur in all facets of campus life. This department collaborates with many members of the SNHU community to provide innovative and planned campus programs, activities and services. Programs presented annually are the New Student Orientation programs, Alumni and Family Weekend, and the University Convocation & New Student Induction Ceremony. In addition to the programs that are supported by this area, the department works to provide an attractive and customer focused Student Center that promotes the "living area" of the campus. Finally, the office directly advises the Student Government Association and its related organizations, which include the House of Representatives and the Budget & Finance Committee.

## New Student Orientation

The Office of Student Life coordinates the SNHU Orientation programs, which are held three times during the year. Those are the Summer Orientation program, the First Days program held at the opening of the fall term, and the Spring Orientation program. These programs are for all full-time, undergraduate students who are new to the university. The programs focus on social, academic, and personal integration and transition issues that all new students face when going to college.

## Student Center

The Student Center is the campus crossroads, where students, faculty, staff, alumni, and guests of the institution meet and socialize. It is known as the "living room" of the campus, and a showcase facility for student life. The facility houses the three student governing groups; CAPE (Coordinators of Activities & Programming Events), IGC (Inter-Greek Council), and the SGA (Student Government Association). Several offices are also housed in the Student Center which offer numerous services from the following areas: 24 hour ATM, the Campus Store/Bookstore, Campus Ministry, Campus Programming & Leadership, the Center for Service & Citizenship, Common Grounds Coffee Shop, Copies Plus (student run copy center), Dining Services, the Last Chapter Pub which includes a pool table, the Snack Bar, the Office of Student Affairs, and the Office of Student Life.

## Solicitation Policy

The Office of Student Life must approve all advertising on campus. No solicitation is allowed except with the approval of the Office of Student Life for a table in the dining hall or Student Center Hallway. The Director of Residence Life must specifically approve solicitation and sales by anyone in any residence area. Conducting a business from any residence is not allowed. The only exception to this policy will be the United Way solicitations and other community-based charitable campaigns approved through the Executive Council.

## Student Government Association

The SGA represents all full-time undergraduate and Graduate Southern New Hampshire University students.

There are five representatives from each class. The association is made up of the Senate, House of Representatives, and the Executive Board. The SGA supports the disbursement the Student Activities Fee for all recognized clubs and organizations through the Budget & Finance Committee.

As the main voice for the student body at SNHU, the Student Government Association (SGA) maintains an open line of communication between the administration, faculty, and students. Throughout the year the SGA actively participates and has voting power on University standing committees to ensure that students' needs are addressed. The Board of Trustees, Academic Policy, Financial Aid, and Student Discipline Committees are just a few of the College committees with SGA representation. The SGA encourages student input regarding University policies, facilities, and events.

## Wellness

The 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 difficulties which can be 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 and confidential and can be arranged by contacting the Wellness Center.

## Health Services

To be eligible for health services, a student must submit a completed medical record and have completed a physical examination prior to admission. Foreign students 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 members handle most common health concerns and are knowledgeable in preventative medicine and alternative treatment strategies. The staff offers 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 university 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 university-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 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.



## Graduate Course Descriptions

The following graduate courses are listed in alphabetical order by the university's course listing prefix.

<b>ACC</b>	<b>Accounting</b>	<b>INT</b>	<b>International Business</b>
<b>CED</b>	<b>Community Economic Development</b>	<b>IT</b>	<b>Information Technology</b>
<b>CNSL</b>	<b>School Counseling</b>	<b>JUS</b>	<b>Justice Studies</b>
<b>DEV</b>	<b>Child Development</b>	<b>MBA</b>	<b>Business Administration</b>
<b>DOC</b>	<b>Common D.B.A. and Ph.D. Doctoral</b>	<b>MBE</b>	<b>Business Education</b>
<b>ECO</b>	<b>Economics</b>	<b>MFA</b>	<b>Fine Arts</b>
<b>EDGR</b>	<b>Field-based Graduate Program in Education</b>	<b>MKT</b>	<b>Marketing</b>
<b>EDU</b>	<b>Education</b>	<b>OL</b>	<b>Organizational Leadership</b>
<b>EFL</b>	<b>English as a Foreign Language</b>	<b>PCMH</b>	<b>Community Mental Health</b>
<b>ESL</b>	<b>English as a Second Language</b>	<b>PSY</b>	<b>Psychology</b>
<b>FIN</b>	<b>Finance</b>	<b>QSO</b>	<b>Quantative Studies and Operations Management</b>
<b>GSB</b>	<b>Foundation-level courses (no credit)</b>	<b>RDG</b>	<b>Reading</b>
<b>GLS</b>	<b>Graduate Language Studies</b>	<b>SPED</b>	<b>Special Education</b>
<b>HOS</b>	<b>Hospitality Administration</b>	<b>SPSY</b>	<b>School Psychology</b>
<b>ICD</b>	<b>International Community Economic Development</b>	<b>SPT</b>	<b>Sport Administration</b>
		<b>TAX</b>	<b>Taxation</b>

### Accounting

#### **ACC 500 Managerial Accounting** (3 credits)

Students in this course study the accumulation of accounting information. The internal use of accounting for management planning, control and decision-making is emphasized. Background preparation: 6 credit hours of accounting or equivalent.

*Note: ACC 500 cannot be taken for credit or as an elective if ACC 510 has been completed.*

#### **ACC 550 Cost Accounting** (3 credits)

This course provides a comprehensive study of the concepts, procedures, and practices of accounting systems that record, classify, and report cost data. These systems are designed to aid in the cost-effective operation of for-profit and non-profit organizations. This course focuses on cost behaviors, alternative cost systems (job, activity-based, and process costing), and accounting tools for planning and control (e.g. budgeting and variance analysis). Additional topics studied would include relevant cost analysis for management decisions, cost/revenue allocation methods, inventory management, and transfer pricing.

#### **ACC 610 Financial Reporting I** (3 credits)

This course examines financial accounting theories and practices and emphasizes asset and liability, measurement and reporting. Prerequisite: ACC 510 or ACC 500, or permission of the instructor.

#### **ACC 620 Financial Reporting II** (3 credits)

This course is a continuation of ACC 610. Topics include stockholders' equity, income measurement, income taxes, pensions, leases and statements of changes in financial positions. Prerequisite: ACC 610.

#### **ACC 630 Financial Reporting III** (3 credits)

This course examines such advanced accounting topics as partnerships, consolidations, insolvencies, estates and trusts. Prerequisite: ACC 620.

#### **ACC 640 Auditing** (3 credits)

This course is a study of the concepts and methods of professional auditing. Prerequisite: ACC 620.

#### **ACC 646 Introduction to Forensic Accounting and Fraud Examination** (3 credits)

This course in fraud examination, sometimes called forensic accounting, is designed to enable accounting and other business managers to become knowledgeable in fraud prevention, detection, documentation and investigation. It will explore various types of fraud and the consequences of civil versus criminal liability for such offenses. Prerequisites: ACC 630 and ACC 640, or permission of the instructor.

#### **ACC 660 Controllership** (3 credits)

This comprehensive course is designed to help financial managers master the technical, financial, accounting and people management skills necessary for the job of a corporate controller. Prerequisites: ACC 600 or equivalent and ACC 620 or equivalent or permission of the instructor or the area chair.

**ACC 670 Accounting Information Systems** (3 credits)

This course focuses on computer-based financial information systems and their integration into organizations' total information systems. Students examine accounting systems in terms of inputs and outputs from the viewpoints of users, controllers, auditors and designers. Topics include computer hardware and software, systems analysis and design, database management systems, internal control, and specific accounting and auditing computer applications. Background information: 3 credit hours in information technology or equivalent.

**ACC 680 International Accounting** (3 credits)

This course focuses on accounting in the global marketplace and reviews international accounting standards for financial reporting and introduces and compares taxation and financial and managerial accounting issues in the international environment. Prerequisite: ACC 500 or 6 credit hours of undergraduate cost accounting or permission of the instructor or the area chair.

*Note: ACC 680 can be used as an international business elective.*

**ACC 689 Introduction to Forensic Accounting and Fraud Examination** (3 credits)

This course will develop the student's understanding of what forensic accounting and fraud examination is and how it pertains to both civil and criminal matters. The student will gain a basic understanding of the characteristics of fraud, fraud prevention and detection, investigative techniques, asset recover, and the use of information technology in this interesting and growing profession. Prerequisites: A Bachelors Degree in Accounting or Business with an appropriate amount and type of accounting courses as determined by the Program Director. At least two years of practical experience in the Accounting area is required. Cohort version of ACC 646

**ACC 690 Advanced Topics in Financial Reporting** (3 credits)

This course is an examination of advanced topics in accounting, including SEC reporting, corporations in financial difficulty, multinational accounting and additional consolidation reporting issues not covered in Financial Reporting II. Prerequisite: ACC 630.

**ACC 691 Detection and Prevention of Fraudulent Financial Statements** (3 credits)

This second course in forensic accounting and fraud examination examines the various types of fraud and its impact on the financial information presented. The objective of this course is to identify common fraud schemes and scams. Participants in this course will learn how to review, detect, and investigate possible financial statement fraud by addressing such topics as income smoothing, off balance sheet financing, fictitious sales/revenue, and understatement of liabilities, just to name a few. Various techniques will be used to explore substantive analytical procedures and to assess the risks of financial statement fraud. Prerequisites: A Bachelors Degree in Accounting or Business with an

appropriate amount and type of accounting courses as determined by the Program Director. At least two years of practical experience in the Accounting area is required.

**ACC 692 Interview Techniques and Legal Aspects of Fraud** (3 credits)

This third course in forensic accounting and fraud examination will acquaint the participant with interview principles and techniques. Additionally, the participant will be exposed to some of the legal aspects pertaining to the identification and prosecution of fraud. Prerequisites: A Bachelors Degree in Accounting or Business with an appropriate amount and type of accounting courses as determined by the Program Director. At least two years of practical experience in the Accounting area is required.

**ACC 693 Investigating with the Computer** (3 credits)

This fourth course in the Graduate Certificate will provide guidance and knowledge for conducting investigations via machine. The skills of the participant in this course will be strengthened in such areas as identification of the types of public records available to investigate; how to access the public records through databases; navigation of the Internet to find useful material; the use of fraud-related software packages to detect and investigate possible fraudulent activities; and the use of data analysis programs and spreadsheets to detect fraud. Prerequisites: A Bachelors Degree in Accounting or Business with an appropriate amount and type of accounting courses as determined by the Program Director. At least two years of practical experience in the Accounting area is required, in addition to the successful completion of the first three courses in this Graduate Certificate Program (ACC646/ACC689, ACC-691 and ACC-692

**ACC 700 Seminar in Accounting Topics** (3 credits)

This is the capstone course for the master of science in accounting program. It surveys topics and controversies in accounting literature to help students appreciate the development and status of generally accepted accounting principles. The course requires a research project and a presentation on issues related to the practical application of accounting principles. Prerequisite: ACC 630 or ACC 640.

**Community Economic Development****CED 400 Fundamentals of Accounting (Foundation Course)**

This noncredit course will introduce the fundamental concepts of accounting to students who may not have prior or recent academic or business experience in this subject area. Students who have never had an accounting course in the undergraduate studies or who completed their course work with less than a "B" should plan to take this course. The primary objective of this course is to enable students to develop fundamental skills in using and understanding financial information and the accounting tools necessary for the successful operation of any business or organization.

**CED 507 Housing and Land Policy** (2 credits)

Students examine the legal, institutional, economic, policy, political and environmental factors that affect housing and land policy and the development of affordable housing.

**CED 521 Perspectives in International Development**

(1 credit)

This seminar looks at the intermediary organizations that bridge the gap between the state and multilateral (public) organizations and the state and local, community-based (private) organizations. Selected participants in the international CED program are invited to join members of the weekend CED program to provide insight based on their perspectives and experience.

**CED 522 Microenterprise Development** (2 credits)

Students will be introduced to the complex field of microenterprise development. There will be an in-depth analysis of the many options for self-employment in communities with high levels of poverty. We will explore the effectiveness of microenterprise programs as asset building strategies, and identify the role of empowerment within these programs. Both domestic U.S. and international models will be explored.

**CED 523 Topics in CED** (2 credits)

Community economic development emerging policy and topics of current interest are discussed extensively in this seminar. This seminar course is designed for emerging topics and policy in the field of CED. It is not intended for topics routinely covered in the curriculum.

**CED 523A Topics in CED** (1 credit)

Community economic development emerging policy and topics of current interest are discussed in summary in this seminar. This course provides students an opportunity to be exposed to emerging policy and issues in the field of CED.

**CED 531 Indigenous Economics** (2 credits)

This course explores the relationships between Native American communities and economies and the dominant cultural and economic forces in the United States. The course compares and contrasts traditional and contemporary economic practices.

**CED 533 Introduction to Business Development**

**Services: Making Markets Work for the Poor** (3 credits)

At the international level, especially among donors involved in development cooperation, there is an intense debate underway on the best way to achieve a broad-based, high-quality and affordable supply of services designed to help improve the performance and consolidate the competitiveness of SMEs. These services are referred to as Business Development Services (BDS). This discussion is gaining momentum at a time when public funds are growing increasingly scarce and the pressure to modernize SMEs in developing countries is rising. The obvious failure of governments and donor agencies to significantly improve the supply of services for SMEs has led to a paradigm shift. The new paradigm calls for the development of undistorted private

service markets rather than highly subsidized services provided by government agencies or international donors. As regards the new paradigm, a number of key issues – both conceptual and practical – remain unresolved, leaving the practitioner with serious difficulties when it comes to designing and implementing support programs.

**CED 701 Introduction to Community Economic Development** (3 credits)

This is a foundation course in which we will examine the values, issues, models and policy underlying the theory and practice of community economic development (CED). The course starts with an examination of the theoretical and conceptual framework for community economic development. Participants will examine the range of economic challenges confronted daily by residents of underserved communities. The class will examine the practices, policies and strategies of CED. We will look at how CED approaches the challenges of job creation and retention, and community revitalization. An overview of strategies such as asset building with individual development accounts and self-employment, and community building with community loan funds, cooperatives, employment and training initiatives will be provided. Project examples and participants' own experiences will serve as course materials along with the required readings. Finally, we will review issues and challenges facing the field.

**CED 702 Law and Community Development** (1 credit)

Topics covered include legal structures and ways they clash with cultures, the American legal system, selecting a legal structure, the nonprofit corporation, taxation and organizational issues of unincorporated associations, and for-profit and nonprofit corporations and their relationship to subsidiaries.

**CED 702A Advanced Law and Community Development** (1 credit)

Students will study recent court cases and their effects on community development organizations, tax laws, nonprofit development organizations, legal issues of joint venturing and syndication involving nonprofit development organizations. Prerequisite: CED 702.

**CED 703 Managerial Accounting** (2 credits)

This course covers issues of fiscal management, financial reporting, management control and internal and external accountability for nonprofit development organizations. Prerequisite: CED 400 or equivalent.

**CED 704 Financing Community Economic Development** (2 credits)

This course covers issues concerning the operations and policies of traditional and non-traditional financial institutions and how they affect community development projects and organizations.

**CED 705 Financial Management** (2 credits)

This course covers financial statements, ratio analysis, operations planning and making and understanding investment decisions. Prerequisite: CED 703.

**CED 706 Business Development** (2 credits)

The planning and development of small business ventures is a core element of CED strategy. This course covers the preparation of business plans, market analyses, financing sources, basic financial statements in business planning and the impact of business development on community needs. Prerequisite: CED 705.

**CED 707A Organizational Management for Community Organizations** (2 credits)

These courses cover the skills required for effective management in democratically controlled, community-based organizations. Students undergo a self-analysis of their management styles and study models to be used to diagnose organizations. Topics include strategic planning, personnel management and board/staff responsibilities.

**CED 707B Organizational Management for Community Organizations** (2 credits)

These courses cover the skills required for effective management in democratically controlled, community-based organizations. Students undergo a self-analysis of their management styles and study models to be used to diagnose organizations. Topics include strategic planning, personnel management and board/staff responsibilities.

**CED 708 Development of Cooperatives** (2 credits)

A cooperative is a flexible model for creating community owned institutions. This course covers the start-up of a cooperative, membership issues, legal issues, tax and security issues, cooperative management systems and the educational components of cooperative development. Students review various types of cooperatives, including worker, consumer, credit and housing cooperatives.

**CED 709 Marketing, Fundraising and Promotion**

(2 credits)

Nonprofit organizations must become more competitive to survive. Students learn how to analyze their communities and organizations in order to develop fundraising plans to make them more self-sufficient. The focus is on fundraising strategies.

**CED 710 Housing Development** (2 credits)

This course includes market analysis and housing needs assessments, site selection and control, financial feasibility reports, the selection of a development team, methods of obtaining approval from various government entities, the identification of public and private subsidies, and various forms of ownership, including cooperatives and land trusts.

**CED 712 Information Technologies and Community Economic Development** (2 credits)

Information technology and online communication can strengthen local capacity to mobilize resources. Benefits such as peer-to-peer exchanges have enhanced professional and institutional development and the provision of services. This course provides participants with the opportunity to undertake independent research on the best practices for using information technology in low-income communities.

**CED 717A Independent Study** (1 to 2 credits)

Independent Study must be approved in writing by academic advisors prior to registration.

**CED 717B Independent Study** (1 to 2 credits)

Independent Study must be approved in writing by academic advisors prior to registration.

**CED 718 Nonprofit Management** (2 credits)

A skills course in organizational analysis designed as an integrative experience for advanced graduate students. Approaches Nonprofit Management from the perspective of what effective NGOs do well in core functions: organizational mission and governance; corporate structure and management practices; revenue performance and sustainability; and contributions to CED. Student teams will use a survey instrument to query a client; develop an organizational analysis and prepare a summary report outlining action recommendations. Prerequisite: CED 707A&B or ICD 515 or equivalent.

**CED 722 Negotiation Strategies** (1 credit)

This course covers negotiation techniques and strategies for CED organizations and practitioners.

**CED 723 Training of Trainers** (2 credits)

This course covers the principles and methods of adult education. Equipping participants with the ability to become effective trainers in their communities is emphasized.

**CED 724 Marketing Strategies** (2 credits)

The purpose of this course is to provide students with a detailed understanding of marketing as a total system of interactive business activities. The focus is marketing strategies as they relate to the planning, promoting, pricing and distribution of goods and services in a market economy.

**CED 725 Faith-based Community Economic Development** (2 credits)

This is the first of two courses designed to prepare leaders interested in promoting faith-based community economic development in their communities. The course examines different approaches and provides examples of successful faith-based community economic development models.

**CED 726 Strategic Management of Faith-based CED** (2 credits)

This course is the second in a two-course sequence in faith-based community economic development. Students examine legal, structural and governance issues as they relate to community participation and the funding of faith-based initiatives. Prerequisite: CED 725.

**CED 730 Community Organizing and CED** (2 credits)

Community economic development often requires an understanding of community organizing to successfully involve the community in the development process. This course acquaints participants with different models of community organizing. It also trains participants in specific organizing skills that can be used in their work as CED practitioners.

**CED 731 Diversity in Organizations** (1 credit)

Diversity issues have profound implications for the work of CED practitioners. This course uses the CED class as a lab to help students develop a broader understanding of diversity issues within CED organizations.

**CED 750 Affordable Housing Development** (3 credits)

A comprehensive introductory course designed to provide students with a working understanding of the affordable housing development field. Students will learn to assess the pros and cons of real estate, discuss project assessment, feasibility, acquisitions, financial issues, construction, marketing, and pre-leasing, using examples and exercises. The course will review the use and compliance of the low-income housing tax credit program, nonprofit housing management issues, and introduce students to the Home Program. Students will be instructed in how to maximize housing partnerships and how to present deals to lenders. Recommended follow-up course: CED 751.

**CED 751 Affordable Housing Development** (3 credits)

A follow-up comprehensive introductory course designed to provide students with a working understanding of the affordable housing development field. Students will learn project assessment, feasibility, acquisitions, financial issues, construction, marketing, and pre-leasing, using advanced examples and exercises. Students will review low-income housing tax credit compliance, nonprofit housing management issues, and use of the Home Program and housing partnerships. Prerequisite: CED 750.

**CED 752 Community Building Principles** (3 credits)

This course is an introductory course in community building and organizing. It reviews the importance of community building, its meaning, and how sharing and strengthening common values can help create stronger neighborhoods. CED 752 provides a basic understanding of community building and organizing, characteristics of success, definitions, and the principles of implementing and integrating community building into community revitalization initiatives. Recommended follow-up course: CED 753.

**CED 753 Community Building Strategies** (3 credits)

This course is a follow-up course in community building and organizing. It reviews strategies to help community residents learn how to work together as a team, build confidence, friendships, trust their institutions, solve problems, develop leadership, and strengthen the capacity of community members. Prerequisite: CED 752.

**CED 754 Community Economic Development Strategies** (3 credits)

A comprehensive community development strategy must improve the local economy, create an environment that supports growth of local businesses, provide opportunity for entrepreneurs, improve the employment skills of residents, match those skills with the workforce needs of employers, and develop physical facilities, infrastructure, or commercial centers that foster a sense of place for the community. CED 754 is an introductory course in Community Economic Development. It provides the theoretical framework, and

lays the foundation for non-housing strategies aimed at increasing the economic benefit of low and moderate-income communities and other disadvantaged populations. It seeks to show participants how to effectively utilize available financial and technical tools to strengthen resident workforce, invigorate local businesses and energize a neighborhood economy.

**CED 755 Community Economic Development Tools** (3 credits)

This course seeks to provide participants with specialized tools and skills needed to design and carry out successful economic development initiatives: how to effectively use financial and technical tools to strengthen resident workforce, invigorate local businesses and energize a neighborhood economy. Discussion covers methods to increase income levels of residents by improving their skills and growing jobs; lower cost and better access to basic goods and services; an improved infrastructure and better community facilities; a more vibrant, active and innovative business environment; a safer and more attractive neighborhood.

**CED 756 Real Estate Construction Management** (3 credits)

This course is a comprehensive introductory course which provides students with a working understanding of real estate construction management practices, including specification writing and cost analysis; cost estimating on rehabilitation projects; compliance and liability issues in specification writing; contract management; inspection techniques; field supervision; AIA contracting and document management; blueprint reading; and construction process management.

**CED 757 Real Estate Property Management** (3 credits)

This course continues the work carried out in CED 756 in laying the foundation for understanding construction and production management through the teaching of construction-industry standards and practices. It examines technological advances in the construction industry and their possible application in the rehabilitation and construction of affordable and market-rate housing. The program of study emphasizes a hands-on approach, combining lecture with case studies, site visits, small-group exercises and other participatory methods.

**CED 758 Community Lending Strategies** (3 credits)

This course is a comprehensive introductory course which focuses on fundamental home-ownership development strategies for low- and moderate-income communities. By the end of CED 758, students will be able to: determine the components that make for successful long-term home ownership; raise home-ownership rates among modest-income families by removing barriers through appropriate education and financing; stabilize families and communities by increasing home ownership locally; and improve the quality of home-ownership services provided by their agencies.

**CED 759 Community Lending Tools** (3 credits)

This course is a comprehensive course which focuses on fundamental home-ownership development strategies for

low- and moderate-income communities through homebuyer education, housing counseling, and community lending. By the end of CED 759, students will be able to: design and deliver a comprehensive pre- and post-purchase homebuyer education program that supports homebuyers before, during, and after the home purchase; develop an effective housing counseling program that eliminates barriers to home ownership and offers alternatives to foreclosure; understand the process and regulations of mortgage lending; and identify flexible loan products that meet the individual needs of their customers.

### **CED 760 Management and Leadership Strategies**

(3 credits)

This course is a comprehensive course which, together with CED 761, provide the theoretical framework, specialized tools, and technical skills necessary to successfully lead a dynamic community development organization in an ever-changing and increasingly competitive environment. This course is designed to help the students: develop strategies to improve your strategic, personnel, and operational management capabilities; understand organizational position, including current and optimal direction, and the partners needed to reach organizational goals; increase outcome effectiveness by creating results-oriented goals and incorporating evaluation tools; and create strategic and business plans that are responsive to ever-changing and increasingly competitive environments.

### **CED 761 Management and Leadership Tools** (3 credits)

This course is a comprehensive course which, together with CED 760, provide the theoretical framework, specialized tools, and technical skills necessary to successfully lead a dynamic community development organization in an ever-changing and increasingly competitive environment. This course is designed to help the students: oversee and ensure effective financial management; implement appropriate human resource management and financial resource development strategies; enhance skills to exercise leadership for increased impact and effectiveness; and mobilize communities toward positive change by making the best use of available resources.

### **CED 762 Neighborhood Revitalization Strategies**

(3 credits)

This course and CED 763 are part of a sequence that provides the theoretical framework, specialized tools, and technical skills necessary to design and carry out successful neighborhood revitalization. This course is designed to help the students develop and implement strategies that will: increase the capacity of residents and other stakeholders to manage neighborhood change; increase residents' confidence and participation in their neighborhood's future; stimulate demand for housing and other investment opportunities in weak-market neighborhood; and support development of healthy, mixed-income neighborhoods.

### **CED 763 Neighborhood Revitalization Tools** (3 credits)

This course and CED 762 are part of a sequence that provides the theoretical framework, specialized tools, and technical

skills necessary to design and carry out successful neighborhood revitalization. This course is designed to help the students develop and implement strategies that will: create and preserve affordable housing in hot markets; cultivate collaborations to promote and sustain revitalization; and lead to more livable neighborhoods.

### **CED 791 Project Design in CED** (4 credits)

Community economic development practice relies on effective project planning and management. CED 791 is the first in a 4-course Projects sequence. Over two years, students will define community needs objectively, design a CED project, implement it, document their experience, evaluate impact, and present their work to the academy as a Master's thesis. Throughout, students will remain in contact with peers and faculty online, and post and review their work using distance education software; peer learning is a key element of the Projects curriculum. This semester, students will identify a community problem or issue, research the issue online and through library methods, analyze the issue in consultation with colleagues and community stakeholders, and develop a preliminary project design. Computer software competencies include Blackboard,<sup>™</sup> word processing, spreadsheets for budgets and proformas, and graphics programs, library and Internet search engines. Topics covered include; literature reviews, research designs, stakeholder analysis, focus group discussions, surveys, sampling, questionnaire designs and descriptive statistics procedures.

### **CED 792 Project Planning in CED** (4 credits)

This course is the second in a 4-course Projects sequence. This semester students refine their project design skills, and prepare a formal proposal as if to a national foundation or intermediary, and present it to the Academy. Students will objectively identify community needs, set forth a problem statement, propose an intervention strategy objectively supported by analyses and relevant literature on best practices, detail project goals and objectives, set forth the methods and timeline the activities for achieving objectives. Students learn how to incorporate MIS, monitoring and evaluation tools into a project plan. All work is regularly posted and reviewed online by peers. Added computer software competencies include data graphics, organizational charting, Gantt charting, and PowerPoint presentations. Prerequisite: CED 791.

### **CED 793 Project Management in CED** (4 credits)

This course is the third in a 4-course Projects sequence. This second year participants will implement their project in a community, document their experiences and evaluate their impact. This semester addresses the project implementation phase of the sequence, which starts in the summer and extends through the 3rd and 4th terms. Implementation will follow the project goals, objectives and activity timeline set forth in the proposal. Regular progress reports and class presentations are required to monitor and track project implementation and management. All work is regularly posted and reviewed online by peers. Added computer software competencies include project tracking and Gantt charting using Microsoft Project. Prerequisite: CED 792.

### **CED 794 Project Evaluation in CED (4 credits)**

This course is the final course in the Projects sequence. It focuses on impact evaluation and reporting. By year's end, participants will complete a project evaluation, prepare and submit a final written report that describes the project, its objectives, methodology and actual activities, and includes in-depth analyses, conclusions and recommendations for further project work. Regular progress reports and class presentations are required to monitor and track project impact evaluation and closure. All work is regularly posted and reviewed online by peers. Topics covered include; descriptive statistics for data analysis, hypothesis testing, evaluation-conceptual frameworks, prioritizing objectives, hypotheses setting, establishing indicators; and review of selected CED evaluation tools. The final project report is presented to the Academy and becomes the student's Master's thesis. Added computer software competencies include Adobe Acrobat Writer. Prerequisite: CED 793.

## **Community Economic Development Doctoral Courses**

### **CED 801 Research Methods 1: Research Design (3 credits)**

Introduction to Research design and methods, with a focus on critical thinking, research techniques, and adopting a unifying theory for research. Content includes theory of research (concepts, types of validity, design, and an analytic framework to review research findings); the practice of research (formulating researchable questions, operational variables, literature review) including applications to CED theory, policy and practice; sampling, measurement, analysis; critique of CED research design in policy, evaluation and applied studies; and reporting research studies. A parallel CED 801 Lab in Statistics/SPSS is required. Prerequisite: Graduate-level Statistics, or MAT 220.

### **CED 802 Research Methods 2: Survey Research (3 credits)**

Survey Research Methods covering the quantitative survey process with broad applications to CED theory, policy, assessment and applied research. Content includes project design & sampling, concept operationalization and question formulation, instrument design, piloting and pre-testing survey instruments, interviewer training, manual and computer coding/ editing, data processing, sources of error and ways of minimizing error, survey program management, ethics working with human subjects, IRBs, reporting survey research results. A parallel CED 802 Lab in Nonparametric Statistics/SPSS and survey analysis is required. Prerequisite: CED 801.

### **CED 803 Research Methods 3: Qualitative Analysis (3 credits)**

Qualitative data collection, methods and analysis with broad application in CED theory, policy, and program evaluation. Includes topics on observational field research, case histories and narratives, case studies, use of secondary sources, focus groups and intensive interviewing, observational field research, ethnographic decision modeling, use of secondary sources, and writing qualitative research reports.

### **CED 804 Research Methods 4: Evaluation Research (3 credits)**

ERM covers 2 core models with broad application to CED theory, policy, and practice: Scientific-experimental: experimental & quasi-experimental designs, objectives-based research, econometric cost-benefit & cost-effectiveness analysis, and theory-driven evaluation. Participant-oriented: client, stakeholder, consumer-oriented evaluation. Other models are introduced: Management-oriented systems: PERT (Program Evaluation & Review Technique), CPM (Critical Path Method), Logical Framework (Logframe developed by USAID), General Systems Theory, Operations Research, applied Program Review (used by NRC). Qualitative/ anthropological: observation, naturalistic evaluation (aka Fourth Generation evaluation), qualitative analysis, critical theory, and Grounded Theory. Prerequisites: CED 801, CED 808 or faculty permission.

### **CED 805 DGIS in CED Policy & Planning (3 credits)**

Demography & Geographic Information Systems (DGIS) target secondary analyses of large data sets in CED planning and policy development. DGIS supports community needs assessments, development planning, policy analysis, research & evaluation. Demography topics include: Population analysis (growth, mortality, fertility, age structure, migration, settlement, density, forecasting techniques); population issues (causes/consequences of population change, assessing population needs); economic demography (economic consequences of demographic change in developing/ developed countries); population & CED (poverty, inequality, stratification, mobility). GIS topics include: Research Techniques (data capture, index creation, analysis, presentation); CED mapping (analytical exercises using Census and Labor Statistics data to create maps blending layers of information with cartographic boundaries).

### **CED 807 Applied Regression Models (3 credits)**

Advanced applied regression models with an emphasis on cross-sectional analysis and the application of multiple regression to problems in CED policy and practice. Students will learn to carry out regression analysis using SPSS as well as critically evaluate published regression studies. Topics include constraints of regression models; underlying assumptions and the consequences of their violation; practical and policy implications of quantitative estimation; model building, multiple & partial correlations, multiple regression models, autocorrelations, forecasting and time series analysis. Prerequisites: CED 801 and CED 802 Statistics Labs.

### **CED 808 Applied Multivariate Analysis (3 credits)**

Advanced applied multivariate analysis with emphasis on research problems in CED policy and practice within the Social Sciences. Students learn to select and conduct multivariate analysis using SPSS, including multivariate ANOVA, ANCOVA, discriminant function, factor analysis, Cluster & Conjoint, Canonical Correlations and Structural Equation Modeling, and will learn to critically evaluate published multivariate studies. Prerequisite: CED 807.

**CED 811 Theory of CED I: Historical and Global Perspectives** (3 credits)

A survey of the work of classic social theorists from Adam Smith to Emile Durkheim within a historical context. It will examine theoretical arguments between schools of thought in the field. Students will survey approaches to the idea of civil society from cultural and historical perspectives.

**CED 812 Theory of CED II: Social Theory** (3 credits)

This course compares the definitions of community economic development and other economic development policies and strategies, exploring the meaning and significance of theory in CED. It focuses on the understanding of the structure of social theory from a cross-disciplinary approach. Topics include theories of social economy, social policy, analysis of poverty, civil participation, theories of democratic organization and civil society. Prerequisite: CED 811.

**CED 813 Theory of CED III: Theory, Policy and Practice** (3 credits)

Key terms of CED theory, policy and practice are viewed in the theoretical perspectives of the social sciences. Topics include expected outcomes and consequences of CED, planned versus automatically occurring CED, stages in CED process and relevance to theory, alternative economics and CED, theory of the market and CED, changes in the definition of CED as experienced in this course and testing relationships among phenomena in CED. Prerequisite: CED 812.

**CED 814 Contemporary Economic Theory** (3 credits)

CED 814 is a required survey course on economic theory, economic principles, and their application to community economic development policy and strategy. The course is designed to equip advanced students with an understanding of applied economics. Students will examine the economic problems faced by communities and explore analysis, policy and practice strategies to address them. A variety of community economic development paradigms, ranging from traditional to community-based, are examined in the context of the applications of contemporary economic theory. CED 814 is usually offered online over two semesters. The course also prepares the students for advanced topics in development and economics that are part of the doctoral program core.

**CED 815 Social Inequality** (3 credits)

Social inequality is at the core of community economic development policy and practice. Therefore, this course is designed to make a major contribution to the professional preparation of doctoral and advanced M.A. students. We will achieve this by means of a thorough review of the current literature and an examination of how social scientists, policy makers, and practitioners conceptualize and address (or fail to address) social inequality. The basic premise of this course is that any doctoral dissertation in CED policy and research must address, at some level, social inequality. In this context, students will benefit from a course devoted to the major problems they will be addressing in their dissertation work.

**CED 851 Seminar in CED** (3 credits)

This course involves the development and presentation of students' papers and the quality of discussions in the classroom setting. Occasionally, visitors and faculty will also present papers for discussion.

**CED 855 Urban Development: Theory and Practice** (3 credits)

Urban development theory, policy and practice provides background for critical understanding of the urban development process and its theoretical underpinnings in both developing and developed countries. It studies cities within the intellectual framework of international development theory and urban planning theory and policy, paying special attention to regional perspectives. It examines approaches of international agencies to understand how international development theories translate into donor policies and how they are operationalized in the field. Case studies are used to examine the evolution of cities in different contexts. The course encourages debates of politics and planning in cities from the perspectives of theory, policy and practice. Topics include urban planning, postmodernism, global population change and urbanization.

**CED 858 Policy Analysis and CED** (3 credits)

Policy Analysis and CED addresses linkages among public, social and economic policies constituting the policy environment of CED. A review of theoretical approaches to policy analysis is covered. Case studies of environmental, health, educational, urban and poverty policies are presented. The government's role in the main domains of social programs, social regulation in consumer protection and protection of civil rights will be analyzed, as will the influence of grassroots politics, social movements and organizations on the policymaking process and policy outcomes.

**CED 860 Institutional Transformation of Development Organizations** (3 credits)

This course covers change and adaptation among the major development organizations in the United States and the international arena. The policies and activities of such selected foundations and international agencies as the Ford Foundation, the United Nations, the World Bank and Oxfam since the 1980s are reviewed. Connections between academic and political approaches to development will be observed as the backdrop of these international agencies' recent policies.

**CED 861 Nonprofit Management** (3 credits)

This is a skills course in organizational analysis. Approaches NPM from the perspective of what effective CDCs do well in core functions: organizational mission and governance; corporate structure and management practices; revenue performance and sustainability; and, contributions to CED. Student teams will use a survey instrument to query a client; develop an organizational analysis; prepare a professional report outlining action recommendations; and present it to the client's board.

**CED 862 Organizational Analysis** (3 credits)

This course is designed as an integrative experience for advanced graduate students with an interest in nonprofit and public administration to enhance theoretical knowledge and analytical skills. Organizational analysis of nonprofits is approached from the perspective of what successful CDCs and NGOs do well in core functions: governance; corporate structure; leadership and management practices; revenue performance and sustainability; and contribution to the field of CED. Students will work in teams and, in lieu of an exam, complete a course project --they may join a faculty-led team looking at a CBO, or work on a CBO in their community. As fieldwork, students will collect and review documents and data on the CBO, then use an interview schedule/survey to conduct structured interviews and focus groups to query the CBO's core players in governance, management, staff, and key community stakeholders. Drawing on their experiences, readings, fieldwork, class discussion, and analysis using an SPSS template, student teams will conduct an organizational analysis, prepare a professional report detailing action recommendations, and present it to the CBO. A comprehensive analysis may become part of a Masters of Arts thesis in nonprofit management with permission from the student's thesis supervisor.

**CED 863 Civil Society, Social Capital and Participation**

(3 credits)

This course addresses issues of a civil society and how they relate to social capital and participation in the CED policy and practice arena.

**CED 866 Globalization, States and the Community**

(3 credits)

The ever-changing relationship between globalization, states and communities is addressed in this course, and framed in terms of CED policy and practice.

**CED 881 Independent Study** (3 credits)

Enrollment in this course requires the written permission of the Academic Coordinator or the Associate Director of the School.

**CED 890 Dissertation Seminar** (0 credits)

Either CED 890 or CED 891 are required doctoral continuation registration for all doctoral students who have completed their comprehensives. CED 890 provides a forum for students to discuss their dissertation research before they are supervised by a dissertation committee chair. The CED 890 dissertation seminar is led by a different senior faculty member each year. Students may register for up to two terms of Dissertation Seminar. Students with a dissertation committee chair need the chair's permission to register for CED 890.

**CED 891 Doctoral Continuation** (0 credits)

This course is a required doctoral continuation registration for all doctoral students who have completed comprehensives, and are supervised by a dissertation committee chair. CED 891 registration is under the student's dissertation committee chair, who monitors timely progress through dissertation defense. Approval of all members of the dissertation committee is necessary for successful completion. Students generally register for two or three terms of doctoral continuation.

## School Counseling

**CNSL 520 School Counseling** (3 credits)

This course is an introduction to the field of counseling and clinical work within the school setting. This course will provide the student with the major perspectives, roles, and organizational principles of the school counseling profession.

**CNSL 620 Psychodynamic Interventions** (3 credits)

This course will provide theory and techniques to plan and carry out interventions from a psychodynamic perspective. Students will learn how to access an individual's personality structure and how to help move an individual towards healthy development and integration. Primary dynamic perspectives, such as Freud, Erikson, Adler, Mitchell, Greenspan and others will be covered in detail. Prerequisite: DEV 547. Open to counseling/psychology students only.

**CNSL 630 Cognitive-behavioral Interventions** (3 credits)

This course will cover the primary theories and intervention strategies for developing and implementing cognitive-behavioral interventions. Major theories, such as Rational-Emotive Therapy, Cognitive Therapy among others, will be explored. The appropriate use of cognitive based interventions will be discussed, including which interventions to use for specific behaviors. Prerequisites: DEV 543. Open to counseling/psychology students only.

**CNSL 640 Career Development** (3 credits)

Because most students will make several career or job changes during their lives, the purpose of this course is to teach students a decision-making process that can be used when making career-related decisions. Throughout the course, students will apply this decision-making process to a decision they are trying to make. Topics will include: self-assessment of interests, values, and skills; how to gather educational and occupational information; exploring decision-making strategies; the lifelong nature of career planning; and planning an effective job search campaign. Open to counseling/psychology students only.

**CNSL 650 Group Counseling** (3 credits)

The course provides an overview of prevailing group counseling models in various settings. The focus is placed upon theory, research and practice, goals and purpose, leader's role, intervention methods, selection of group members, and practice skills necessary for competent leadership. Each student is required to participate as a member of a counseling group under the supervision of the instructor. Prerequisites: DEV 565. Open to counseling/psychology students only.

**CNSL 660 Clinical Assessment with Adolescents and Adults** (3 credits)

The primary diagnostic methods, assessment tools, and clinical interview strategies will be covered in this course. An in depth understanding of the organization, structure, and philosophy behind classification systems will be explored. The use and abuse of diagnostic classification and assessments will be covered in detail. Prerequisites: DEV 547. Open to counseling/psychology students only.

## Child Development

### **DEV 520 History and Philosophy of the Child Study Movement** (3 credits)

The student is exposed to the historical, cultural and philosophical foundations of child development theory and practice. The work of Rousseau, Freud, Froebel, Montessori, Pestalozzi, Dewey, among others are examined. The history of early childhood programming as a distinct field outside of formal educational institutions as well as the role of programming within formal education is covered. Tensions in educational philosophy and approach between the early childhood community and the larger educational community are examined in depth. Students begin to develop the necessary skills for a scientific and dynamic understanding of child development. Such skills will assist students in the formation of informed independent opinions and a well integrated perspective.

### **DEV 540 Language and Cognitive Development** (3 credits)

The purpose of this course is to provide students with an understanding and a working knowledge of both the content and processes of cognitive and language development in children from birth through eight years of age. The primary focuses of the course are understanding different theoretical frameworks: (1) examining sequences and variations in the processes of cognitive change; (2) the interaction between the child and the social context; (3) the interaction of cognitive development with children's symbolic representation of knowledge particularly language development; and (4) the role of play in the development of cognition and language. Students learn how to conduct and report observations of children's thinking and learning. They also learn to apply different theories of cognitive development and to recognize their implications for practice with children of differing needs and abilities in a range of programs in culturally diverse settings.

### **DEV 543 Cognitive Development of Adolescents and Adults** (3 credits)

This course provides in-depth study of psychological theories and research focusing on learning and development in adolescence and adulthood.

### **DEV 545 Psychosocial Development** (3 credits)

This course focuses on young children's emotional and social development from birth through age eight, stressing the interaction of biological, psychological, and social forces. Major themes include how young children experience themselves and others; the role of parents, families, caregivers, peers, and teachers in children's psychosocial development; and the socialization of young children to respond adaptively to the contexts and cultures they live in. Students are expected to acquire a working knowledge of the emotional and social domains of development through the integration of natural observation of infants, preschoolers, and school-aged children with relevant theory and research.

### **DEV 547 Personality Development** (3 credits)

Facts and principles of personality study. Nature of personality, its structure, development, expression, and measure-

ment. Exposition and evaluation of personality study methods with critical review of traditional and modern theories of personality.

### **DEV 550 Administration of Child Development Programs** (3 credits)

This course provides students with skills in supervising and administering child development programs. Basic competencies of administrators are reviewed, such as law, licensing, personnel, budgeting, and corporate structures. Students are also introduced to governmental and non-governmental structures, public funding and grant writing.

### **DEV 560 Family and Culture** (3 credits)

The transition from adolescence to adulthood is covered in this course. The role of parenting in adolescent and adults is viewed from a developmental perspective. Varying family structures, sibling relationships and familial and community relations, including communication and interaction with families from a variety of cultural and socio-economic backgrounds and families with children facing a variety of developmental challenges are covered. Prerequisite: DEV 545.

### **DEV 565 Play** (3 credits)

This course provides students with an understanding of the critical role play has in a child's life. Play is the primary means for learning and development, an important method of assessment and a tool for intervention. Students learn how to assess play between a child and parent/adult, a child within a group, and a child's solitary play. Prerequisite: DEV 560.

### **DEV 570 Developmental Psychopathology** (3 credits)

This course will examine the development of psychiatric disorders in children, adolescents, and adults. Students will become familiar with diagnostic systems and how to use them to inform practice.

### **DEV 601 Child Assessment** (3 credits)

This course provides students with a basic understanding of the assessment of young children from birth to eight years of age. The primary goals for the course are (1) the purpose and processes of a variety of assessment methods currently used to evaluate learning and development of young children and (2) challenges in assessing young children from developmental, educational, psychological, and cultural perspectives. Students will learn principles of appropriate assessment, acquire a working knowledge of basic measurement concepts, and gain understanding of the methods of interview, observation, standardized testing, and alternative assessment approaches for young children. Prerequisite: DEV 560.

### **DEV 610 Practicum I** (3 credits)

Students are required to develop and implement two products and/or experiences and document a leadership role in the area of concentration. Students complete a detailed proposal or plan of study on their goals, product, audience, follow-up, etc., for this practicum. The purpose of this practicum is to encourage the student as a researcher, clinician, and leader in child development and to encourage the integration and application of course work. This 12-month practicum is completed under the supervision of a field supervisor and the student's advisor.

### **DEV 615 Practicum II** (3 credits)

This 12-month practicum provides advanced counseling experience under supervision in a school setting and attending an on-campus seminar. Students will continue to gain expertise in planning, implementing and evaluating clinical interventions in the school and community. Prerequisite: DEV 610.

### **DEV 650 Practicum III** (3 credits)

Students wishing to continue their studies and pursue licensure as a mental health counselor are required to take a third practicum. During this practicum, students will continue to refine their skills as clinicians working with children, families, and/or adults. The total number of hours required for this practicum will be factored on individual student basis based on prior course and fieldwork experience.

## **Common D.B.A. and Ph.D. Doctoral**

### **DOC 890 Doctoral Colloquium** (3 credits)

The doctoral colloquium provides a forum for students to discuss their dissertation research and to help monitor timely progress toward completion of the dissertation. After completing research and the final draft of the dissertation and receiving the approval of the chairperson, the student makes an oral presentation defending this or her dissertation for the committee and any other interested individual. Approval of all members of the dissertation committee is necessary for successful completion of the doctoral program. Students generally register for a minimum of three terms of doctoral colloquium.

## **Economics**

### **ECO 500 Managerial Economics** (3 credits)

Managerial economics involves applying economic theory and using the tools of decision science to examine how an organization can achieve its objectives most efficiently in the face of constraints. Prerequisites: QSO 510. Background preparation: 6 credit hours in mathematics and 3 credit hours in microeconomics, macroeconomics and statistics or equivalent.

### **ECO 610 Fiscal and Monetary Policies and Practices** (3 credits)

Students in this course examine the performance of the national economy and its impact on a firm. Students analyze the formulation and impact of monetary and fiscal policies and their relationships with money and capital markets. Prerequisites: Background preparation: 6 credit hours in economics.

## **Field-based Graduate Program in Education**

### **EDGR 600 ProFile Seminar** (1 credit)

This seminar is taken at the start of the program and is a prerequisite for admission into the graduate program. Students determine how the program best serves their professional goals and meet with faculty to determine whether these goals can be met. Students in this seminar are oriented to the program and begin to shape their courses of study and future integrative activities.

### **EDGR 601 Action Research Practicum I** (1 credit)

This seminar reviews the entire Action Research process and sequence. Students are expected to begin conceptualizing their practicum topics and developing research questions specific to their work environments.

### **EDGR 602 Action Research Practicum II** (1 credit)

This seminar continues the Action Research process through collegial networking and discussion. Students address literature and research reviews and develop data collectors for researching their environments. The concept of triangulation to maximize the reliability of developed assessment tools is stressed as part of the research design.

### **EDGR 603 Action Research Practicum III** (1 credit)

Students in this session begin collecting data using the tools they developed in the previous seminar. This collection occurs over a period of time to ensure complete acquisition of data and assessment information. Networking with classmates to draw upon the “collective genius” of the cohort is part of the process.

### **EDGR 604 Action Research Practicum IV** (1 credit)

Students examine in detail the information they have collected for their studies. Trends are identified and options for change are discussed. Students identify and implement plans of action.

### **EDGR 610 Dimensions of Curriculum and Management** (3 credits)

This course examines the knowledge and skills a professional educator needs to exercise leadership in curriculum development, implementation and assessment.

### **EDGR 615 Curriculum and Management Decision Making** (3 credits)

In this second-level course, processes involved in curriculum implementation are stressed, practiced and related specifically to students’ school settings or education environments.

### **EDGR 620 Dimensions of Teaching and Instructional Technology** (3 credits)

Is teaching an art or a science? In what ways can it be enhanced through technology? Course participants investigate the act of teaching and the integration of technology to construct relevant learning experiences for themselves and their students.

### **EDGR 625 Teaching and Instructional Technology Applications** (3 credits)

This second-level course intensifies the effort to determine the best processes for integrating varying forms of instructional technology into different disciplines and environments on behalf of students.

### **EDGR 630 Dimensions of Assessment and Evaluation** (3 credits)

How are assessment and evaluation part of the learning process? What works in assessment? Participants in this course examine assessment and evaluation approaches and give special attention to developing products, such as Portfolio.

**EDGR 635 Applications in Assessment and Evaluation**

(3 credits)

Students apply forms of assessment and evaluation learned in the first-level course to their own classrooms, school buildings or education systems.

**EDGR 640 Dimensions of Leadership and Organization**

(3 credits)

Are teachers leaders? How has the role of the school administrator evolved? Students in this class examine the body of leadership research within the context of educational organizations and explore the relationship between leadership style and educational leadership.

**EDGR 645 Challenges in Leadership** (3 credits)

How can educators use their leadership styles on behalf of their students. This course provides an in-depth exploration of the processes of maximizing educators' skills to effect positive change in classrooms or other educational settings.

**EDGR 650 Dimensions of Learning and Development**

(3 credits)

Learning is the process of constructing meaningful connections. Class participants explore and apply theories of learning and human development in the context of educational settings.

**EDGR 655 Learning and Development Applications**

(3 credits)

Though we know the developmental stages of the children with whom we work and the adults with whom we interact, how do we maximize those efforts in real life? This class explores in-depth the processes involved in interactions with children and adults in order to ensure progressive change.

**EDGR 690 Capstone Seminar** (1 credit)

This seminar is taken in the final stage of the program. It provides an opportunity for students to celebrate the professional milestones that they have achieved as they complete the master of education program. This also is the occasion for extending and celebrating professional growth by sharing key insights or research results from the practicum with the professional community.

**Master of Education****EDU 501 Methods of Teaching Reading** (3 credits)

This course examines reading process, current procedures and materials, including basal, whole language, language experience, thematic teaching, literature-based instruction, instructional software, strategy instruction for developing students' word analysis/word recognition skills, comprehension and vocabulary abilities, meta-cognitive skills, integration of reading and writing and literacy evaluation strategies for the elementary classroom. Offered as needed only for students who entered the university prior to 2003-2004.

**EDU 502 Methods of Teaching Language Arts**

(3 credits)

This course focuses on the role of language as communication in the child's elementary school years. Emphasis is

placed on an integrated approach to teaching the language arts - speaking, listening and writing. Field experience in addition to two-and-a-half hours of class each week may be required. Offered as needed only for students who entered university prior to 2003-2004.

**EDU 503 Methods of Teaching Elementary Mathematics**

(3 credits)

This course focuses on the concepts of mathematics that are taught in grades K-6 and the current methods of teaching that content, including experience with manipulative materials. Prerequisites: EDU 521, EDU 533, PSY 521 or permission of instructor and 6 credits of college math. NH State requirement for 609.01 (1) (8). This course requires full acceptance into M.Ed. program.

**EDU 504 Integrated Curriculum Methods** (3 credits)

This course presents the elements of course design, such as lesson plans, materials development and the use of methods appropriate for the elementary grades. Emphasis is placed on the theoretical principles and practical skills that serve as a basis of integrating social studies, art, music and physical education instruction in the elementary classroom. Offered as needed only for students who entered the university prior to 2003-2004.

**EDU 510 Designs for Effective Middle/Secondary Teaching** (3 credits)

This is a required, competency-based course for middle/secondary education majors that focuses on developing teaching effectiveness in instruction, organization and communication. The content and field experiences are designed to develop competencies in lesson planning, questioning techniques, learning styles, cooperative learning, student evaluation, classroom management and the use of AV equipment. Field experiences are required. Offered as needed only for students who entered university prior to 2003-2004.

**EDU 511 Methods of Teaching in Secondary Schools**

(3 credits)

This course is a subject-specific application of the laboratory approach to teaching in the secondary school. Emphasis is placed on the teacher as a facilitator of learning; the structure of the teaching unit, mini-unit and lesson plan; instructional planning; practice in selecting and organizing content; innovative procedures; the handling of disciplinary problems; and the use and ability to handle audio-visual machines. Includes field experience and a related seminar. Offered for students who entered the university prior to 2003-2004.

**EDU 520 Introduction to Educational Research**

(3 credits)

This course provides an introduction to methods of educational research. Students will become familiar with both qualitative and quantitative methods, experimental and non-experimental research designs, and different types of research studies. An emphasis will be placed on understanding, interpreting, and critiquing educational research.

**EDU 521 Exploring the Principles of Education**

(3 credits)

This course offers practice in identifying and developing basic beliefs and values while assessing contemporary philosophies. It includes a study of the history and current issues of education in America. Prerequisite: NH State requirement for 609.01 (9).

**EDU 532 Technology Application for Educators - Basic Level** (3 credits)

This course is an examination of the state of technology in elementary and secondary schools. Students will develop skills in using technology for word processing, database, spreadsheets and desktop publishing and learn how to integrate technology in their classrooms and in curriculum development. Classroom methodologies and management will be discussed. Students will develop lesson plans and goals for classroom implementation. This basic-level course is for those students who have had little or no computer experience. Offered as needed only for students who entered the university prior to 2003-2004.

**EDU 533 Learning Through Technology** (3 credits)

In this course, students will develop the knowledge and skills to use technology to enhance student learning and achievement. This course also introduces students to learning targets (standards/outcomes) and a general model of curriculum development, implementation and assessment.

**EDU 547 Curriculum Development** (3 credits)

This course is a comprehensive, practical basis for preparing school administrators and teachers to be knowledgeable, creative and effective curriculum planners. Students will develop a working model for implementing a planned change or innovation, based on the ideologies of curriculum design. Prerequisite: EDU 520, and completion of 12 credits in EDU, PSY, RDG, or SPED. This course requires full acceptance into the M.Ed. program.

**EDU 550 Educational Assessment** (3 credits)

This course focuses on the forms and appropriate use of educational assessment. Students construct and administer an assessment tool to elementary/secondary students and then analyze the resultant data. Students examine the uses of assessment at the individual, class and school levels, particularly the New Hampshire statewide assessment and published norm-referenced tests used in the special education referral and placement process. This course examines a variety of assessment techniques for evaluating and documenting student performance and progress toward desired outcomes.

**EDU 551 Integrated Elementary Curriculum: Instruction and Curriculum** (3 credits)

Using K-8 science education as a context, this course introduces the principles of the integrated curriculum, assessment strategies, and methods of instruction. Students will develop an understanding of developmentally appropriate teaching and classroom management for the early elementary years. Field Experience: 20 hours. Prerequisites: RDG 503 and EDU 503. NH State requirement for 609.01 (6) (7). This course requires full acceptance into M.Ed. program.

**EDU 552 Curriculum, Instruction & Assessment Middle and Secondary** (3 credits)

This course is an introduction to curriculum, instruction and assessment for teaching content in grades 4-12. Using social studies education or English education as the context, this course investigates developmentally appropriate teaching and classroom management for adolescent learners. Curriculum development, a variety of assessment tools, and instructional strategies will be covered. Field Experience: 20 hours. Prerequisite: RDG 504. NH State requirement for 609.01 (3) (5) (8) (9) (10). This course requires full acceptance into M.Ed. program.

**EDU 560 Methods of Teaching English in Middle and High Schools** (3 credits)

This course helps prepare students to teach English in middle and high schools. It emphasizes integration of all language arts including reading and literature, speaking and listening, writing, and viewing. Students will learn how to select appropriate reading materials; prepare mini, daily, and unit lessons; organize collaborative learning; and design writing assessment. Students will explore current theories of teaching English, especially theories of teaching writing. Classroom management will also be discussed. Prerequisites: EDU 521, PSY 521, SPED 501 and all NH State 612 requirements. This course requires full acceptance into M.Ed. program.

**EDU 565 Methods of Teaching Social Studies in Middle and High Schools** (3 credits)

This course helps to prepare students to teach history, civics and government, and social science areas in grades 5 through 12. The course will cover basic teaching models, techniques of implementation, curriculum planning, writing lesson plans, alternative learning models, strategies for classroom control, evaluation, testing and assessment methods, writing across the curriculum, reading and writing for history and/or political science. Prerequisite: EDU 521 and all NH State 612 requirements. This course requires full acceptance into M.Ed. program.

**EDU 570 Practicum in Curriculum and Instruction** (3 credits)

Students are required to develop and implement two products and/or experiences and document a leadership role in the area of curriculum. Students complete a detailed proposal or plan of study on their goals, product(s), audience, follow-up, etc., for this practicum. The purpose of this practicum is to encourage the teacher as a researcher and leader in curriculum development and to encourage the integration and application of course work. The practicum is completed during the semester under the supervision of a school district administrator and the student's advisor. This course is an option in the Curriculum and Instruction program. Prerequisites: EDU 547, EDU 601. This course requires full acceptance into M.Ed. program.

**EDU 571 Practicum in Curriculum and Instruction** (6 credits)

All teacher education majors seeking certification will participate in 16 weeks of full-time practice teaching at nearby

schools. During the 16 weeks, the student teacher receives close and continuous supervision and guidance from teaching personnel at the school and by a member of the Southern New Hampshire University faculty. This course also includes a weekly seminar at the university. Prerequisites: Students shall be registered for this course upon: 1. Acceptance into Student Teaching, and 2. completion of all degree coursework. Applications to student teach are due one year in advance: December 15 for fall and April 15 for spring.

#### **EDU 575 Teaching Elementary Life Science (3 credits)**

This SNHU Online course is designed to enhance students' understanding and teaching of life science. The eight modules are based on an inquiry/constructivist learning approach that examines multimedia resources through interactive lessons, readings, and multimedia assets drawn from digital libraries and from high-quality media resources. The course is appropriate for K-4 teachers, student teachers, parents and school administrators.

#### **EDU 582 Risk Factors in Educational Achievement (3 credits)**

This course examines a variety of factors that affect academic achievement for students from high school through the post-secondary level. Issues such as race, ethnicity, gender, ability, class, socioeconomic status, sexual orientation, and culture will be considered. The course includes a field experience. Field Experience: 20 hours. Prerequisites: EDU 521 and PSY 521.

#### **EDU 601 Research Seminar (3 credits)**

This course provides a review of research design and methods. Students will develop a research question and design a basic, applied, action or instrumental research project related to their professional interests. Prerequisites: EDU 520, completion of 12 approved credits from program plan and permission of the instructor. This course requires full acceptance into M.Ed. program.

## **Teaching English as a Foreign Language**

#### **EFL 501 Language Learning and Acquisition (3 credits)**

This course explores contemporary knowledge about first and second language acquisition, including the influences of age, environment and motivation; learning styles and multiple intelligences; and learner language and inter-language.

#### **EFL 502 Assessment (3 credits)**

This course provides an introduction to proficiency, achievement, diagnostic and placement testing in respect to listening, speaking, reading, writing, grammar, and vocabulary. Principles of test construction, reliability, and validity are examined. The use of student portfolios in the EFL classroom and self-assessment and observation techniques, including checklists and anecdotal reports, also are covered.

#### **EFL 503 Descriptive Linguistics of American English (3 credits)**

This course covers two major areas. The first is the American English sound system. Students will learn the basics of AE phonetics and phonology, including vowels, consonants,

diphthongs, pitch, and stress; place and manner of articulation; and international phonetic alphabet (IPA). The second is American English grammar. Students will learn the basics of AE morphology and syntax, including parts of speech, words and their constituents, inflection, sentence types, sentence diagramming, surface and deep structure, and transformational process.

#### **EFL 504 Introduction to Curriculum Development, Design and Implementation (3 credits)**

Topics include curriculum, syllabus and lesson planning, with emphasis on observable performance objectives; lesson stages and principles of effective EFL lesson construction; effective procedures for choosing, editing, evaluating, and managing EFL lesson content; long-term lesson planning; teacher roles in the classroom; and principles and techniques for teaching mixed-proficiency level classes.

#### **EFL 505 Overview of TESOL Methodology (3 credits)**

While the emphasis will be on "Communicative Language Teaching," specific methods and approaches to be explained include Grammar Translation, Audio-Lingual Method, Total Physical Response, Natural Approach, Language Experience Approach, Literature-Based Approach, Phonics, Whole Language, Community Language Learning, Suggestopedia, Silent Way, Cognitive Academic Language Learning, Content- and Theme-Based Instruction, and Computer Assisted Language Learning.

#### **EFL 523 Listening and Speaking Techniques (3 credits)**

This course explains and describes listening and speaking activities and techniques for students with varying proficiency levels in a variety of learning situations, and includes teaching simulations by the instructor and practice teaching by the participants.

#### **EFL 525 Reading and Writing Techniques (3 credits)**

This course explains and describes reading and writing activities and techniques for students with varying proficiency levels in a variety of learning situations, and includes teaching simulations by the instructor and practice teaching by the participants.

#### **EFL 531 Pronunciation Techniques (3 credits)**

The course begins with a review of the International Phonetic Alphabet (the IPA) and the American English sound system and proceeds to a diagnosis of individual student pronunciation problems. Explanations and descriptions of techniques to improve pronunciation and activities to teach proper formation of consonants, vowels, and diphthongs will be given. Practice with connected speech, word/sentence stress, and intonation patterns will be emphasized through drama related activities. Also included are issues of first language interference and the design and implementation of lessons and curricula.

#### **EFL 536 Content-based Instruction (3 credits)**

This course focuses on sheltered instruction and methodology for the K-12 environment, but the principles are applicable to other CBI contexts as well.

### **EFL 537 Computer-assisted Language Learning**

(3 credits)

This course provides an overview of research, practice and critical issues involved in CALL as well as other technology-enhanced environments. Students learn the use of Internet, E-Mail, MS Word, MS PowerPoint, and MS-FrontPage as tools for EFL/ESL instruction and constructing portfolios.

### **EFL 540 Socio-Cultural Context of Language Teaching**

(3 credits)

Topics include sociolinguistics, regional variation, and cultural diversity as they apply to TEFL/TESL. A unit on the history of the English language is also included.

### **EFL 599 Supervised Practice Teaching**

(3 credits)

Participants will have the opportunity to teach a wide variety of courses in the Manchester area. Opportunities involve teaching children as well as adults, life skills as well as academic English, etc. Participants will first meet as a class for lesson design, development, and preparation. Requirements for state certification are different from those for Master-only students.

## **Teaching English as a Second Language**

### **ESL 501 Issues in Teaching Language**

(3 credits)

This course provides an overview of current language teaching methods. Through a combination of lectures, demonstrations and readings, participants will learn to match teaching methods to the goals of teaching children, adults, individuals and/or whole classes. Participants will explore ways of teaching speaking, listening, reading and writing in a second language, as well as ways to integrate content, literacy, cognitive development and culture into language teaching.

### **ESL 502 First and Second Language Acquisition**

(3 credits)

This course examines the nature of first and second language development. Topics include observed processes of early language acquisition, bilingualism and second language acquisition by children and adults and their applications to language teaching. The course provides an overview of current theories and models of language acquisition, including the possible effects of first language transfer and the role of universal principles.

### **ESL 506 The Socio-Cultural Context of Language Teaching**

(3 credits)

This course examines variations in language with special references to linguistic and ethnic minorities in the U.S., including how variation affects literacy development. Teaching and learning behaviors are shaped by the assumptions, values and conventions acquired through family, community, society, culture and prior school experiences. Participants explore the socio-cultural influences on teachers' and students' expectations and performances in the school setting. The implications of theoretical perspectives on effective curriculum and teaching practices for ethno-linguistically diverse students will be examined.

### **ESL 520 Language Analysis**

(3 credits)

Participants examine the nature of language; in particular, they examine the syntax, phonology and morphology of English. The focus is on the application of linguistic knowledge to teaching second and foreign languages, when and how to teach grammar and ways to integrate grammar into a communicative curriculum. Participants will examine the development of the English language and its effect on written and spoken language.

### **ESL 542 Curriculum and Assessment I**

(3 credits)

In this course, students will examine the development and administration of educational programs for second language students. Participants explore the issues involved in developing effective curricula for ESL programs and/or learners. Students will then develop a curriculum and investigate suitable assessments for various purposes, from standardized tests to alternative assessments. Prerequisites: ESL 501, ESL 502, ESL 506 and ESL 520.

### **ESL 543 Curriculum and Assessment II**

(3 credits)

This course will continue the work started in ESL 542 and must be taken in conjunction with ESL 571 Clinical Experience. Students who have investigated the process of curriculum development and the issues surrounding assessment of LEP develop appropriate instruction programs and curricula that meet the specific education needs of their students and meet the required state and federal guidelines. Participants will try out, modify and implement their curricula in their clinical settings. Prerequisite: ESL 542.

### **ESL 571 Clinical Experience**

(3 credits)

This course must be completed in conjunction with ESL 542. The purpose of the clinical experience is to encourage the teacher as leader in the education of second-language students. The course gives participants an opportunity to integrate and apply the content of the course work. Using a Professional Development School Model, participants will work in a team with an ESL teacher and a member of the faculty to create and implement appropriate curricula using current methods and approaches. Finally, students explore issues of program administration, advocacy and collaboration with other educators, administrators and parents.

### **ESL 572 Individualized Practicum**

(3 credits)

This course is intended for those students who wish to obtain certificates. The course content is twofold: a one week (all-day) classroom experience under the guidance of a mentor-teacher and individual seminars with a faculty advisor. The seminars will focus on issues that pertain to the student's individual interests, such as curriculum and assessment issues in teaching ESL, teaching English abroad and assisting in the classroom as a paraprofessional.

## **Finance**

### **FIN 500 Financial Management**

(3 credits)

This course is a study of financial decision-making in a firm, including its relationship to financial markets and institutions. Prerequisites: ACC 500. Background preparation: 6 credit hours in economics.

**FIN 610 Short-term Financial Management** (3 credits)

The course covers traditional working capital topics, including liquidity analysis and management, inventory, and receivables and payables management. Additional emphasis is given to core cash management, payment systems and banking relationships. Other topics include cash forecasting, short-term borrowing and risk management. Prerequisite: FIN 500.

**FIN 620 Money and Capital Markets** (3 credits)

This course analyzes processes within the U.S. financial system. Students study the nature of its major participants and their objectives and procedures for assessing opportunities and pricing risk. Students also analyze the role of the financial system in the allocation of credit to different sectors, its responsiveness to economic activity and its continuous adaptation to changing needs. Emphasis is placed on the role and functions of the Federal Reserve System. Prerequisite: FIN 500.

**FIN 630 Capital Budgeting and Financing** (3 credits)

This course first addresses advanced topics in capital investment, including determination of cash flows, capital budgeting under risk, replacement decisions, and inflation and capital decisions. The second half of the course focuses on capital financing and structure and includes topics in financial leverage, financing sources, dividend policy, cost of capital and valuation. Prerequisite: FIN 500.

**FIN 640 Investment Analysis and Portfolio Management** (3 credits)

Students study the techniques used to assess the value of securities and the methods used in the management of investment portfolios. Stocks and bonds are discussed in terms of valuation, risk-return measurement, diversification and other aspects of portfolio theory. Prerequisites: FIN 500 and QSO 510.

**FIN 645 Analytical Tools in Portfolio Management** (3 credits)

This course is an application-oriented review of the finance theory, techniques and strategies that are essential to portfolio management. Topics include optimization procedure, currency risk hedging, asset allocation and others. Prerequisite: FIN 640 (may be taken concurrently).

**FIN 650 Investment Analysis – NASD Series 7** (6 credits)

FIN 650 is a specialty finance course designed for students with a strong interest in the financial services industry. The course will prepare students to write the NASD Series 7 examination, an important credential and requirement to work as a registered representative at a broker-dealer. The course will cover topics related to the investment brokerage field, including securities investments, securities rules and regulations, customer accounts and investment companies. Prerequisite: FIN500 or permission of Instructor.

**FIN 660 Creating Value Through Mergers and Acquisitions** (3 credits)

This course is a corporate finance elective intended to extend and further develop the long-term investment and financing

topics introduced in Fin 500 Financial Management. The course focuses on applied managerial decision-making, and is designed for students seeking a more thorough understanding of the economic analysis of mergers and acquisitions and the effect capital structure decisions have on firm value. Topics addressed include advanced techniques in capital budgeting, firm (division) valuation, capital structure, firm (division) cost of capital, and quantitative risk assessment. Prerequisite: FIN500.

**FIN 670 Options Analysis and Financial Derivatives** (3 credits)

Modern option valuation and analysis is applied to equity options and fixed-income derivatives in this course. Applications and related topics include the term structure of interest rates, forward contracts, futures contracts, interest rate caps, floors and swaps and convertible bonds. Prerequisites: FIN 500.

**FIN 690 Financial Econometrics** (3 credits)

This course focuses upon the fundamental statistical tools used in contemporary financial analysis both in academia and in the real world of finance itself. The course will involve both a theoretical development of the techniques as well as empirical applications. The applications will involve computer printouts with an emphasis on the SPSS statistical package and the EViews statistical package. The course will begin with a review and extension for the classical linear regression model, including its development in matrix form. The remainder of the course will then explore modern time-series econometrics, which is especially relevant for finance. Prerequisites: FIN 500, ECO 500.

**FIN 700 Seminar in Finance** (3 credits)

This is an extensive survey of historic and contemporary finance literature to foster in students an appreciation of the development and current status of finance theory and issues relating to the current financial environment, application and practice. Students will have the opportunity to research topics of interest. This seminar should be taken as one of the final courses in the M.S. program. Prerequisites: FIN 500, FIN 610, FIN 640, INT 620 and FIN 630 or FIN 660.

**Graduate Language Studies****GLS 470 Writing the Research Paper** (3 credits)

This course provides the skills necessary to produce a secondary research paper at the graduate level. Preceded by a review of essay writing employing the writing process approach, step-by-step instruction is provided in electronic database searching, reading strategies, note taking, paraphrasing, summarizing, synthesizing and documenting sources using APA style. Course assignments allow students to experience the research process from narrowing the research focus and preparing a working bibliography, to developing a thesis statement and outline, writing and revising drafts, and editing the final copy.

**GLS 471 Mastering English Grammar** (3 credits)

This course focuses on correct usage of complex sentence structures and advanced grammatical forms as required to produce a graduate level paper. Topics addressed include combining ideas using subordination, identifying and correcting common sentence problems, and mastering verb tenses and verb forms. Samples of students' own writing are used to practice proofreading and editing skills. In addition, independent learning strategies such as using resources, self-editing and peer collaboration are practiced.

**GLS 472 Team Work and Oral Presentation Strategies** (3 credits)

In this course, instruction and practice focus on working effectively in teams to analyze cases, and plan and deliver presentations using PowerPoint. Employing topics that include career development, international negotiation, and environmental issues, strategies are introduced to facilitate oral communication in both group discussions and oral presentations. Self-assessment and group dynamics evaluation are practiced as strategies contributing to effective team work.

## Hospitality Administration

**HOS 550 Managerial Role in Hospitality, Tourism, Leisure, and Recreation** (3 credits)

Students are introduced to managerial roles in the fields of hospitality, tourism, leisure and recreation, and will create a personal portfolio of knowledge and skills that focuses on a management career in one of these industries.

**HOS 640 International Hospitality Operations** (3 credits)

The global nature of the hospitality industry continues to expand due to the development of technology, communication, transportation, deregulation, free markets and the growing world economy. This course expands on competencies and previous experience in hospitality operations through the application of competitive strategies, corporate structures, planning, systems and analysis to international hospitality operations.

**HOS 680 Hospitality Entrepreneurship and Development** (3 credits)

Students in this course learn about risk and failure in the hospitality industry and grow from the experience. The history, development and present state of different segments of the hospitality industry - lodging, food service and tourism - are studied to facilitate the development of new ideas into feasible business concepts. Students will explore theory and focus on developing a creative and realistic business plan for a new venture in the hospitality industry. Prerequisites: ACC 500, FIN 500, QSO 510, MKT 500, OL 670 and OL 690.

**HOS 690 Tourism Planning and Economic Development** (3 credits)

This course involves the development of competencies that help identify, synthesize and analyze the economic, social-cultural, regulatory, political-legal, technological and environmental forces that impact the planning and development of the tourism product. Prerequisite: HOS-550, MBA-500 or MBA-510

**HOS 700 Seminar in Services Management** (3 credits)

Past, present and future trends in the lodging, food service and the travel and tourism industry are identified and analyzed. Current research in the hospitality and tourism industry and related disciplines, is presented, reviewed and discussed. Prerequisite: HOS-550, MBA-500 or MBA-510

**HOS 710 Hospitality and Tourism Project-I** (3 credits)

Students learn to identify a problem or need and about the elements of a project in the hospitality and tourism industry. This is the first course in a two-course sequence in which students work on the design and proposal of a hospitality and tourism related project. Prerequisite: MBA-500 or MBA-510

**HOS 720 Hospitality and Tourism Project-II** (3 credits)

This is the second course of the two-course sequence. The final report on the project is compiled in a document and must describe the project, the project objectives, actual activities and any changes that occurred during the project; address the methodology, the project results and objectives; and include an in-depth analysis and conclusion with recommendations for further project work. Prerequisite: HOS-710

**HOS 730 Thesis I** (3 credits)

Students will identify an area of research interest and develop, write, and defend a proposal that should include the purpose, scope and significance of the research; a critical review of the literature supporting the study and proposed methodology to conduct the study. This is the first course in the two-course sequence. Prerequisite: MBA-500 or MBA-510

**HOS 740 Thesis II** (3 credits)

Students will conduct and complete research and present the research to a designated faculty committee for final approval. This is the final part of the two-course sequence. Prerequisite: HOS-730

## International Community Economic Development

**ICD 501 Accounting** (3 credits)

This is an introductory course that covers basic financial information, reporting and control in community-based enterprises and nonprofit organizations. This course draws upon cases taken from nonprofit organizations. It addresses the needs of the development practitioner who has had limited exposure to accounting procedures. Prerequisite: CED 400 or equivalent.

**ICD 503 Surveys, Monitoring and Evaluation** (3 credits)

In addition to presenting a variety of community survey techniques, management information systems and evaluation methodologies, this course offers a strategy for participatory action research. Participants will work with local organizations to design and carry out a local community assessment. The final product of the course is a survey report.

**ICD 506 Sustainable Responses to Environmental Problems** (3 credits)

Many marginal communities have suffered the negative environmental consequences of national and international

economic development policies. Community groups often are not aware of the importance of their natural resources in building viable economies and are not aware of what they can do to protect the quality of these resources. This course looks at strategies for raising public awareness about environmental issues and offers local self-help initiatives to address these issues.

### **ICD 506A The Politics of Sustainable Development**

(3 credits)

This course explores the politics of sustainable development, with an emphasis on the implications of models of development based on the Western historical experience for the goal of achieving sustainable development in developing countries. Students will spend a substantial portion of the course playing and evaluating their own performance in *Strategem*, a computer-assisted simulation game developed originally for the U.S. Agency for International Development, in which players assume the roles of government ministers in a developing country and attempt to chart a course of sustainable development for that country over a period of fifty years. This is a writing intensive course. Cross listed with POL 304 and ENV 304.

### **ICD 507 Housing and Land Use** (3 credits)

This course summarizes primary trends in the global phenomenon of urbanization as it affects the Third World. Students examine the major issues concerning affordable shelter for the urban poor and develop tools for assessing shelter quality and needs at the local level.

### **ICD 508 Development Finance** (3 credits)

This course explores financial institutions and financial intermediation in developing countries. Special emphasis is placed on the design and operations of development finance institutions and how they can promote community-based economic development initiatives. Prerequisite: ICD 501.

### **ICD 509 Financial Management** (3 credits)

Students examine issues of financial management in community organizations, including understanding financial information, operations and planning; making and understanding investment decisions; and balancing financial and social benefits. Prerequisite: ICD 501.

### **ICD 511 Social Planning and Policy for Developing Countries** (3 credits)

This course provides a general orientation to the program planning issues of developing countries. The course covers a number of management and policy issues surrounding the administration of community health and social service programs. Participants explore a variety of models for carrying out community-based service programs.

### **ICD 512 Cooperative Development** (3 credits)

Participants examine a number of producer, consumer, credit, housing and marketing cooperatives, including how they were formed and how they are managed. Discussion will center on the benefits and burdens of using a cooperative as a development tool. Prerequisite: ICD 501.

### **ICD 513 Policy Analysis and CED** (3 credits)

Policy Analysis and CED addresses linkages among public, social and economic policies that shape the CED environment. The government's role in the main domains of social programs, social regulation in consumer protection and protection of civil rights will be analyzed, as will the influence of grassroots politics, social movements, and organizations on the policymaking process and policy outcomes. Case studies will focus on policy issues that CED practitioners face daily, such as poverty, income security, environment, education, health and economic empowerment.

### **ICD 514 Gender Issues in CED** (3 credits)

An important element in CED policy and community-based development initiatives is how families gain their livelihoods. Women play a pivotal role in decisions about family health, income, shelter and education. These decisions have financial implications. A viable community must assure that there are policies and institutions in place to support women in these decisions. This course examines such policies and institutions.

### **ICD 515 Organizational Management for Community Organizations** (3 credits)

This course is designed to equip community workers with the tools to manage community-based organizations. It provides strategies for decision-making, planning, budgeting and personnel management.

### **ICD 522 Microenterprise Development** (3 credits)

This course looks at the characteristics of the informal sector businesses that crowd the lowest rung of the economic scale and examines ways of assisting these income-generating initiatives of the poor. Students study ways to design and manage a financial and technical assistance intermediary to provide credit, management and organizational assistance to microscale economic enterprises.

### **ICD 531 Project Design and Management** (3 credits)

This course offers a critical analysis of the processes for designing and managing development programs and projects in developing countries. Students examine structures and a variety of approaches to project design, implementation, management, administration and evaluation. Prerequisite: ICD 503.

### **ICD 533 Principles and Practices of Development** (3 credits)

History of the concept of development. Examination and evaluation of data on development. Survey of practices of community development in different cultural settings. Community empowerment and community participation in social projects. Role of the CED practitioner in the CED projects. Relations between the state and community in the public sphere.

### **ICD 534 Training for Trainers** (3 credits)

This course covers principles and methods of adult education, helping students to be effective trainers when they return to their local communities. They will acquire a variety of teaching techniques for transferring specific development skills to members of their communities.

**ICD 535 Economics for CED** (3 credits)

This course is a survey of basic economic principles and their applications to community and public projects. The course is designed to equip students with a working understanding of economics to be used throughout their careers.

**ICD 536 Economics and Development** (3 credits)

The purpose of the course is to provide students with knowledge of macroeconomic development issues and opportunities facing developing countries with the goal in mind of equipping them with skills in situating grassroots, community economic development approaches and initiatives within the context of national, regional and global economic development concerns. Topics covered include; poverty and inequality, population and development, education and health, the environment, urbanization and rural-to-urban migration, rural development and agricultural transformation, globalization and international trade, and balance of payment, debt and foreign finance. Prerequisite: ICD 535.

**ICD 721 Development as a Tool for Conflict Resolution** (3 credits)

This course looks at the underlying causes of conflict and the processes by which conflict escalates. Students examine effective methods for resolving conflict. Case studies are used to examine how cooperation through the implementation of CED efforts is working effectively.

**ICD 782 Information Management, Analysis and Presentation** (3 credits)

This course explores the use of computer software applications, such as electronic spreadsheets, statistical packages and geographic information system (GIS) programs, in order to better organize data, draw inferences from results and create meaningful reports that have an impact on the field of CED. Examples and assignments will combine the presentation of numbers, graphs and descriptive text.

**ICD 690A Internship Seminar I** (3 credits)

This course is intended to complement students' work experience in local community development organizations by providing them an opportunity to reflect upon and learn from their internships in an academic setting. The course will adopt a process approach to learning. It will provide a forum for students to analyze their experiences, share concerns and receive feedback.

**ICD 690B Internship Seminar II** (3 credits)

This course is intended to complement students' work experience in local community development organizations by providing them an opportunity to reflect upon and learn from their internships in an academic setting. The course will adopt a process approach to learning. It will provide a forum for students to analyze their experiences, share concerns and receive feedback. Prerequisite: ICD 690A.

**ICD 690C Internship Seminar III** (3 credits)

This course is intended to complement students' work experience in local community development organizations by providing them an opportunity to reflect upon and learn from their internships in an academic setting. The course

will adopt a process approach to learning. It will provide a forum for students to analyze their experiences, share concerns and receive feedback. Prerequisite: ICD 690B.

## **International Business**

**INT 600 Multinational Corporate Management** (3 credits)

This course is an introduction to the nature of international operations and issues of management for multinational activities, with particular emphasis on the cultural, political, economic and physical dimensions of foreign nations.

**INT 605 Introduction to International Business and Information Technology** (3 credits)

Students are introduced to the theories of globalization with emphasis on the impact of information technology. Through case analysis and group research, students will explore the impact of information technology on the operation of the multinational firm.

**INT 610 Multinational Corporate Environment** (3 credits)

This course is a survey of economic, social and political relationships among and within nations, and their impacts upon corporations that operate in an international context.

**INT 620 Multinational Corporate Finance** (3 credits)

This course is a study of the problems of financing and reporting international operations. The evaluation of risk and funding strategies in international monetary relationships are emphasized. Prerequisite: FIN 500.

**INT 621 Advanced Multinational Financial Management** (3 credits)

The course focuses on global company's short and long term financing and investment decisions as well as measurement and management of exchange rate and international interest rate risk. A range of advanced international finance techniques and their institutional setting are introduced throughout the course and students are exposed to practical applications through case studies and other experiential learning techniques. Prerequisite: INT 620.

**INT 640 Multinational Market Strategies** (3 credits)

This course involves the study of the issues involved in identifying and developing relationships with international markets. Prerequisite: MKT 500.

**INT 650 International Trade and Competitiveness** (3 credits)

Students in this course examine the conceptual and practical aspects of international trade and competitiveness. Theories of international trade, commercial policies and ways to improve international competitiveness are studied.

**INT 655 Understanding Emerging Markets** (3 credits)

This course is designed to examine the forces underlying the political, economic and commercial dynamics of emerging markets. Students are guided to identify critical strategic issues and operating challenges in the business conditions of

emerging markets and to develop perspectives on managerial issues through an in-depth analysis of cultural, political and economic factors. This course also incorporates an overseas trip and intensive overseas programming to emphasize experiential learning. Prerequisite: INT 610.

**INT 660 International Negotiations** (3 credits)

The issues and problems inherent in conducting business across different cultures are examined in this course. Students develop skills and strategies needed for effective negotiation with people from different cultures and societies.

**INT 675 International Corporate Governance and Control** (3 credits)

Students in this course will develop an expertise in the area of international corporate governance and control and become familiar with the research tools being used in the discipline. Students will have the opportunity to conduct research and present an original research paper in an area of interest within the field. Prerequisites: FIN 500 and INT 610.

**INT 695 Seminar in International Business and Information Technology (IB/IT)** (3 credits)

This capstone course is designed to provide a practical application of the concepts and theories of how to apply information technologies to international business problems. Focused on how information technology can be used to solve contemporary global business issues, students will gain a real-world perspective through project work. Prerequisites: IT 550, IT 647, IT 691, INT 605, INT 640, INT 660 and INT 700.

**INT 700 Multinational Business Strategy** (3 credits)

This is a capstone course for the international business certificate. The course integrates various aspects of international business and focuses on the formulation of international business strategy. Case studies that cut across various functional disciplines are emphasized. Prerequisite: INT 610.

**INT 750 Seminar in Multinational Business** (3 credits)

This course focuses on current issues in international business. It provides students with an opportunity to research topics of interest in international business. It is recommended that students take this as one of the last courses in the master of science in international business program. This course is required for the D.B.A. in international business program. Prerequisites: INT 600 and INT 610.

## International Business Doctoral Courses

**INT 800 Foreign Direct Investment** (3 credits)

This course builds on the foundations acquired in financial management and international finance to create an understanding of international capital markets and the process of strategic and financial evolution that accompanies international investment and international financial market participation. Prerequisite: INT 620.

**INT 810 Privatization** (3 credits)

This course is a study of privatization, with emphasis on the various methods, costs and benefits and long-run implications. Students are required to research different privatization projects for development projects using private financing. Prerequisites: INT 610 and INT 700.

**INT 820 Seminar in Multinational Finance** (3 credits)

This course is devoted to the study of advanced topics and current research being employed in the field of multinational finance and provides an opportunity for students to explore their areas of interest in this field. Prerequisite: INT 620.

**INT 830 Theories of Globalization** (3 credits)

This is a doctoral seminar that develops, examines and evaluates competing and complementary theories of globalization. Students taking this seminar should regard it as helping them form the basis of their understanding of globalization as a conceptual and empirical phenomenon for their doctoral dissertation work in the International Business Department.

**INT 840 Seminar in Multinational Marketing** (3 credits)

Prerequisite: INT 640.

**INT 850 Seminar in Global Business Strategy** (3 credits)

Prerequisite: INT 700.

**INT 880 Advanced Quantitative Analysis in International Business I** (3 credits)

This is an advanced, applied statistics course that is applicable to both economics and business environments. This course highlights matrix approach linear models, binary and continuous response functions, model building, model diagnostics and remedial measures. Prerequisite: QSO 510 or equivalent determined by the QSO department chair.

**INT 881 Advanced Quantitative Analysis in International Business II** (3 credits)

This is an applied, multivariate statistics course that is applicable to both, economics and business environments. It highlights factor analysis, discriminate analysis, cluster analysis, multidimensional scaling, canonical correlation and MANOVA. Prerequisite: DOC 800.

## Information Technology

**IT 500 Information Technology** (3 credits)

This course focuses on the many ways information technology is incorporated within contemporary organizations and used to achieve a competitive advantage in the national and international marketplace. The interrelationships between information technology, management and organizations are emphasized. Management of the system development process and the tools and methods used to produce quality information systems also are studied.

*Note: IT 500 cannot be taken for credit or as an elective if IT 510 has been completed.*

### **IT 501 Object Oriented Application Development**

(3 credits)

This course provides a comprehensive introduction to the principles and practices of object-oriented software development and provides a foundation for developing quality software. Students develop skills in applying object-oriented concepts to solve software problems and implement solutions. The course also teaches the concepts and design of algorithms for problem solving and includes the topics of data structures as they are related to the algorithms that use them. The course provides the technical foundation necessary to handle the material covered in subsequent IT courses.

### **IT 502 Artificial Intelligence for eBusiness** (3 credits)

This course explores contemporary tools and principles of artificial intelligence that focus on Web commerce applications and business intelligence in particular. The topics of study include intelligent agents and data mining. Students learn how to mine data for business intelligence using modern data mining tools. Students learn about the use of collaborative software agents that utilize resources on the Web to carry out tasks for individuals and organizations. A term project is a major part of the course. Prerequisites: IT 510 and IT 650.

### **IT 503 Digital Commerce and eBusiness** (3 credits)

This course is a comprehensive survey of the principles, techniques and implications of digital commerce and e-business. It covers the entire spectrum of Web-centric forms of communication and trade among commercial, industrial, institutional, governmental, employee and consumer participants and partners. Important areas such as e-business models, security, privacy and ethics are covered along with the major Internet tools and architectures behind digital commerce. Students use a Web development tool to build and post a site and learn what an organization must do to effectively use e-commerce to achieve a competitive advantage. Prerequisite: IT 500 or IT 510.

### **IT 510 Advanced Information Technology** (3 credits)

This course focuses on the principles and practices underlying the analysis, design, implementation and management of information systems. Topics include information system development methodologies, systems planning, requirements analysis, systems implementation, software engineering, project management, and interface, database and process design. Prerequisites: IT 501

*Note: IT 510 cannot be taken for credit or as an elective if IT 500 has been completed.*

### **IT 548 Information Security** (3 credits)

This course explores the basic concepts in information security policies, models, and mechanisms for secrecy, integrity, and availability. Topics include approaches in an organization to prevent, detect and recover from the loss of information; cryptography and its applications; and security in computer networks and distributed systems. Prerequisite: IT 500 or IT 510.

### **IT 550 Management of Information Technology**

(3 credits)

This course is a detailed introduction to the major issues underlying the successful management of information technology in contemporary organizations. The course covers three major areas: (1) the interrelations between organizational structure and process, and the adoption of new information systems technologies; (2) the actual management of the IT function within the organization; (3) IT project management which focuses on the operational steps in designing and carrying out specific IT projects. The course makes extensive use of case studies. The focus is on both national and global perspectives. Students write a research paper on the business impacts of emerging IT trends. Prerequisite: IT 500.

### **IT 600 Operating Systems** (3 credits)

This course focuses on computer architecture and the operating systems of digital computers. Students learn about the operational methods of hardware; the services provided by operating systems' software; acquisition, processing, storage and output of data; and the interaction between computers. Topics include widely used operating systems such as DOS, Windows, Linux and UNIX. Prerequisite: IT 510.

### **IT 601 Web Based Server Programming** (3 credits)

This course focuses on server-side Web programming tools, techniques and technologies for developing Web-commerce solutions. The focus is on Active Server Pages and XML. In addition, students learn to use Perl/CGI and Java2 as well as VBScript to create database, server-side, e-commerce Web sites. Interoperability solutions such as SOAP and BizTalk are studied. A project that builds an e-business solution is a major part of the course. Prerequisites: IT 510, IT 502, IT 600, IT 640, IT 650 and IT 665.

### **IT 610 Object Oriented Systems Analysis** (3 credits)

This course focuses on the systems analysis tools and techniques that underlie the development of information systems. Object-oriented analysis is emphasized. The course examines approaches for establishing the scope of a system, capturing and modeling information gathered during analysis, and managing and controlling project development. Students will get a working understanding of the methods for developing and specifying application system requirements. CASE tools will be used to develop system models. Prerequisite: IT 510.

### **IT 616 Systems Implementation** (3 credits)

This course focuses on the techniques and tools necessary to achieve successful system implementation. Topics covered include managing the system implementation process, implementation design issues, how application development is affected/constrained by existing software, techniques for writing quality code, techniques for testing code, understanding the role of proper documentation, and understanding, designing and managing implementation support functions. Students go through all the steps necessary to code, test and develop an actual working system. The course consists of a mix of lectures and laboratory work. Prerequisites: IT 510, IT 610, IT 620, IT 640, IT 650 and IT 625, which may be taken concurrently.

**IT 620 Object Oriented Systems Design** (3 credits)

This course focuses on the principles required for developing object-oriented information systems. Topics include the principles of object orientation, including objects and classes, encapsulation, inheritance, polymorphism and communication with messages. Also covered are class hierarchies, abstract and concrete classes, model and view separation, design patterns and visual development. The course provides hands-on experience with object-oriented development environments. Prerequisites: IT 510 and IT 650.

**IT 625 Information Technology Project and Team Management** (3 credits)

This course introduces students to the principles and practices necessary to be an effective IT project manager. The course covers project scope, time, cost, quality and human resource management techniques as applied to the kinds of project management problems and issues unique to the IT environment. Students learn how to design an actual IT project structure and will obtain hands-on experience using project management software. Emphasis is on the techniques of project management, leadership, teamwork and project risk management as applied to the IT environment. Case work is an important part of this course. Prerequisites: IT 510 and OL 500.

**IT 630 Computer Simulation and Modeling** (3 credits)

This course focuses on the theory and practice of discrete system simulation. Topics include simulation/modeling techniques and methodologies illustrated by businesses and industrial applications such as computer and network modeling, manufacturing simulation and queuing systems. Queuing theory and input/output statistical analysis are included. Modeling software is used. Prerequisite: IT 510.

**IT 640 Telecommunications and Networking** (3 credits)

Telecommunications is a business resource that must be well managed. This includes the technical aspects and the application of telecommunications technology to solve specific business problems and enhance the strategic position of a business enterprise. Topics include the importance of telecommunication in today's business environment; the analysis, design and implementation of telecommunications systems; the scope of the telecommunications industry and current trends; telecommunications hardware; the OSI network model; networking technologies; and telecommunications software, protocols and standards. Prerequisites: IT 510 and IT 600.

**IT 641 Telecommunications for Business** (3 credits)

This course is an introduction to telecommunications technology, standards, policy and strategy for business managers in a global environment. Topics covered include the basics of data communications and networking, uses and applications of telecommunications and the convergence of data communications and other types of communications. These include phone, multimedia and other systems. Technology and standards of telecommunications are covered in this course from the perspective of business managers. Prerequisite: IT 500 or IT 510.

**IT 645 Local Area Network Design, Implementation and Management** (3 credits)

This course studies the theory and application of the design and construction of Local Area Networks (LANs); network topology, standards, protocols and media; network operating systems; LAN servers and workstations; LAN application software; and network printing and management. Students learn how to plan, install, troubleshoot and evaluate a LAN. A course project involves building a LAN, installing hardware and software and managing the LAN for best performance. Students also evaluate and compare different network operating systems. Prerequisites: IT 510, IT 600 and IT 640.

**IT 646 Internet and Intranet Systems Architecture** (3 credits)

This course offers an in-depth examination of technologies and architectures used on the Internet and a demonstration of how these technologies can be applied to intranets. Students learn how computer systems interact across the Internet and how protocols, infrastructure and systems are used to provide Internet services, including issues such as access, address, configuration, routing, multicasting, transport, security and quality of service. Factors that affect performance, reliability and security are studied. Prerequisites: IT 510, IT 600, IT 640 and IT 650.

**IT 647 Web Site Construction and Management** (3 credits)

This course is an introduction to the construction and management of interactive Web sites. It involves technical issues such as standards, HTML/XML, scripting, embedded rich media and database connectivity; design issues such as audience analysis, content organization, accessibility, page layout, styling and templates; and management issues such as organizing, branding, managing and marketing the Web site. The course focuses on designing Web sites with creative interfaces, aesthetic style, functional structure and navigation. There is equal emphasis on technical proficiency, creative comprehension and management concepts. Hands-on labs. Prerequisite: IT 500 or IT 510.

**IT 650 Principles of Database Design** (3 credits)

This course introduces the student into the design, development, and implementation of database management systems (DBMS), emphasizing the relational database architecture. Students work on the development of database applications, theories, and methodologies. Both logical modeling techniques and physical implementation are covered. Students develop hands-on skill competencies in database programming using SQL through a series of training models, in addition to class exercises and cases. Prerequisites: IT 501, IT 510.

**IT 655 Database Application Development** (3 credits)

Building on the foundation developed in IT 650, students will learn advanced database design and management techniques. The course deepens the knowledge and understanding of database design concepts introduced in IT 650. The course involves considerable laboratory work, using Oracle, in the department's advanced IT database laboratory. It is taught as a hybrid course with extensive use of Blackboard. Prerequisites: IT 501, IT 510, IT 650.

**IT 658 Object Database Design and Management**

(3 credits)

This course introduces students to the methods and principles of object databases. Students will gain an understanding of the concepts and theories underlying the design and implementation of object database software and ways the technology can be used to develop business applications. Prerequisites: IT 510 and IT 650.

**IT 660 Artificial Intelligence** (3 credits)

Students study the concepts, techniques, applications and implications of artificial intelligence theory and technology. The course also focuses on the applications of rule-based expert systems in business, industry and government. Topics include knowledge representation and acquisition, heuristic search in problem-solving and game-playing, genetic algorithms, fuzzy logic, neural networks, automatic deduction and logic programming. Students create expert systems using Prolog. Prerequisite: IT 500 or IT 510.

**IT 665 Client/Server Systems** (3 credits)

This course focuses on the elements and methodologies used in the development of client-server applications. Students design and build client applications that manipulate data in a shared database environment on a network. Topics include user interface design, object-oriented design, data management and data security. Theoretical concepts are reinforced with applications. The course is project-oriented, with students implementing projects using a front-end application development language. Prerequisites: IT 510, IT 600, IT 640 and IT 650.

**IT 670 Topics in Information Technology** (3 credits)

This course will cover an advanced topic of current interest in information technology. Students will complete a paper or a project. Prerequisite: IT 500 or IT 510 Additional prerequisites may be required depending upon the course topic.

**IT 675 Data Warehouse Concepts and Design** (3 credits)

This course presents the principles of design, development and implementation of Data Warehouse DBMS based on the dimensional modeling architecture. Data warehouse management issues will also be examined, along with an introduction to data mining as a tool for analytical decision support. Students will design and implement a data warehouse architecture. Prerequisites: IT 510, IT 600 and IT 650.

**IT 685 Accounting Information Systems** (3 credits)

This course focuses on computer-based financial information systems and their integration into the overall information system of an organization. Students examine accounting systems in terms of inputs and outputs from the viewpoint of users, controllers, auditors and designers. Topics include computer hardware and software, systems analysis and design, database management systems, internal control, and specific accounting and auditing computer applications. Prerequisites: Background preparation: 3 credit hours in computer systems technology or equivalent. Prerequisite: IT 500 or IT 510.

**IT 688 Software Testing** (3 credits)

This course offers an introduction to the fundamental theory and concepts of testing computer software, including using a Life Cycle methodology; reviewing the vocabulary, objectives and limits of software testing; defining and reporting software defects; and designing and executing test plans. Students also learn about the challenges facing software testers. The course concludes with a section on managing the software testing process. Prerequisite: IT 510.

**IT 690 Building Knowledge-based Expert Systems**

(3 credits)

This course offers theoretical and practical aspects of artificial intelligence include the design, construction, implementation and evaluation of intelligent systems. Expert systems in business, industry and government are built using expert system shells and artificial intelligence programming languages. Knowledge engineering is studied along with other topics such as state space search, genetic algorithms, fuzzy logic, neural networks and intelligent agents. Prerequisites: IT 510 and IT 660.

**IT 700 Information Technology Strategy and Policy**

(3 credits)

This is the capstone course of the IT master's degree program and is designed to provide in-depth understanding of the central role of information technology in the contemporary business environment. Students develop an understanding of the strategic uses of information technology from a business perspective at the enterprise level. Students also learn how to manage the information technologies in the firm. They learn how to harness the power of these new technologies, enabling them to make better decisions and more effectively manage their organizations. Students conduct an extensive research project on the business impact of emerging technologies. The course also incorporates considerable use of case studies to give the student more experience with the issues and problems faced by IT managers and executives. Prerequisites: IT 501, IT 510, IT 600, IT 610, IT 616, IT 620, IT 625, IT 630, IT 640, IT 650.

**IT 701 Projects in Digital Commerce and eBusiness**

(3 credits)

This is the capstone integrating experience course for the graduate certificate in digital commerce and e-business. Students take a Web-commerce project from conception to completion using the knowledge, skills and tools that they have acquired in the certificate program. As such, a term project is a major part of the course. In addition, students will study how to identify business needs and ways to create Web sites to serve those needs and to add value to the business. Through supplemental readings, students will keep up on emerging Web-commerce technologies. Prerequisites: IT 502, IT 510, IT 600, IT 601, IT 640, IT 650 and IT 665.

### **IT 750 Projects in Artificial Intelligence/Expert Systems** (3 credits)

This is the capstone course in the AI/ES graduate certificate program. Using expert system shells and/or artificial intelligence programming languages, students conduct a major project by taking a knowledge-based problem from conceptualization to design, then to knowledge engineering, and finally to software development and implementation. Students examine the latest developments in the field, such as genetic algorithms, case-based reasoning, fuzzy logic, intelligent agents and neural networks. Prerequisites: IT 500, IT 660 and IT 690.

## **Master of Business Administration**

### **MBA 500 Research Methods in Business** (3 credits)

This course presents an overview of the various primary and secondary research methodologies used in the business world and the application of statistical techniques to those strategies. The focus of this course is the design and execution of a practical, primary research. It is recommended that this course be one of the first three taken in degree programs in which it is required. Prerequisites: Background preparation: 3 credit hours in statistics.

### **MBA 501 Mathematics and Statistics for Business** (3 credits)

This is an applied course, which will provide students with the mathematical knowledge and skills that underlie many courses offered in the school of business. Students will learn the fundamental concepts and methods of linear algebra, mathematical functions, differential calculus and statistics and their applications to business. They will also sharpen their quantitative, analytical and problem-solving skills that are so important for success in the world of business today.

### **MBA 502 Economics for Business** (3 credits)

Economics for Business, presented in the traditional in-class or the Distance Education format, is intended to provide the student with a concisely focused yet rigorous introduction to both micro- and macroeconomic theory needed at the foundational level of a graduate degree program. Some of the topics to be addressed include: market behavior; demand theory and related elasticity concepts; production and cost theory; managerial decision-making in perfectly competitive and imperfectly competitive markets; GDP determination; unemployment and inflation; and fiscal and monetary policy. Prerequisite: MBA 501 or equivalent.

### **MBA 503 Financial Reporting and Analysis** (3 credits)

This course is designed to help future business leaders across all functional areas appreciate and understand the rules and regulations, processes and procedures, and significance of financial accounting statements and reports. It provides a balanced presentation between how statements are prepared and, more importantly, how to analyze these statements and footnotes to assess a company's performance within the industry and management's performance within a particular company. New government regulations have made the integrity and quality of financial accounting information everyone's responsibility. This course will help future business

leaders conduct better internal audits, improve forecasts and valuations, and make better management decisions.

### **MBA 610 Business Law** (3 credits)

This course focuses on the theory and application of business regulations and the laws of contracts, agency, property and business organizations.

### **MBA 700 Strategic Management** (3 credits)

This course includes the application of learned skills and the testing, distillation and integration of insights gained from previous courses and other sources. Prerequisites: Successful completion of at least 10 graduate courses, or eight for full-time students, and ACC 500, FIN 500, IT 500, MBA 500, QSO 510 and OL 500.

### **MBA 710 Internship** (3 credits)

Internships are available for full-time students to enhance their educational experiences through appropriate, work-oriented activities in selected environments. Prerequisites: minimum grade-point average of 3.0, completion of at least 18 credits and permission of a sponsoring full-time faculty member.

### **MBA 740 Thesis Option** (6 credits)

Students may substitute 6 hours of thesis credits for two elective courses in the M.B.A., master of finance, master of information technology or master of business education programs. A thesis must be completed within nine months of its approval. Prerequisites: approval from a full-time supervising faculty member and the school dean.

### **MBA 750 Independent Study** (3 credits)

The school dean may approve an independent study arrangement, in exceptional circumstances. The arrangement requires a written request and justification by the student, identification of a supervising faculty member and the dean's approval.

## **Business Education**

### **MBE 600 Current Literature** (3 credits)

This in-depth examination of current books and periodicals familiarizes students with the latest developments in business and business education.

### **MBE 610 Improvement of Instruction** (3 credits)

This course provides an advanced review and comparison of business education classroom methodologies, including simulations, role-playing and computer-based techniques. Prerequisites: Background preparation: 3 credit hours in accounting or the equivalent. Field work experience may be required.

### **MBE 620 Curriculum Development** (3 credits)

This course includes the design and modification of effective business education curricula. Class members will prepare and evaluate secondary and/or post-secondary curricula. Field work experience may be required.

### **MBE 630 Administration and Supervision** (3 credits)

Students study modern administrative theories and practices related to secondary and postsecondary business education programs.

**MBE 640 Technology for Teachers I** (3 credits)

This course involves the study of the use of the microcomputer in secondary and postsecondary business education courses. Students are required to prepare workable programs for business education courses and evaluate existing software. Background preparation: 3 credit hours in computer systems technology or the equivalent.

**MBE 641 Technology for Teachers II** (3 credits)

This course is the second part of the study of the use of technology in the secondary and postsecondary classroom. Students are required to prepare workable programs for courses and evaluate existing software. Prerequisite: MBE 640 or permission of the department chair. Field work experience may be required.

**MBE 642 Computer Teachers Toolbox** (3 credits)

Students study state-of-the-art information technology tools, resources and methodologies for the computer technology educator. This course develops the technical competencies certified computer teachers in New Hampshire need. Foundational and contemporary topics range from computer operating systems and system network administration to end-use applications. Prerequisites: Background preparation: 3 credits in computer systems technology. Field work experience may be required.

**MBE 650 Work-based Learning and Student Organizations** (3 credits)

Students investigate and discuss current issues in business and vocational education. Topics include the effective employment of youth organizations in a program and the efficient operation of a cooperative work experience program. Class members apply the principles discussed in the course by helping to administer the New Hampshire State DECA Career Development Conference.

**MBE 660 Mainstreaming in Business Education** (3 credits)

This course provides knowledge and understanding of exceptional children and adolescents in American schools. Discussion of various handicapping conditions and strategies for the teacher to use in dealing with these conditions is the focus of the course. While applications to the business education classroom are the focus of this course, it is a generic course in the field.

**MBE 670 Training and Development in Organizations** (3 credits)

This course is a guide to the design, delivery and assessment of training programs in businesses and other organizations. Practical emphasis is placed on the development of training programs and evaluation instruments, as well as on the use of effective instructional methods to deliver these programs.

**MBE 680 Business Education at the College Level** (3 credits)

Students study the philosophy and practice of business education at the postsecondary level. This course focuses on issues, teaching approaches and curriculum and is intended for those with an interest in teaching at the postsecondary level. Field work experience may be required.

**MBE 685 Globalization in Education** (3 credits)

This course is intended to provide educators with a global perspective in secondary and postsecondary education. The course concentrates on understanding the cultural, political and economic differences in countries outside of the United States. In turn, these principles will be compared to the United States and integrated into the curriculum.

**MBE 690 Seminar in the Learning Environment** (3 credits)

This seminar is aimed at creating an understanding of the learning environment in a profit or not-for-profit organization. It is a required course in the training and development certificate program. Prerequisites: MBE 610, MBE 670 and OL 600 or permission of the instructor.

**MBE 691 Training and Development Seminar** (3 credits)

This course is an experiential seminar that serves as the capstone for the training and development certificate program. The class meets as a group four times during the term. Students work independently on field-based projects. Prerequisite: MBE 690.

**MBE 700 Student Teaching** (6 credits)

Student teaching is a practical application of the theories learned in the business education program. The student will be assigned to a school for one full marking period. Active teaching of at least three class periods per day, plus other assigned duties, will begin promptly. Students are supervised by the School of Education and receive a letter grade. Students must be recommended by a screening committee prior to enrolling in the course. Students seeking to be approved for student teaching must provide documentation of 20 hours of prior school visitation and/or observation experience. Students must present passing scores on the PRAXIS I examination prior to being registered for this course. Regular teaching seminars are part of this course. Prerequisite: MBE 610.

**MBE 710 Seminar for School Business Administrators I** (3 credits)

This course focuses on the management skills required in the complex environment of school business administration. Students develop the skills that school business administrators need. This serves as a prelude to the field experience in the second semester course.

**MBE 715 Seminar for School Business Administrators II** (3 credits)

This course focuses on the school law and accounting content needs of the school business administrator. Particular attention is paid to the financial accounting records and procedures that are critical to the performance of the job of business administrator. Prerequisites: MBE 710 Background preparation: 6 credits of accounting.

**MBE 720 Seminar for School Business Administrators III** (3 credits)

This course focuses on the practical application of the skills required for certification as a school business administrator. The major focus of the course is on gaining field experience with a practicing school business administrator. Areas of

emphasis include budget development, contract bidding, information processing, human resource management and financial reporting. Prerequisites: OL 610 and MBE 715 with a minimum grade of “B”.

## Master of Fine Arts

### **MFA 510 MFA Workshop: Fiction Writing I** (12 credits)

Fiction Writing I is a course designed to provide the student entering the MFA program in fiction a grasp of the central principles of writing professional quality fiction. Students will submit to the instructor every four weeks 30 pages of manuscript, double-spaced, 12 point font, with pagination. In addition, and on a schedule established with the instructor, students will submit on a bi-weekly basis a reading journal covering the reading assignments accomplished during the period. By the end of the course the student should have completed between 60 and 120 pages of polished fictional prose (prose well beyond the first or second draft).

### **MFA 511 MFA Workshop: Fiction Writing II** (12 credits)

Fiction Writing II is designed to extend a student's grasp of the essential principles of writing profession-quality fiction. During the second semester students also prepare to do a substantial critical analysis in their genre through a series of brief critical papers in addition to developing creative manuscripts. Students will submit to the instructor every four weeks 30 pages of manuscript, double-spaced, 12 point font, with pagination, read the month due. In addition, and on a schedule established with the instructor, students will submit a reading journal on the two assigned books and brief critical papers on selected stories and novels they are reading during the semester.

### **MFA 520 MFA Workshop: Nonfiction Writing I** (12 credits)

Nonfiction Writing I is a course designed to provide the student entering the MFA program in nonfiction a grasp of the central principles of writing professional-quality nonfiction. Students will submit to the instructor every four weeks 30 pages of manuscript, double-spaced, 12 point font, with pagination. In addition, and on a schedule established with the instructor, students will submit on a bi-weekly basis a reading journal covering the reading assignments accomplished during that period.

### **MFA 521 MFA Workshop: Nonfiction Writing II** (12 credits)

Nonfiction Writing II is designed to extend a student's grasp of the essential principles of writing professional quality nonfiction. During the second semester students also prepare to do a substantial critical analysis in their genre through a series of brief critical papers in addition to developing creative manuscripts. By the end of the course the student should have completed a series of short critical essays and between 60 and 120 additional pages of polished nonfiction prose.

## Marketing

### **MKT 500 Market Strategies** (3 credits)

This course is a study of the activity by which organizations discover consumer and other organizations' needs and wants, and then provide satisfaction through a mutually beneficial relationship. Students will explore the topics of selecting a target market, conducting marketing research, and designing product, price, promotional, and distribution strategies through the development of a marketing plan.

### **MKT 605 Integrated Marketing Communications** (3 credits)

This course is concerned with the development, evaluation and implementation of integrated marketing communication strategies in complex environments. The course deals primarily with an in-depth analysis of a variety of concepts, theories, facts and analytical procedures, techniques and models in topics that include various communication functions, media alternatives and the integrated marketing communication concept. Prerequisite: MKT 500 or permission of the instructor.

### **MKT 609 Advertising and Public Relations** (3 credits)

This course is concerned with the development, evaluation and implementation of advertising and public relations strategies in complex environments. The course deals primarily with an in-depth analysis of a variety of concepts, theories, facts and analytical procedures. Management of integrated advertising and public relation communication strategies are described in topics that include various communication functions, media alternatives and branding initiatives. Prerequisite: MKT 500

### **MKT 610 Advertising Management** (3 credits)

This course addresses the specific activities involved in managing an advertising campaign, including research, media selection, copywriting, layouts and the role of ad agencies. Prerequisite: MKT 500.

### **MKT 612 Integrated Media Strategies** (3 credits)

This course examines the relationship triad between the media, a company, and its publics. Companies interact with media on multiple levels, from advertising media negotiating and buying, to choosing vehicles for its sales promotion, to public relations. Those interactions are critical, but must be considered in the context of mutual interaction between a medium and its audiences, and the mutual interaction between a company and its targeted market segments, which may be represented by all or some of those audiences. This course also addresses issues such as understanding the strategic nature and goals of media today, identifying media contacts in primary, appropriate media channels and maintaining mutually beneficial relationships with them, and planning and executing media communication strategies that are designed to capitalize on the strength of selected media with their audiences to ensure success of projects on brand, category and corporate levels.

**MKT 615 Relationship Selling Strategies** (3 credits)

This course allows students the ability to become familiar with the selling environment. A decision making perspective is accomplished through a modular format that consists of the discussion and analysis of basic concepts, identifying critical decision areas and presenting analytical approaches for improved professional selling and sales management initiatives as they apply to customer satisfaction strategies. Prerequisite: MKT 500.

**MKT 620 Consumer Behavior** (3 credits)

The course focuses on the consumer market's behavior by investigating the psychological, sociological, economic, and anthropological theoretical and research-based influences. Designing effective marketing strategies and using the knowledge of these influences will be explored. Prerequisite: MKT 500.

**MKT 630 Marketing Research** (3 credits)

This course addresses the identification of the value of research and the problem to be resolved. Numerous mathematical analysis techniques and research design issues are incorporated. Prerequisites: QSO 510 and MKT 500.

**MKT 640 Business to Business Marketing** (3 credits)

This course focuses on the business customer market: understanding its behavior and developing effective marketing strategies to reach it. Prerequisite: MKT 500.

**MKT 650 Retail Management** (3 credits)

A multi-channel approach is used as students examine the critical factors that shape successful retail companies. The impact of retailing on the global economy is addressed from managerial and consumer perspectives. Many information technology applications are discussed in the contexts of maintaining a competitive advantage and running a highly effective organization. A survey of top global retailers and analysis of the changing retail environment round out this course. Prerequisite: MKT 500.

**MKT 660 Marketing Strategies for Not-for-Profit Organizations** (3 credits)

Students in this course apply marketing concepts and practices to not-for-profit organizations. This course also explores sources of financial support and strategies for their development. Prerequisite MKT 500.

**MKT 670 Product Management** (3 credits)

This course addresses the growing role of the product manager within the marketing organization and his or her role in new product development and management. Prerequisite: MKT 500.

**MKT 675 Ethical and Legal Issues in Marketing** (3 credits)

This course examines a range of ethical issues facing marketing managers as seen through the viewpoints of various comprehensive ethical theories. The goal is for students to develop their own ethical framework for making marketing decisions within the knowledge of the various ethical theories and U.S. marketing laws. Traditional topics such as

ethics in marketing research, product liability, selling, advertising, and pricing are covered. Emerging ethical issues such as international marketing, competitive intelligence, socially controversial products, privacy, and corporate policies are also examined. However topics may change to reflect current business concerns. The course is taught using a seminar format utilizing cases and readings. Prerequisite: MKT 500.

**MKT 678 Brand Management** (3 credits)

Strong brands are increasingly recognized as one of a company's most valuable assets. Brands create expectations in consumers, and by their nature implicate the company in delivering on those expectations. Therefore, the tasks of creating, building and managing brands are critical success factors for a firm. This course seeks to develop in students an understanding of the theories, models and strategies that enable a firm to achieve its branding goals. Through a combination of text and current research publications, students will be exposed to current and emerging branding theories and models. By analyzing cases, and reading and reviewing current business literature, students will gain understanding into how those theories and models translate into strategies and implementations. Prerequisite: MKT 500

**MKT 690 Corporate Communications** (3 credits)

This course provides students with an understanding of contemporary issues facing corporations, including consumerism, environmentalism, and globalism, and the role of public relations in helping an organization thrive in its environment. The four-part public relations process of research and fact-finding, planning and programming, implementing and communicating and evaluating is reviewed.

## Organizational Leadership

**OL 500 Human Behavior in Organizations** (3 credits)

This course is a study of individuals and groups and their interaction. Students examine theories of motivation, communication, leadership, power and change with practical relation to contemporary issues. They also study organizations for key design variables and reward systems aimed at improved performance and organizational efficiency through employee motivational programs, participative management and cooperative decision-making. Team intensive course.

**OL 510 History and Functions of the U.S. Health System** (3 credits)

This course is an introduction to the United States' health-care system. It includes historical and functional approaches to enable students who have no previous experience in health occupations to learn more about the development, workings, financing and problems of the U.S. system of delivering health services.

**OL 600 Strategic Human Resource Management** (3 credits)

This course emphasizes the strategic role of the human resource manager in performing functions of recruitment, hiring, training, career development and other contemporary processes within the organizational setting. It serves as an

introduction to the areas of compensation, collective bargaining, affirmative action and other regulatory procedures and requirements as they relate to contemporary applications in organizations.

**OL 605 Human Resource Certification Course** (3 credits)

Students focus on strategic and policy issues in the field of human resource management. Students and the instructor will select topical areas within the field to conduct in-depth research. Prerequisite: completion of a non-credit certification program.

**OL 610 Labor Relations and Arbitration** (3 credits)

This is a study of public and private labor relations and methods of dispute resolution that stresses labor agreement administration, grievance procedures and arbitration. It includes the examination of the history of union-management relations, bargaining and negotiation strategies. The limitations of the use of power also are studied. Prerequisites: OL 500 and OL 600 are recommended.

**OL 620 Compensation and Benefits Management** (3 credits)

This course examines the compensation and benefits functions within the organizational structure and ways they impact the management function. Topics include job analysis, surveys, wage scales, incentives, benefits, HRIS systems and pay delivery administration. Students design a compensation and benefits program as a course outcome. Prerequisites: OL 500 and OL 600 are recommended.

**OL 630 Entrepreneurship and Small Business Management** (3 credits)

This course is a study of entrepreneurship and small businesses from a management standpoint and includes the analysis of research, marketing, taxes, forms of business, capital and venture capital opportunities. Students complete a real-world project or Small Business Institute consultancy.

**OL 635 Consulting** (3 credits)

Students examine consulting, from defining what a consultant is to analyzing the problems and expenses involved in starting a consulting business. Topics include promotion, establishment of a client list, computers that support consulting and contracts.

**OL 640 Franchising** (3 credits)

Topics include research, analysis, evaluation, financing and legal requirements of existing and potential franchises. Also included are methodologies of the franchise agreement, the operating manual, the Uniform Franchise Offering Circular (UFOC), and research and marketing theory and practice. Students prepare a research paper based on a real or proposed franchise. The course also examines international franchising. Background preparation: 3 credit hours in business law.

**OL 650 Service Management** (3 credits)

Students examine the close coordination required of marketing, operations, finance and human resource strategies to design and implement a fabled (world-) class delivery system. The course emphasizes developing employees' human and technical skills that are required to achieve a fabled class service delivery system. The course also analyzes operational performance for the service sector and service support functions of manufacturers. Industries emphasized in the course include information services, health care, banking, transportation, distribution and retail. (This course may be taken as one of the selections for the marketing certificate and is recommended as an elective for the human resource management certificate, the health certificate and the M.B.A.) Prerequisite: QSO 510.

**OL 660 Redesigning Middle Management** (3 credits)

This course addresses the 10 management roles defined by Mintzberg and the three skill areas identified by Katz as applied to the middle management role traditionally found in organizations. Based on research and a review of the literature on Total Quality Management, Reengineering, and the Learning Organization, the course will outline and enable students to develop a new role for middle managers in a contemporary organizational setting. Team intensive course. Prerequisites: OL 500 and OL 600 are recommended.

**OL 663 Leading Change** (3 credits)

Leading Change is a course focusing on transforming organizations by introducing Kotter's eight processes by which leaders effect change. Because organizations, leaders and employees differ, various techniques and strategies are examined. The course integrates Kotter's processes for leading change, organizational development and transformation theory and practice, and an analysis of an organization which has effected systemic change. The use of work teams as a key change factor will have special emphasis.

**OL 665 Leading and Managing Not-for-Profit Organizations** (3 credits)

Students will apply management concepts and leadership practices to not-for-profit organizations and by doing so will gain an understanding of the complexities and challenges present with leading and managing not-for-profit organizations. Practical experience will be derived from actual case studies and required strategic audits.

**OL 670 Organizational Leadership** (3 credits)

This course combines theory and practice by encouraging students to learn traditional and contemporary leadership theories and apply them to the analysis of the behavior of business managers, entrepreneurs and other recognized individuals. This course includes readings, cases, exercises and numerous examples of effective leadership models. Areas covered include the societal evolution of leadership; the leadership roles of strategy, vision and transformational change; the development of leaders; the leadership responsibilities of creating effective teams, organizations and cultures; the exploration of different leadership styles; and current popular approaches to leadership theory. Team intensive course. Prerequisite: OL 500 or HOS 550.

**OL 675 Leadership and Ethics** (3 credits)

Leadership and Ethics is a course which focuses on the ways current and emerging leaders assess the values that influence their actions. The course draws on the rich tradition of great thinkers as well as the extensive body of leadership literature to examine the critical role ethics plays in leadership. The course, conducted in seminar format, is a process course. It is only through thoughtful reading, reflection, writing and discussion that students are able to recognize and shape the qualities they see valuable for their own leadership roles, both personally and professionally.

**OL 690 Responsible Corporate Leadership** (3 credits)

The focus of the course is on examining the internal and external business environments and how they affect corporate strategy and decision-making. Significant themes throughout the course are: the regulatory process, ethical decision-making, and corporate social responsibility. Cases, handouts and current issues are the primary tools used to evaluate and analyze management decisions. The outcome of the course is to enable students to identify additional alternatives and recommend socially responsible strategies that leaders can use for decision-making, drawing on the advantage of hindsight.

**OL 725 Strategic Leadership** (3 credits)

In this course the focus is on the study, identification and the development of the knowledge and expertise that pertain to the effective execution of strategic leadership. The course also examines contemporary writings, case studies and research that relate to the phenomenon of strategic leadership. Students will analyze case studies within the context of the key components of strategic leadership. Connections will also be made to the historical roots of strategic leadership by examining the writing attributed to Sun Tzu (circa 450 BC), one of the earliest strategists to codify the principles of strategic leadership. The intent is to make the student aware of the specific skills and competencies that have the potential of making the student an effective leader at the strategic level of an organization.

**OL 750 Contemporary Issues in Organizational Leadership** (3 credits)

This is the capstone course for the M.S. in organizational leadership. Students examine contemporary issues challenging leaders of the postmodern organization. Using a case based approach, students will examine specific issues under the broader themes of leadership, teamwork, quality, change, organizational structure and trustworthiness. Within the context of these themes, students will be exposed to the latest trends that have begun and will continue to challenge organizational leaders for the foreseeable future. Students develop environmental scanning techniques that will assist them in the identification of potentially new areas for opportunities as well as develop an understanding of some systems changes already under way in the business environment. Team intensive course. Prerequisites: OL 500, OL 600, OL 660, OL 670 and OL 690.

**Program in Community Mental Health**

**PCMH 500 Orientation and Immersion Weekend**

(0 credits)

This course introduces students to the community mental health program and includes an overview of the philosophy and content and information about how the program is operated. Students create an Individual Professional Development Plan that outlines their learning and career goals. The IPDP serves as a means of communication between students and their advisors throughout the program.

**PCMH 600 Overview Of Behavioral Health Services**

(3 credits)

In this course, students gain an understanding of co-occurring psychiatric disabilities and psychoactive substance abuse disorders, severe emotional disturbances affecting children and adolescents and their impact on the lives of people diagnosed with these disabling conditions. This course also provides an overview of emerging policy and practice in behavioral health care, including the historical context in which service systems organize, finance and deliver care; the current approaches to comprehensive treatment and support; the impact of managed care; and community- building, advocacy and systems change. Topics are addressed from multiple perspectives, with a strong emphasis on the perspective of service recipients and their families, as well as service providers, policy makers and the community at large.

**PCMH 605 Measurement** (3 credits)

This course will provide students with an overview of the principles and practice of measurement and testing in the helping professions. Students in this course will gain an understanding of the major theories underlying different approaches to psychological measurement, and the ethical and psychosocial issues involved in measurement. This course will focus on selecting instruments for gathering data and information, evaluating the utility of these instruments in terms of their psychometric properties including reliability and validity, and understanding and interpreting the results of clinical measures. Students will gain familiarity with the major measurement techniques for children and adults in the following areas: intelligence and educational testing, personality assessment, vocational and aptitude testing, strength based assessments, substance abuse, and other clinical issues such as mood, eating disorders, adaptive behavior and trauma.

**PCMH 610 Helping Relationships** (3 credits)

Students in this course gain an understanding of the clinical process and begin to develop the communication and consultation skills that are essential for working with individuals with significant mental health and substance abuse problems, their families and other professionals. Skills covered include values clarification, establishing effective relationships, listening, team building, working with natural supports, mediation, negotiation and conflict resolution.

**PCMH 615 Practicum** (1 credit)

Students complete a 100-hour practicum involving skills-based practice and experience, primarily in the areas of introductory counseling and diagnosis and assessment.

**PCMH 621 Community Resources & Rehabilitation**

(3 credits)

This course explores the concept of the whole community as a resource. It begins by exploring state-of-the-art approaches to community support services and treatment planning. Within the treatment planning process, it looks at how a wraparound approach to service delivery individualizes and strengthens outcomes in community-based services, by addressing both client skill and support needs. “Traditional” community resources such as entitlement programs, housing, education, vocational rehabilitation, legal, medical and social services are covered. However, the course emphasizes the need for practitioners to go beyond “traditional” resources and to help individuals identify and access non-agency oriented community supports and services in order to promote community integration and membership.

**PCMH 635 Clinical Skills I: Integrated Community Mental Health Treatment for Children, Youth and Families** (3 credits)

The first of two courses designed to develop student knowledge and skills in community-based service approaches for children and adolescents experiencing a severe emotional disturbance and their families. The course focuses on the applications of the values of integration, family integrity, child and family-centeredness, choice, and unconditional care. Students explore the principles of and develop the essential skills to provide wrap-around services, including individualized/flexible supports, outreach, collaborative teaming, and the use of natural supports. A range of program models is overviewed, including approaches to in-home support; case management; educational and school-based services; foster care; crisis, housing, and respite services; peer support/self-help; and medication management. Students develop skills in individual needs/preference assessment, futures planning, individualized supports, skill teaching and resource development.

**PCMH 636 Clinical Skills II: Integrated Community Mental Health Treatment for Children, Youth and Families** (3 credits)

The second of two courses designed to develop student knowledge and skills in community-based service approaches for children and adolescents experiencing a severe emotional disturbance and their families. Students refine the skills learned in Clinical I, with an emphasis on: involving family members; working with schools and other social service agencies; designing culturally relevant services; designing services relevant to children in different developmental periods, from infant mental health to adolescents in transition to adulthood; and designing services for children and adolescents with multiple and complex needs. Ethical and relationship boundary issues are discussed in the context of individualized outreach support services.

**PCMH 645 Clinical Skills I: Integrated Community Mental Health and Substance Abuse Services for Adults with Psychiatric Disabilities** (3 credits)

This course will build a clinical and practical foundation for intervening with individuals who have co-occurring mental illness and psychoactive substance use disorders. Essential epidemiological, etiological, assessment, and intervention areas will be covered. A variety of motivational and contextual dimensions will be explored: 1) empowerment, 2) hope, 3) recovery education and symptom self-management, 4) self-help, and 5) therapeutic interventions. We will address family support, involuntary interventions, intervention networks, and integrated clinical services by using a general systems theory approach. Out-of-class reading and project work will be required to demonstrate skill learning and competency.

**PCMH 646 Clinical Skills II: Integrated Community Mental Health and Substance Abuse Services for Adults with Psychiatric Disabilities** (3 credits)

This course will integrate empirical and functional aspects of the therapeutic process when intervening with individuals who have co-occurring mental illness and psychoactive substance use disorders. Students will learn to employ core clinical interventions and treatment modalities. The course will require the demonstration of a high level of student skill and competence in clinical and psychosocial interventions used with individuals with co-occurring mental illness and substance abuse. The complexity and heterogeneity of co-occurring disorders will be closely examined. There will be a special emphasis on how an individual’s experience of trauma complicates clinical work. Unique ethical and boundary issues will be addressed. Out-of-class reading and project work will be required to demonstrate skill learning and competency.

**PCMH 650 Internship I** (3 credits)

Students complete a 300-hour clinical internship in a relevant program or agency and under the supervision of a qualified field instructor. Students must develop a learning contract with their internship providers. Faculty members supervise and serve as liaisons. Internships are offered only on a pass/fail basis.

**PCMH 662 Internship II** (3 credits)

Students in the master’s program complete an additional 300-hour internship that focuses on the development of advanced clinical and/or leadership and management skills under the supervision of a qualified field instructor. Students must develop learning contracts with their internship providers. Faculty members supervise and serve as liaisons. Internships are offered only on a pass/fail basis.

**PCMH 663 Internship III** (3 credits)

Students in the mental health counseling track may choose an additional 300-hour internship that focuses on the development of advanced clinical and/or leadership and management skills under the supervision of a qualified field instructor. Students must develop learning contracts with their internship providers. PCMH faculty provide individual and group supervision for the students and serve as liaisons to the internship site. Offered on a pass/fail basis only.

**PCMH 665 Program Evaluation and Systems Research**  
(3 credits)

This course introduces students to the principles and practices of program evaluation and systems research, including quantitative and qualitative research methodologies. Students become informed readers of research literature, develop a research proposal on a topic of interest and learn how to use data to evaluate individual clinical practice and program/agency outcomes. Methods for gathering information from and for key constituencies are emphasized.

**PCMH 666 Professional Affairs and Ethics** (3 credits)

Students review standards and guidelines developed by counseling and various other human service disciplines for community-based outreach and support services in behavioral health. Students clarify their own values and develop a set of guidelines to resolve ethical dilemmas as they occur. The course includes an overview of professional practice issues for counselors and community behavioral health professionals.

**PCMH 667 Community and Systems: Analysis, Consultation and Change** (3 credits)

Students examine the research on community systems and change, strategies for analyzing and understanding communities and service systems, and community organizing and advocacy approaches being used in the field. Students learn the consultation skills critical to promoting collaboration and change in systems and communities and complete a project that integrates the research literature with practical applications and action strategies in this area.

**PCMH 671 Special Topics, Mental Health Counseling for Children and Families** (3 credits)

This course covers emerging issues and trends in mental health counseling for children and families. It has a clinical focus and includes applications of new research, emerging clinical practices and/or advanced practice in a specific treatment intervention.

**PCMH 672 Management of Behavioral Health Services**  
(3 credits)

This course explores aspects of leadership and management roles within behavioral health organizations. It provides an introduction to such topics as personal management and self-awareness, managed care, and organizational dynamics, change and leadership. Students also learn about basic aspects of managing organizations, including financial management, risk management and strategic affiliations.

**PCMH 673 Special Topics Mental Health Counseling for Adults** (3 credits)

This course covers emerging issues and trends in mental health counseling for adults with mental health issues. It has a clinical focus and includes applications of new research, emerging clinical practices and/or advanced practice in a specific treatment intervention.

**PCMH 674 Special Topics, Mental Health Substance Use Counseling** (3 credits)

This course covers emerging issues and trends in mental health counseling for persons with substance use disorders. It has a clinical focus and includes applications of new research, emerging clinical practices and/or advanced practice in a specific treatment intervention.

**PCMH 675 Co-occurring Issues for Children and Families**  
(3 credits)

This course focuses on three issues. The first is understanding families with a member who abuses substances. This includes an understanding of family systems, issues related to culture and ethnicity, the impact of domestic violence and effects specific to very young children. The second, specific interventions for youth who are abusing substances, includes strategies for providing intensive treatment options in the community, developing pro-social behaviors and legal issues that affect minors. The third, system and community issues, includes ways to address cross-social service system treatment barriers and community education and mobilization.

**PCMH 676 Physiology of Addictions and Psychopharmacology** (3 credits)

This course covers the physiology of addictions and the effects and prevalence of major addictive and abused substances. Students develop an understanding of withdrawal symptoms and detoxification protocols. Students also gain a working knowledge of major medications used to treat psychiatric, substance use and co-occurring disorders and basic medical problems for which referrals should be made. Educating individuals and their families on medication benefits and side effects is emphasized.

**PCMH 677 Special Topics, Management and Policy**  
(3 credits)

This course covers national policy issues (e.g., health care reform) and emerging issues and trends in behavioral health management (e.g., managed care, quality improvement, risk management, and customer and stakeholder involvement) that affect mental health counselors and managers in behavioral health settings.

**PCMH 680 Diagnosis and Assessment** (3 credits)

This course provides an overview of standard assessment and diagnostic methods in counseling. Students develop the capacity to use a systematic inquiry process for obtaining important and accurate information during assessment. Students will gain a practical, working knowledge of the DSM-IV and the most critical instruments used to assess mental health and substance abuse problems. Ethical, cultural and other issues related to test bias and the interpretation of test results are discussed.

**PCMH 682 Human Development** (3 credits)

This course reviews significant research findings and theory about human development. Building a multidimensional framework for understanding development processes and dynamics and for predicting challenges associated with life transitions is emphasized. The interplay of the biological,

cognitive, social and cultural influences of each aspect of development also is stressed.

**PCMH 683 Group Process** (3 credits)

This course enables participants to acquire knowledge about theory and a way of thinking about and working with small groups. It is based on the assumption that experiential learning is the most effective way to get acquainted with a new and challenging topic. The course combines presentations of various theoretical issues related to group work with structured learning experiences that enable the application of newly acquired content in familiar contexts.

**PCMH 684 Psychopathology** (3 credits)

This course is an overview of research on risk factors, theories of causation and treatment modalities for major psychiatric disabilities. It builds a model that integrates genetic, physiological, temperamental and environmental variables as factors that contribute to the risk for psychiatric and addictive disorders. The research base for models of causation and treatment effectiveness is emphasized.

**PCMH 685 Social and Cultural Foundations** (3 credits)

This course focuses on the interaction between society and the individual. Students gain an understanding of issues related to race, gender, age, disability, sexual orientation, ethnicity, culture and religious preferences and develop the knowledge and skills for culturally competent practice in behavioral health services.

**PCMH 686 Career and Lifestyle Development** (3 credits)

This course reviews the major theories of career counseling. It explores life factors and roles that influence decision-making and reviews community and informational resources for career development. It also covers major career-counseling techniques and programs for the general population and for people with disabilities.

**PCMH 687 Marriage and Family Therapy** (3 credits)

This course offers an overview of prominent approaches for working with couples and families, including psychodynamic, behavioral, communication-based, experiential, multigenerational, structural, systemic and strategic approaches. Special attention is given to research-based strategies for working with families in which one or more members have a long-standing disabling condition.

**PCMH 688 Counseling Theory** (3 credits)

This course provides students with an overview of several formal counseling and psychotherapy theories. Students consider the key concepts and applications of many theories, including RET, TA, Gestalt, person-centered, psychoanalytic, Bowen Systems, Adlerian and Narrative Brief-Treatment. A wide range of teaching and learning methods will be utilized, and approaches that actively involve students in the learning process will be emphasized.

**PCMH 689 Early Childhood and Infant Mental Health** (3 credits)

This innovative new course provides an overview of the latest assessment and intervention techniques used with infants, very young children and their families, with a strong

emphasis on social and emotional development and mental health. Students will gain an understanding of the impact that early trauma, family violence, poverty and developmental disabilities can have on young children. Students will establish a context for working with young children in various community settings.

**PCMH 690 Master's Project** (2 credits)

Students must write a significant paper that is a literature review in an emerging area of clinical practice; a review and analysis of a policy issue or trend; a program design, development or evaluation; a systems change strategy plan or analysis; or a grant proposal. Students are expected to integrate relevant literature, concepts and theories from their courses.

## Psychology

**PSY 515 Adolescent Psychology** (3 credits)

This course is a study of developmental growth that is focused on the transition to adolescence and processes of physiological, cognitive, social and emotional changes that occur during the teen years. Middle/secondary education majors are required to do field experience in appropriate grade levels and subject areas.

**PSY 521 Educational Psychology** (3 credits)

This course studies the principles and theories of learning as they relate to the developmental levels of children and adolescents in the elementary through high school years. Prerequisite: NH State requirement for 609.01 (2)

## Quantative Studies and Operations Management

**QSO 510 Quantitative Analysis for Decision-Making** (3 credits)

This is a survey course in quantitative analysis techniques used to support decision-making. Students will learn several quantitative techniques that are used extensively for decision-making in various business disciplines. Background preparation: MBA 501 or equivalent.

**QSO 520 Management Science** (3 credits)

This is an application-oriented course that introduces the students to the most commonly used Management Science/Operations Research techniques such as linear programming, integer programming, goal programming, nonlinear programming, network modeling, queuing theory and simulation. The students will learn how to combine the power of the management science and spreadsheets to model and solve a wide variety of business problems. Prerequisite: QSO 510.

**QSO 530 Applied Statistics for Managers** (3 credits)

This course will provide the students with statistical tools and techniques that will enable them to make an immediate impact in their careers. This course will be realistically oriented and numerous business examples and cases will be analyzed. Prerequisites: MBA 501 or equivalent.

**QSO 600 Operations Management** (3 credits)

This course is about the Operations function, which is responsible for the creation of goods and services of the organization. This course is intended to be a survey of operating practices and models used in managing the operations in both manufacturing and service organizations. Prerequisite: QSO 510.

**QSO 610 Management of Service Operations** (3 credits)

This course is intended to help students prepare for management opportunities in service firms that represent the fastest-growing sector of the economy. The material focuses on the role and nature of service operations, and the relationship of operations to other business functions. The students will develop skills and learn techniques for effective management of service operations. Prerequisite: QSO 510 or permission of the instructor.

**QSO 620 Quality Control and Improvement** (3 credits)

This course is designed to provide an understanding of the design and implementation of quality control and improvement systems. It is an introduction to current quality management approaches, statistical quality control and quality improvement techniques. ISO-9000 also will be discussed. Case studies and the use of computer technology will be integral to the course. Prerequisite: QSO 510 or permission of the instructor.

**QSO 630 Supply Chain Management** (3 credits)

This course analyzes the role and activities of those involved in supply chain management decision-making. It emphasizes the importance of transportation planning, inventory control, warehouse management, development of customer service standards, and procurement in the design and operation of supply and distribution systems. The importance of information systems and the Internet in supporting such activities, is also discussed. Special attention is given to the close working relationships with managers in other functional areas including information systems, marketing, and international operations. Prerequisite: QSO 510.

**QSO 640 Project Management** (3 credits)

This course will include the study of the concepts, tools and practices of project management. The course will adopt a managerial process approach to Project Management, which consists of initiating, planning, executing, controlling and closing the Project. Major topics will include project scope, project time, project cost, project quality, project risk, project resources, project communications and how to be an effective project manager. Cases will be utilized to integrate the learning in the course and provide decision-making experience for the student. Prerequisite: QSO 510.

**QSO 680 Topics in Project Management** (3 credits)

Project management is a core skill in today's fast-moving business environment. Project managers are required to manage complex, time-pressured projects and programs using advanced tools and techniques for maximum effect. In this course, the students will learn about advanced methods

to initiate, plan and control projects. They will gain experience planning a complex project using both manual and PC-based tools. Prerequisite: QSO 640

**QSO 690 Topics in Operations Management** (3 credits)

This course is designed to prepare students to function as high-impact manufacturing and/or service managers. The course theme is Total Quality Management and focuses on manufacturing systems, quality controls and inventory management with the goal of finding constant approaches to productivity improvement through in-depth investigation of JIT and OPT and their adaptability to manufacturing and service systems. Prerequisite: QSO 600.

## Reading

**RDG 503 Emerging and Early Literacy Development**

(3 credits)

Students will analyze several major theoretical perspectives on literacy development from kindergarten through 4th grade. The course will explore classroom literacy environments that encourage the development of reading, writing, listening and speaking in the early elementary classroom. Students will learn a variety of effective strategies for the instruction and assessment of reading and writing in the early elementary classroom. Differentiating instruction to meet the needs of students from diverse backgrounds will be integrated into the course content. Prerequisites: Field Experience: 20 hours, EDU 521, PSY 521 and EDU 533. This course requires full acceptance into M.Ed. program.

**RDG 504 Content Area Literacy** (3 credits)

This course focuses on the development of reading comprehension and fluency in grades 5-12. Students will become familiar with effective practices to support the development of reading and language arts for students from middle through secondary school. The course will focus on the reading and writing of literature and expository text as a foundation for learning with an emphasis on reading comprehension, vocabulary development, research and study skills. Students will examine ways to address the needs of diverse and special needs students. Prerequisites: Field Experience: 20 hours, EDU 521, PSY 521 and EDU 533. This course requires full acceptance into M.Ed. program.

**RDG 531 Literature for Children and Young Adults**

(3 credits)

This course will study literary genres and categories found in children's literature, preschool through intermediate levels. Students will read and analyze literature according to a set of established criteria; explore the work of noteworthy authors, poets and illustrators; and be introduced to a variety of strategies for integrating literature into the curriculum and for encouraging students to become lifelong readers. Prerequisites: RDG 503 or RDG 504. NH State requirement for 609.01 (2). This course requires full acceptance into M.Ed. program.

**RDG 535 Survey of Reading for Junior/Senior High School Teachers** (3 credits)

Content area teachers will examine strategies for enhancing student learning in their classrooms. Strategies for pre-, during and post-reading will be covered, as will strategies for developing vocabulary, comprehension and study strategies directly related to the particular content area discipline.

**RDG 582 Assessing and Instructing Students with Reading Difficulty** (3 credits)

This course presents methods and materials to assess the needs and plan instructional interventions for student with reading difficulties. Students will learn to analyze and interpret formal and informal reading assessments and use instructional techniques to improve reading in students with a range of reading difficulties (K-12). The course includes an examination of literacy development among diverse learners. Prerequisites: Field Experience: 20 hours, RDG 503, RDG 504, or current teaching certification.

**Special Education****SPED 501 The Exceptional Child and Adolescent** (3 credits)

This course is a survey of the various expressions of exceptionality, not limited to learning disabilities. Students consider the recognition of exceptionality in a child; techniques for remediation by the regular classroom teacher, specialists and parents; and approaches to helping the child meet his or her potential.

**SPED 521 Behavior Management** (3 credits)

This course focuses on helping students design and implement behavior management programs for special needs youths, adolescents and adults. It involves the synthesis of theoretical aspects of behavior modification and implementation in projects that include pinpointing target behaviors, charting baseline and intervention data, using appropriate reinforcement schedules and reinforcers, and evaluating necessary program changes. Prerequisite: SPED 501.

**SPED 525 Curriculum Integration for Students with Exceptionalities** (3 credits)

This course examines methods and materials, the theories and research underlying various integrated curricular approaches for use with learners with exceptionalities in various education settings. Students will evaluate the effectiveness of those methods and materials. Prerequisites: SPED 501, PSY 521 or equivalent.

**SPED 561 IEP Assessment, Consultation and Collaboration** (3 credits)

This course familiarizes students with the administration and interpretation of academic achievement tests and other evaluation instruments. Students will develop the skills necessary for IEP development and for consultation, collaboration, and team building. The state, federal, and local laws regarding the education of student with special needs is examined. Prerequisites: Field Experience: 20 hours, SPED 501, EDU 551 or EDU 552.

**SPED 571 Special Education Student Teaching and Seminar** (3 credits)

8 weeks full-time teaching under the supervision of a Special Education Teacher. Prerequisites: SPED 501, SPED 525, SPED 521, SPED 561 and Elementary or Secondary Certification.

**School Psychology****SPSY 610 Tests and Measures** (3 credits)

This course introduces students to the construction and implementation of tests and measures. Basic testing theory and procedures are introduced and mastered during practicum experiences.

**SPSY 620 Test and Measures II** (3 credits)

During this course students gain expertise in the design, implementation and evaluation of various tests and measures. Students are to design their own test, conduct pilot studies and make necessary revisions. Prerequisite: SPSY 610.

**SPSY 630 Behavior Modification** (3 credits)

This course introduces practitioners to the research and theory of behavioral interventions. Students learn how to design, implement and evaluate behavioral programs. Students will also learn how to assess teachers and other school personnel in their use of behavioral interventions. The role of consultation in the design and implementation of classroom interventions are discussed.

**SPSY 640 Behavior Modification II** (3 credits)

Advanced practice and theory of behavior modification is introduced during this course. Students gain a level of expertise on how to develop and assess complex behavioral interventions on an individual, group, and systemic level. Prerequisite: SPSY 630.

**Sport Management****SPT 501 Research Methods in Sport Management** (3 credits)

This course examines the methods and techniques used in research in the field of sport management and the sport industry. Including the basic aspects of reading, evaluating, and writing research; this course will explore the concepts developed in relevant literature as they apply to sport management. Topics include problem selection, literature review, instrumentation, methodology, statistical issues, and types of research in physical activity. Prerequisites: MBA 501 or equivalent.

**SPT 510 Sport and Society** (3 credits)

Students investigate the interrelationships between sport, culture and society in an attempt to better understand the role and function of sport in contemporary society. Students receive a broad overview of selected socio-cultural factors that influence participation in sports. Major ethical issues of sport in society will be explored.

**SPT 600 Management of Sport Organizations** (3 credits)

This course focuses on the application of management concepts and theories to sports organizations and the sports industry. It includes issues of organizational design, public policy, labor relations, collective bargaining, ethical issues in sport and the globalization of the sports industry.

**SPT 608 Sport Marketing and Media** (3 credits)

This course is a survey of concepts and processes used in the successful marketing of sport programs and events. The case-study approach is used and special emphasis is placed on the unique aspects of sport products, markets and consumers.

**SPT 610 Sport Law** (3 credits)

Students learn about the law as it applies to professional and amateur sport organizations. The course includes the analysis of contracts, tort law, antitrust law, labor law and collective bargaining. Prerequisite: Undergraduate course work in business law or sport law.

**SPT 620 Finance & Economics of Sport** (3 credits)

This course will provide students with an understanding of financial and economic theories and principles utilized in the global sport industry. Prerequisites: MBA 501, MBA 502, and MBA 503 or equivalent.

**SPT 525 Sport Licensing & Strategic Alliances** (3 credits)

The goal of this course is to develop a deep, working knowledge of sports licensing and strategic alliances and how they relate to the business of sports. We will fully explore the process of identifying and developing a sports licensing and/or strategic alliance strategy so the student will be enabled to apply this knowledge in a real business setting. By doing so, a student as a future manager, will better recognize opportunities that sports licensing and strategic alliances can potentially offer to their sport businesses. By developing this in an international context, a student will engender a global view of how sports licensing and strategic alliances are developed and implemented in harmony with overall firm strategy leading to increased shareholder value. Prerequisite: SPT 608.

**SPT 565 Internationalization of Sport Business**

(3 credits)

The Internationalization of Sport Business course will help to prepare the sport business manager for the exciting world of global sports. The course is designed to thoroughly introduce the graduate student to the many facets of conducting sport business in the international marketplace. By using real life international sport business examples, students will garner a deeper understanding of the various complexities associated with conducting sport business in an international context. Some of the key areas include culture, international marketing, financial/political/economic risk, ethical dimensions, role of media, technology/products, professional sport leagues and governance. Prerequisite: SPT 608.

**SPT 700 Seminar in Sport Management** (3 credits)

This course covers the development of sport administration principles through analysis of specific issues and problems. A seminar format is used to integrate material from previous courses and allow students to focus on their areas of interest. Prerequisites: SPT 510 and SPT 600, SPT 608.

## Taxation

**TAX 650 Federal Taxation of Individuals** (3 credits)

This course studies the theory and practice of federal income taxation of individuals.

**TAX 655 Federal Income Taxation of Corporations and Partnerships; Estate and Gift Excise Tax** (3 credits)

This course studies the theories and practices of income taxation of corporations and partnerships and excise tax on estates and gifts. Prerequisite: TAX 650.

**TAX 660 Tax Factors in Business Decisions** (3 credits)

This course is an introduction to tax factors that are relevant in business and personal financial planning decisions. This includes regular and S corporations, partnerships, fiduciaries, tax shelters and tax research. Background preparation: 6 credit hours in accounting or the equivalent. This course is open only to non-accounting students.

**TAX 665 Estate and Gift Taxation** (3 credits)

This course deals with the federal taxation of gratuitous transfers during a taxpayer's lifetime and property transfers at death. A study is made of relevant statutes and regulations. Prerequisite: TAX 650.

**TAX 670 Tax Research Methodology/Practice and Procedures** (3 credits)

This course explores the methods and techniques of federal tax research. In addition, students will learn the rules and procedures for representing clients before the Internal Revenue Service. Prerequisite: TAX 650.

**TAX 700 Special Topics in Taxation** (3 credits)

This course offers an in-depth study of special topics in federal taxation. Major contemporary problem areas of taxation are explored. Prerequisites: TAX 650, TAX 655 and TAX 670.

# University Directory

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1998

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## Honorary Degree Recipients

1971	Mrs. Gertrude Shapiro, Doctor of Humane Letters	1992	Sophia Collier, Doctor of Laws Gary Hirshberg, Doctor of Science Kimon S. Zachos, Doctor of Laws Alirio Parra, Doctor of Laws
1972	Col. John H. Glen, Doctor of Science		
1973	Julian Bond, Doctor of Laws		
1974	Stewart L. Udall, Doctor of Laws	1993	Andrew W. Green, Doctor of Laws Yelena Khanga, Doctor of Humane Letters
1975	Louis Rukeyeser, Doctor of Humane Letters		
1976	Nikki Giovanni, Doctor of Humane Letters William S. Green, Doctor of Laws	1994	David Van Note, Doctor of Laws John F. Swope, Doctor of Laws
1977	Martin Agronsky, Doctor of Laws Rev. Placidus H. Riley, Doctor of Humane Letters	1995	Elizabeth Hanford Dole, Doctor of Laws Norman C. Payson, Doctor of Science Bedrettin Dalan, Doctor of Laws
1978	Newell S. Paire, Doctor of Laws		
1979	Eugene S. Mills, Doctor of Laws Charles S. Stanton, Doctor of Laws John F. Sterling, Doctor of Laws	1996	Kenneth D. Van Kleeck, Doctor of Laws Katharine Delahayne Paine, Doctor of Laws Juan Manuel Santos C., Doctor of Laws
1980	Jack L. Bowers, Doctor of Laws Norris Cotton, Doctor of Laws Philip S. Dunlap, Doctor of Laws	1997	Franklin Abraham Sonn, Doctor of Laws Dean Kamen, Doctor of Science Donald Murray, Doctor of Humane Letters
1981	John A. Beckett, Doctor of Laws Richard A. Fulton, Doctor of Laws	1998	Jacqueline Mara, Doctor of Laws Lewis M. Feldstein, Doctor of Laws Walter Peterson, Doctor of Laws Selma R. Deitch, Doctor of Science
1982	Lotte Jacobi, Doctor of Humane Letters Robert Rosenberg, Doctor of Laws		
1983	Henry R. Bloch, Doctor of Laws	1999	Jeanne Shaheen, Doctor of Laws Malcolm S. Forbes, Jr., Doctor of Laws
1984	Ralph W. Farmer, Doctor of Laws Victor K. Kiam II, Doctor of Laws Warren B. Rudman, Doctor of Laws	2000	Jan C. Scruggs, Doctor of Laws Sr. Carol J. Descoteaux, Doctor of Humane Letters
1985	Curtis L. Carlson, Doctor of Humane Letters	2001	Joan Corcoran, Doctor of Laws J. Bonnie Newman, Doctor of Laws Raymond Wieczorek, Doctor of Laws
1986	Christopher Forbes, Doctor of Humane Letters Sakip Sabanci, Doctor of Laws		
1987	Joachim W. Froelich, OSB, Doctor of Humane Letters	2002	William E. Green, Doctor of Laws Georgie Thomas, Doctor of Laws Seham Razzouqi, Doctor of Laws Ismail Serageldin, Doctor of Science
1988	Kenneth J. Rowley, Doctor of Laws Thomas V. Vanderslice, Doctor of Science		
1989	Thomas A. Corcoran, Doctor of Laws	2003	Jules Olitski, Doctor of Humane Letters Dorothy S. Rogers, Doctor of Laws
1990	Raymond F. Truncellito, Doctor of Laws Patricia Gallup, Doctor of Science	2004	A. A. Moody Awori, Doctor of Laws
1991	Christos Papoutsy, Doctor of Laws Hedrick L. Smith, Doctor of Humane Letters Elton See Tan, Doctor of Laws	2005	Florence Reed, Doctor of Humane Letters Jeffery D. Sachs, Doctor of Humane Letters
		2006	John Lynch, Doctor of Law

## Distinguished Achievement Citations

### Alumni Association Distinguished Service Award

- \*1979 Kenneth E. Preve, 1971
- 1980 Christos Papoutsy, 1957
- 1981 Richard Courtemanche, 1973
- 1982 David D. Myler, 1969
- 1983 Maurice Raymond, 1970
- 1984 Robert K. Morine, 1971
- 1985 Michael Brody, 1973
- 1986 Russell Pelletier, 1970
- \*1987 Dr. Gertrude Shapiro, Honorary, 1971
- 1988 Thomas Space, 1974
- 1989 William S. Green Esquire, Honorary, 1976
- 1990 Dale (Plavnicky) Trombley, 1983
- 1991 Michael DeBlasi, 1970
- 1992 Dr. George Larkin
- 1993 Dorothy S. Rogers
- 1995 Rene LeClerc, 1971
- 1996 Peter Perich, 1976, 1985
- 1997 Doug Blais, 1988, 1990
- 1998 Dr. Richard A. Gustafson
- 1999 Paula Reigel, 1987, 1992
- 2000 Janice (Somers) Fitzpatrick, 1993
- 2001 Bianca Holm
- 2002 Joseph Panaro, 1972
- 2003 Raymond Prouty, 1977
- 2004 Norton (Tuffy) Phelps, 1985
- 2005 Rob Grenus, 1987

\*Deceased

### Alumni Hall of Fame Recipients

- \*1991 Tony Lambert, 1968
- 1992 Dr. Judith Bouley, 1974, 1979
- 1993 Dr. Christos Papoutsy, 1957
- 1994 Richard Courtemanche, 1973
- 1995 David Myler, 1969
- 1996 Michael DeBlasi, 1970
- 1997 Robert Garneau, 1977
- 1998 Edward Ithier, 1987
- 1999 Thomas Tessier, 1974
- 2000 Bea (Worden) Dalton, 1973
- 2001 Donald Labrie, 1971
- 2002 Rene LeClerc, 1971
- 2003 Doug Blais, 1988, 1990
- 2004 Peter Perich, 1976, 1985
- 2005 Ann Lally, 1979, 1995

\*Deceased

### Southern New Hampshire University Excellence in Teaching Recipients

- 1989 Burton S. Kaliski
- 1990 Robert R. Craven
- 1991 Marc A. Rubin
- 1992 Nicholas Nugent
- 1993 Robert Losik
- 1994 Aušra M. Kubilius
- 1994 Camille Biafore
- 1995 Karen Stone
- 1995 Beverly Smith
- 1996 Eleanor Dunfey-Freiberger
- 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
- 2001 Martin J. Bradley
- 2001 Gary Baker
- 2002 Perrin H. Long
- 2002 Daniel O'Leary
- 2003 Doug Blais
- 2003 Dorothea Hooper
- 2004 Donald Sieker
- 2004 John Hayward
- 2005 Pamela B. Cohen
- 2005 Micheline Anstey
- 2006 Helen M. Packey
- 2006 Robert T. Wheeler

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