

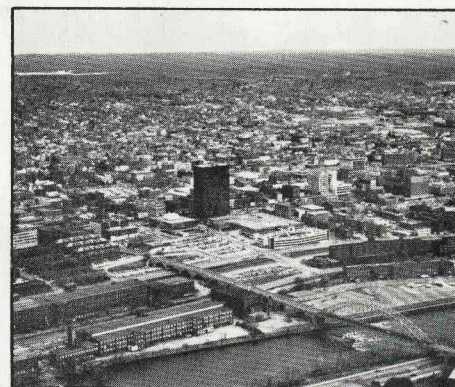
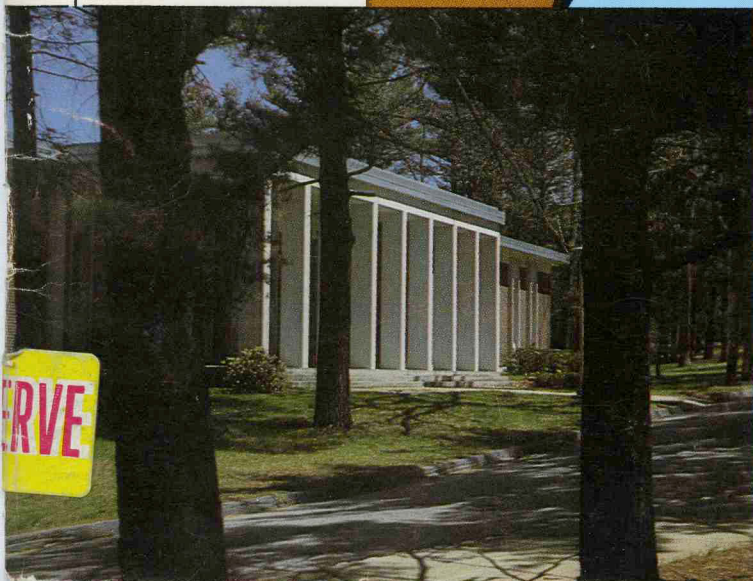
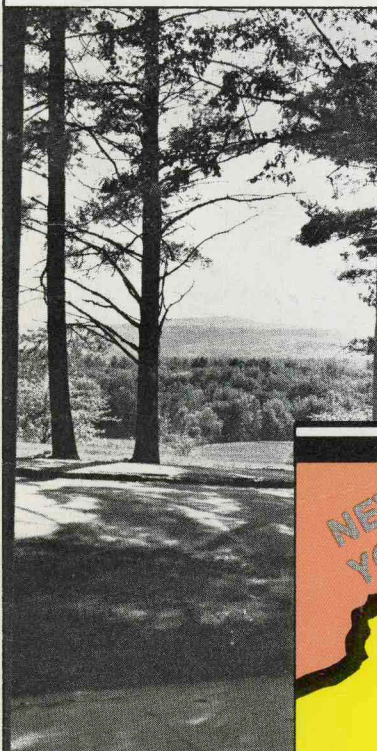
# New Hampshire College



GRADUATE SCHOOL OF BUSINESS

## MS MBA

1982-83





N.H. COE  
ARCHITECT



# New Hampshire College



## THE COLLEGE AND THE GRADUATE SCHOOL OF BUSINESS

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

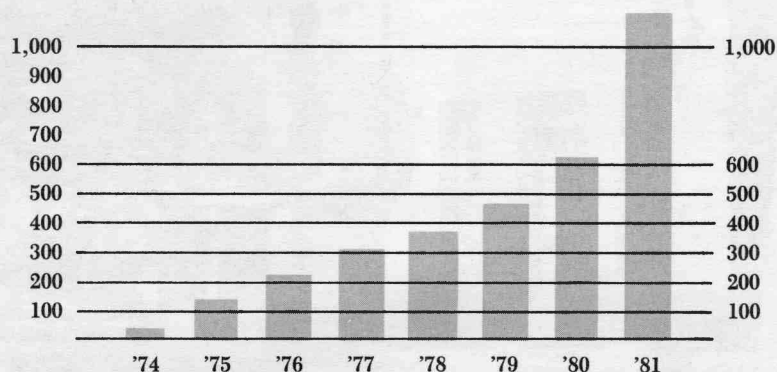
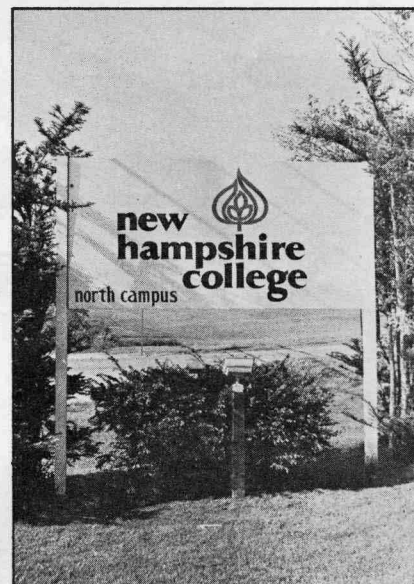
The South Campus of the College, the center for undergraduate studies, is located in the north sector of Manchester, a commercial and industrial center and New Hampshire's largest city — an hour's drive from Boston and within easy travel distance from the state's seacoast, lakes, and mountain recreational areas. In addition to the programs at the South Campus, the College also offers undergraduate programs at several other locations, principally in the evening.

The Graduate School of Business is located at the North Campus in Hooksett, five miles from the main campus and eight miles from downtown Manchester. The Hooksett campus offers the advantages of insulation from congestion and the benefits of aesthetically attractive surroundings along with accessibility to cultural and other advantages of metropolitan centers.

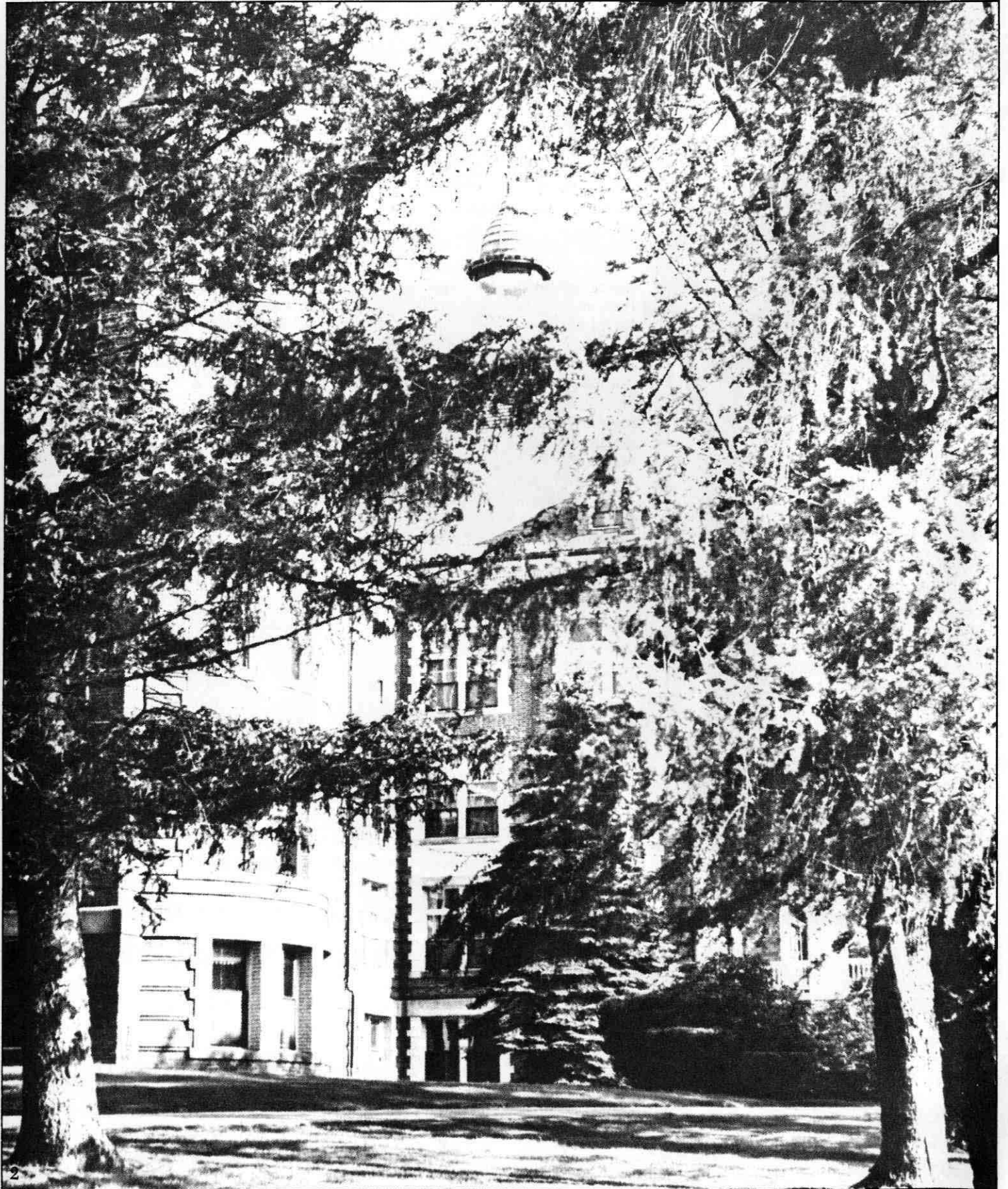
In addition to the Hooksett center, graduate programs are offered in the evening throughout the southern New Hampshire region — at Concord, Keene, Nashua, Portsmouth, and Salem. Graduate programs are also offered in the evening in Maine at the Brunswick Naval Air Station and in Puerto Rico at the Roosevelt Roads Naval Station.

The trend in the number of students enrolled in the graduate programs of the College in recent years is a measure of the need for graduate education in this region. Since the start of the evening graduate program in 1974, the number of students in this program has increased substantially each successive year.

Graduate students are the beneficiaries of such growth in several ways. Many of their classmates, particularly in the evening programs, are involved in activities and careers that add practical dimensions to the classroom experience. Alumni of the programs offer students a substantial breadth of contacts in the business community, which itself provides unexcelled resources for research, internship and post graduation employment.









# New Hampshire College



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### Your Application



- Your application can be found on page 31

# Resources



## ADMINISTRATION • CLASSROOMS • LIBRARY

### Administration and Classrooms

The Graduate School administration and classroom building is of modern construction, spacious, adequately equipped, and supplied with its own computation and media facilities. Both day and evening programs are offered here.

A scheduled shuttle service connects the North Campus with the South Campus, where regular public transportation to the entire Manchester community is available.

### Library

New Hampshire College is served by the Shapiro Library, one of the most extensive business libraries in northern New England. The constantly expanding collection contains approximately 63,000 volumes, 4400 reels of periodicals and newspapers on microfilm, and 50,000 company financial reports on microfiche. The library receives over 900 magazines and journals, and subscribes to various business, tax, and financial services. It also serves as a depository for Federal documents, particularly those issued by the Departments of Commerce, Labor, and Health and Human Services.

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

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







## COMPUTATION FACILITIES

THE GRADUATE SCHOOL is served by complete, up-to-date computation resources which are continually being expanded and extended to meet the diverse educational and administrative needs of the College.

All satellite locations are served by the College's computational resources.

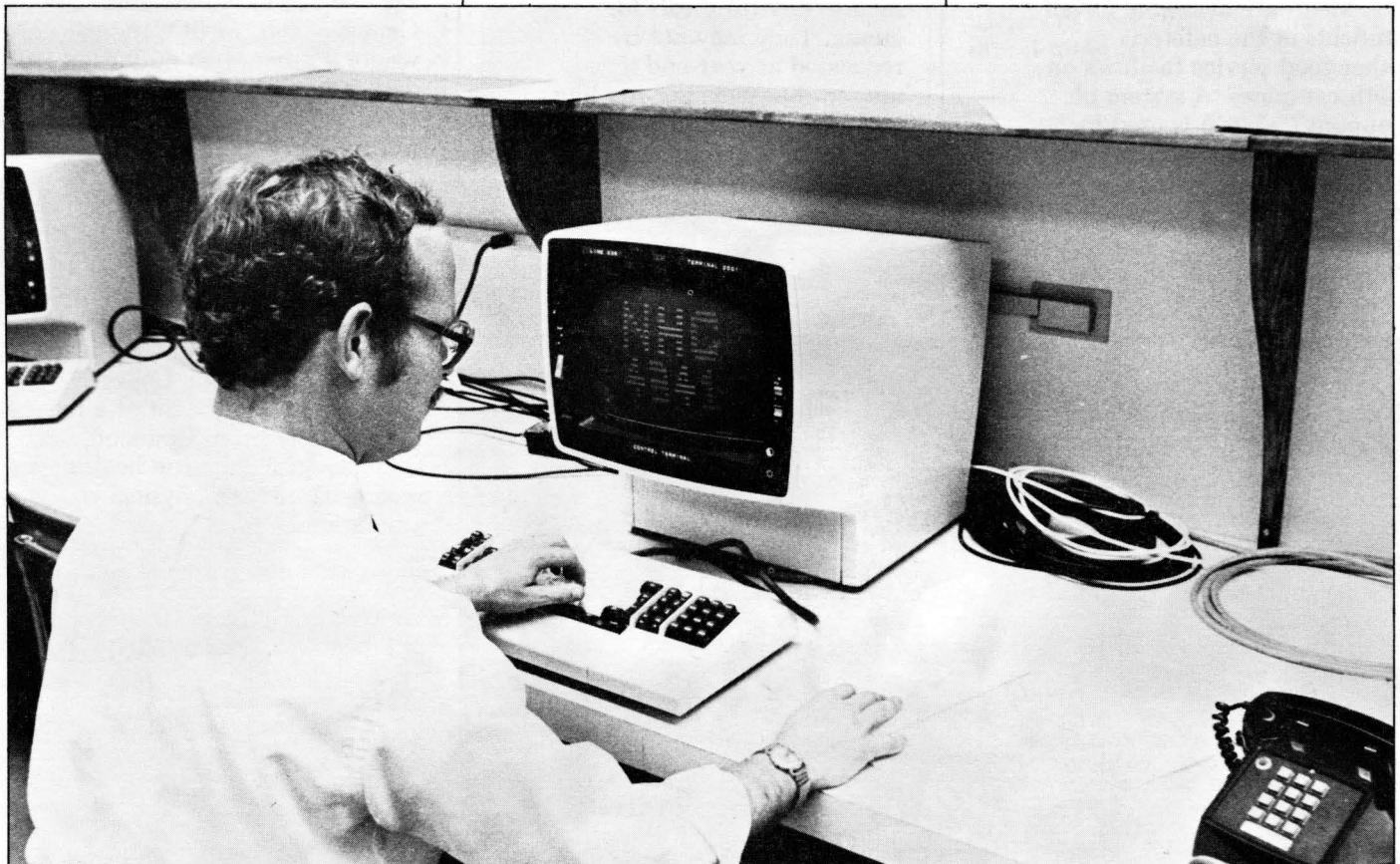
At the North Campus, there are two remote terminal clusters, one of which is located in the Graduate School building. These facilities are connected on-line with the Computer Center at the South Campus, where the hardware consists of an IBM 4341 computer and related equipment. A

professional staff of ten directs and operates the Center, assisted by more than two dozen students involved in research, programming, operations, and tutoring.

For special applications, on-line connection to the Dartmouth College Time Sharing System is also routinely available. Separate micro-computing facilities are available in the Graduate School building for graduate students to use in their course work and research; word processing facilities are also available there.

New Hampshire College's Computer Center supports a variety of languages suitable for business operations, including BASIC, FORTRAN,

PASCAL, and the integrated academic operating system, MUSIC. Statistical and analytical packages include SPSS, SAS, and others. Simulation and modelling software includes GPSS and DYNAMO. Specific programs are also available in marketing, accounting, production, and other specialized academic areas.



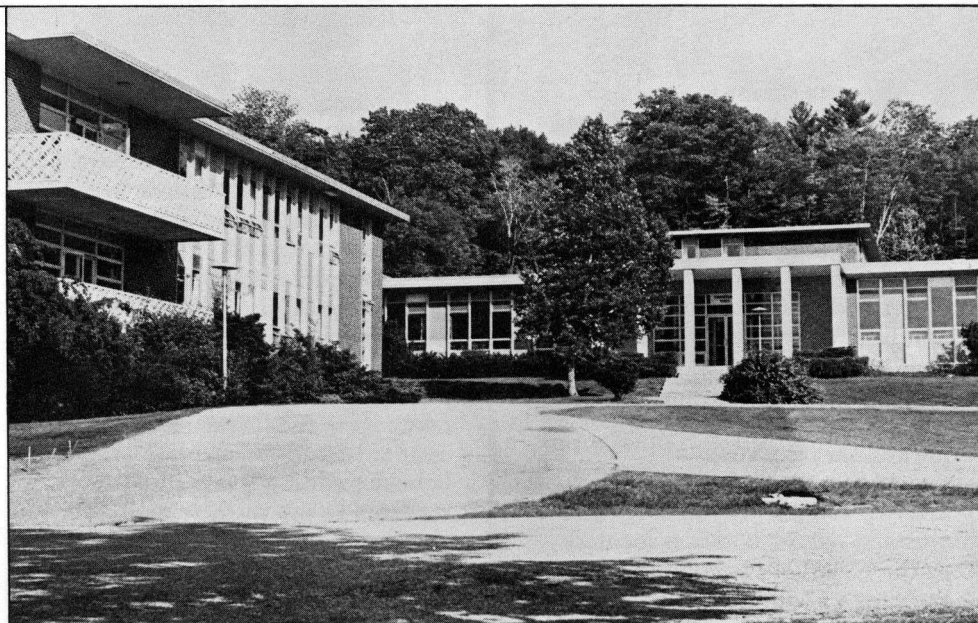


## HOUSING • DINING • HEALTH SERVICES

### Housing

Housing for some single graduate day students is available at the North Campus. A damage deposit of \$100 - returnable, less any charges for breakage or damage, when the student leaves the campus - is required.

Alternative housing may be found in the greater Manchester vicinity.



### Dining

Meals are available for all students at the cafeteria or other food service facilities on both campuses. A system of coupons ("chits") is used for such purchases. Students who reside on campus are issued chits equivalent to their approximate needs for the year; the chits may be transferred, or

used to pay for meals for guests. They may not be redeemed at year-end if unused. Students not residing on campus may purchase books of chits in denominations suitable to their needs.

### Health Services

For minor health problems, full-time day graduate students are entitled to use the Health Center at the North Campus, where a nurse is on duty each day. They may also use the services, by appointment, of the College Physician, who is on duty for 1½ hours two days each week at the South Campus.

Students who live in campus housing are entitled as well to use the in-patient infirmary facilities at the South Campus upon referral by the College Physician and payment of a fee for each day's use. Resident students must submit a health record based on a physical examination.





# Programs



## THE STRUCTURE OF THE GRADUATE PROGRAMS

- Degrees:

Master of Business  
Administration  
Master of Science

- Programs:

Administration (MBA)

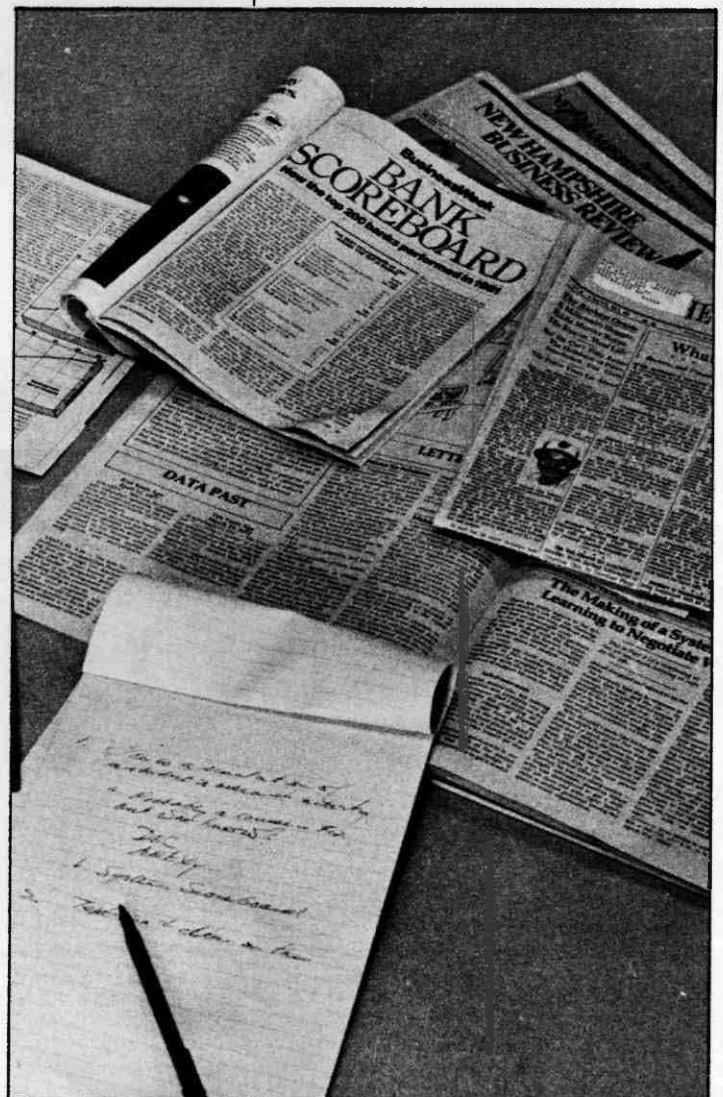
Administration (MBA) with  
Advanced Certificate in

- Accounting
- Decision Support  
Systems
- International Business

Accounting (MS)

- preparation for CPA  
qualification

The graduate program in  
Administration (without an ad-  
vanced certificate) involves  
twelve courses (of three  
semester hours each); all other  
programs require the comple-  
tion of sixteen courses.

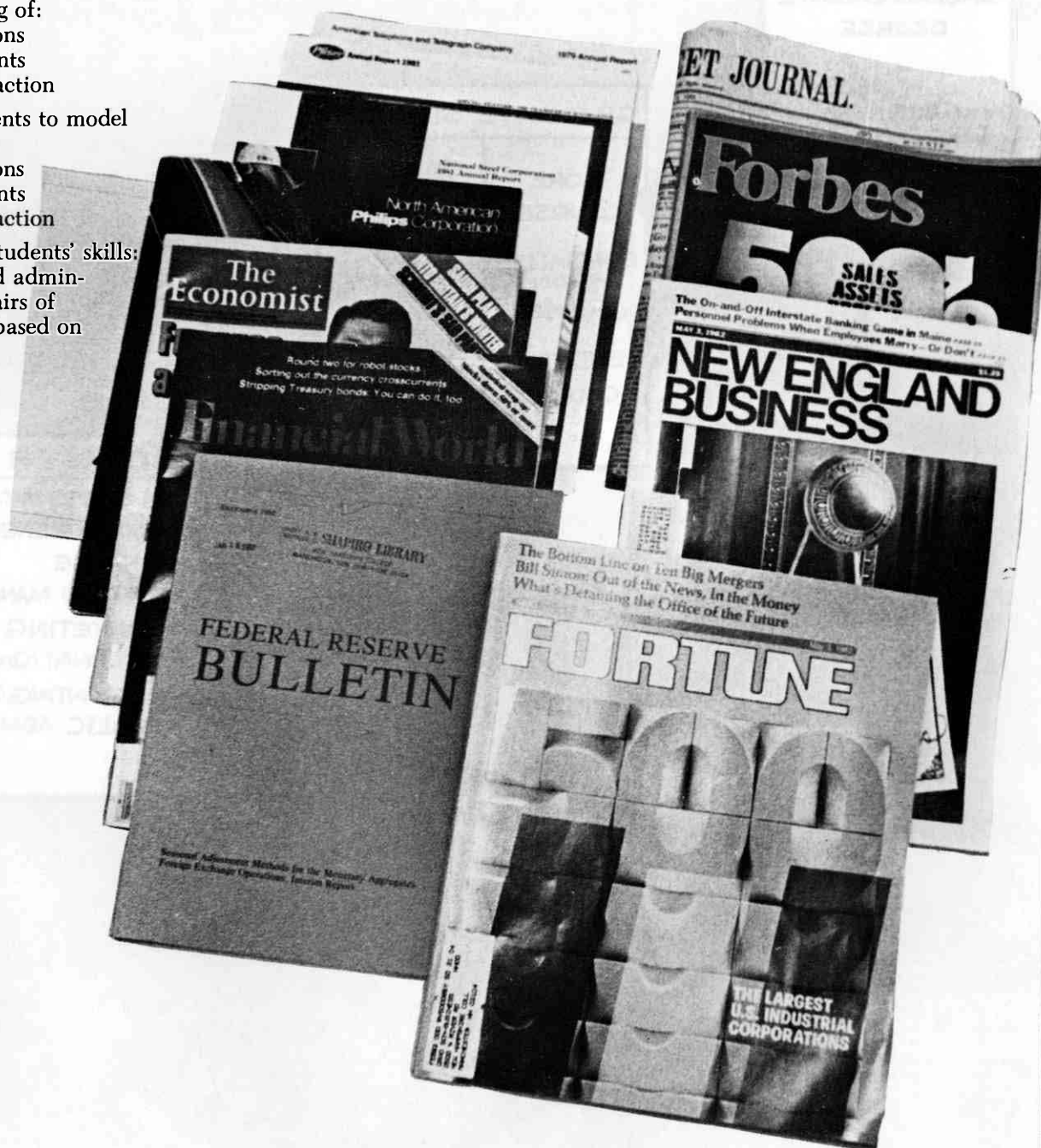




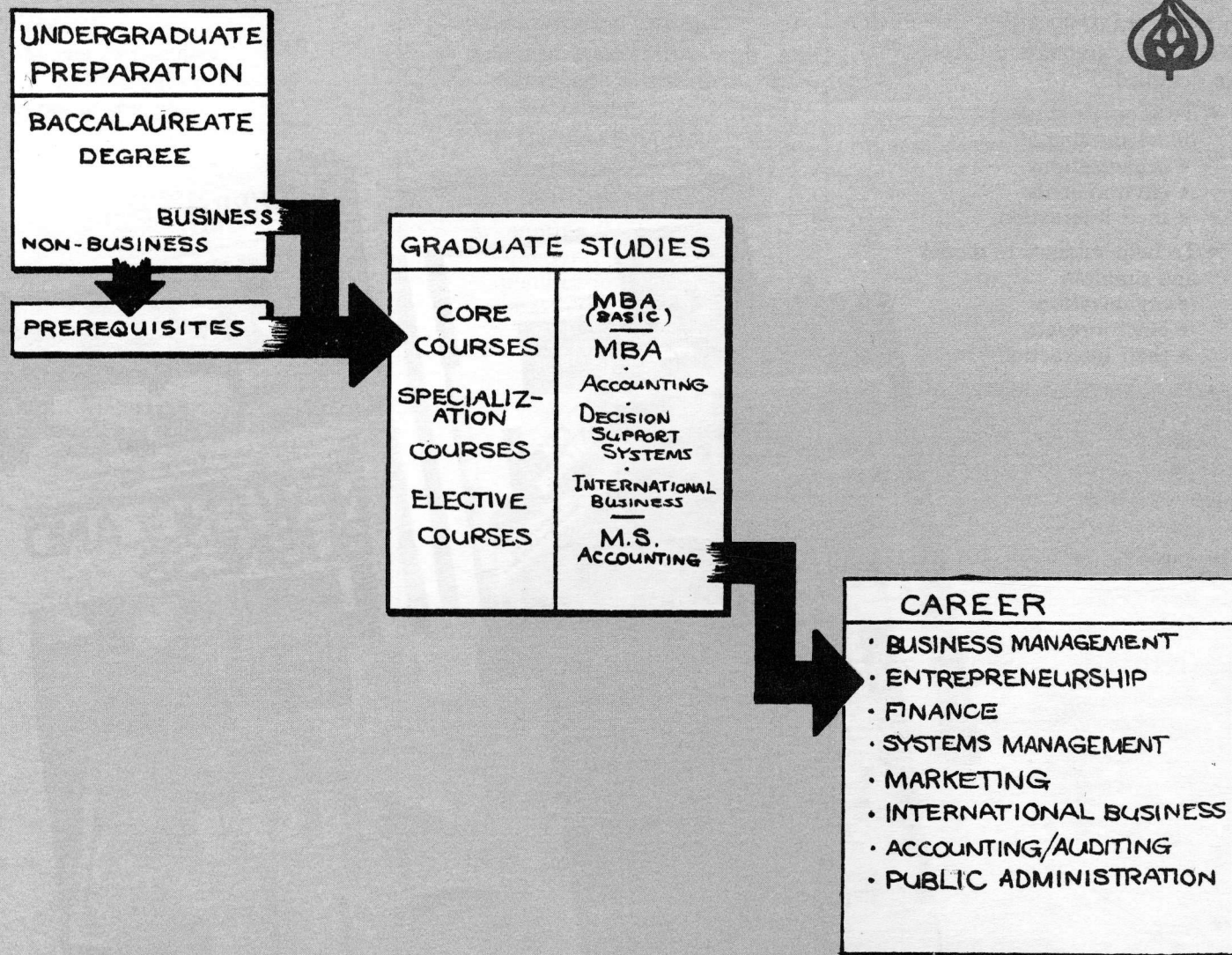
## THE UNDERLYING IDEA

At NEW HAMPSHIRE COLLEGE, graduate programs are designed

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







**ROGER W. BROWN**

VICE-PRESIDENT-INDUSTRIAL RELATIONS  
SANDERS ASSOCIATES, INC.

(CLASS OF 1981)

**MBA**



## BASIC PROGRAM IN ADMINISTRATION

Three Terms; MBA

### I

**GSR200**

Information Sources, Research  
Methods, and Communications  
Techniques

**GCF301**

Managerial and  
Financial Accounting  
(B)

**GCO352**

Decision Support Systems

**GSH210**

Human Behavior  
in Organizations

### II

**GCO350**

Quantitative Analysis for  
Decision Making

**GCF320**

Financial Management

**GCO351**

Production and  
Operations Management

**GXM400**

Marketing Strategies

### III

**GXG410**

Business, Government, and  
the Environment

**GNP600**

Policy Formulation  
and Administration

Elective\*

Elective\*

\*Six semester-hour Internship option  
(GNR605) available



**JOHN L. GOOD III**

DIRECTOR OF COMMUNITY RELATIONS AND DEVELOPMENT  
BEVERLY HOSPITAL

(CLASS OF 1981)

**MBA**



**ADMINISTRATION-  
ACCOUNTING**

**Four Terms: MBA  
plus  
Advanced Certificate**

**I**

**GSR200**

Information Sources,  
Research Methods,  
and Communications  
Techniques

**GCF300**

Managerial and  
Financial Accounting  
(A)

**GCO352**

Decision Support  
Systems

**GSH210**

Human Behavior  
in Organizations

**II**

**GCO350**

Quantitative Analysis  
for Decision Making

**GCF302**

Financial Reporting I

**GCO351**

Production and  
Operations  
Management

**GCF320**

Financial Management

**III**

**GCF304**

Budgeting and Cost  
Accounting

**GCF303**

Financial Reporting II

**GXM400**

Marketing  
Strategies

**GNP600**

Policy Formulation  
and Administration

**IV**

**GPT500**

Federal Taxation  
of Individuals

**GCF305**

Auditing

Elective

Elective

**TIMOTHY M. KOLOJAY**

ASSISTANT VICE-PRESIDENT-OPERATIONS  
NEW HAMPSHIRE INSURANCE GROUP

(CLASS OF 1980)

# MBA



## ADMINISTRATION— DECISION SUPPORT SYSTEMS

**Four Terms: MBA  
plus  
Advanced Certificate**

### I

#### **GSR200**

Information Sources,  
Research Methods,  
and Communications  
Techniques

#### **GCF301**

Managerial and  
Financial Accounting  
(B)

#### **GCO352**

Decision Support  
Systems

#### **GSH210**

Human Behavior  
in Organizations

### II

#### **GCO350**

Quantitative Analysis  
for Decision Making

#### **GCF320**

Financial Management

#### **GCO351**

Production and  
Operations  
Management

#### **GCO353**

System Dynamics

### III

#### **GNP600**

Policy Formulation  
and Administration

#### **GXM400**

Marketing  
Strategies

#### **GCO354**

Data Communications  
and Networking

Elective

### IV

#### **GCO355**

Data Base  
Design

#### **GCO356**

Seminar in  
Decision Support  
Systems

Elective\*

Elective\*

\*Six semester-hour  
Internship option  
(GNR605) available



**CLIFFORD A. DOLFE, JR.**

SUPERVISOR, QUALITY CONTROL ENGINEERING  
WESTERN ELECTRIC COMPANY

(CLASS OF 1979)

**MBA**



**ADMINISTRATION-  
INTERNATIONAL BUSINESS**

**Four Terms: MBA  
plus  
Advanced Certificate**

**I**

**GSR200**

Information Sources,  
Research Methods,  
and Communications

**GCF301**

Managerial and  
Financial Accounting  
(B)

**GCO352**

Decision Support  
Systems

**GSH210**

Human Behavior  
in Organizations

**II**

**GCO350**

Quantitative Analysis  
for Decision Making

**GCF320**

Financial Management

**GCO351**

Production and  
Operations  
Management

**GXM400**

Marketing  
Strategies

**III**

**GNP600**

Policy Formulation  
and Administration

**GXE424**

Multinational  
Corporate  
Environment

Elective

Elective

**IV**

**GCF321**

Multinational  
Corporate  
Finance

**GXM401**

Multinational  
Market  
Strategies

**GNC602**

Multinational  
Corporate  
Management

Elective\*

\*Three semester-hour  
Internship option  
(GMR606) available

**RICHARD O. HANSON**

CERTIFIED PUBLIC ACCOUNTANT  
MANAGEMENT CONSULTANT

(CLASS OF 1977)

**MS**



## ACCOUNTING- PREPARATION FOR CPA

**Four Terms: MS**

### **I**

**GSR200**

Information Sources,  
Research Methods, and  
Communications  
Techniques

**GCF300**

Managerial and  
Financial Accounting  
(A)\*

**GCO352**

Decision Support  
Systems

**GSH210**

Human Behavior in  
Organizations

### **II**

**GCO350**

Quantitative Analysis  
for Decision Making

**GCF302**

Financial Reporting I\*

**GCO351**

Production and  
Operations  
Management

**GCF320**

Financial Management

### **III**

**GCF304**

Budgeting and Cost  
Accounting\*

**GCF303**

Financial Reporting II\*

**GPT500**

Federal Taxation  
of Individuals

**GXG412**

Business Law

### **IV**

**GXG411**

Federal Taxation  
of Corporations

**GCF305**

Auditing\*

**GCF307**

Seminar in  
Accounting Theory

Elective

\*These courses may be waived in  
favor of other accounting/business  
electives for persons who have  
earned an undergraduate degree  
with a major in accounting.

A list of advanced courses  
will be supplied upon request.



# Course Classification



## HOW COURSES ARE IDENTIFIED

All courses are designated *first* with the letter "G". The second and third letters refer to the functional area and specific subject of the course.

**GS** - courses dealing with personal skills and human affairs (200 series)

### GSR - Research

**GSR200** Information Sources, Research Methods, and Communications Techniques

### GSH - Human Affairs

**GSH210** Human Behavior in Organizations

**GSH211** Human Resource Management

**GSH212** Labor Relations and Arbitration

**GSH213** Seminar in Interpersonal Behavior

**GC** - courses dealing with planning, measurement, and control (300 series)

### GCF - Financial

**GCF300** Managerial and Financial Accounting (A) - for accounting specializations

**GCF301** Managerial and Financial Accounting (B) - for non-accounting specializations

**GCF302** Financial Reporting I

**GCF303** Financial Reporting II

**GCF304** Budgeting and Cost Accounting

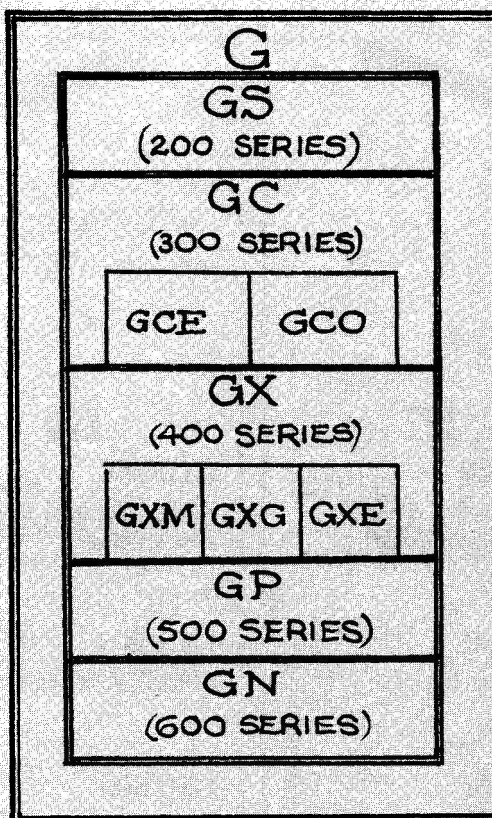
**GCF305** Auditing

**GCF306** CPA Review

**GCF307** Seminar in Accounting Theory

**GCF320** Financial Management

**GCF321** Multinational Corporate Finance



### GCO - Operational

**GCO350** Quantitative Analysis for Decision Making

**GCO351** Production and Operations Management

**GCO352** Decision Support Systems

**GCO353** System Dynamics

**GCO354** Data Communications and Networking

**GCO355** Data Base Design

**GCO356** Seminar in Decision Support Systems

**GX** - courses dealing with external relationships (400 series)

### GXM - Marketing

**GXM400** Marketing Strategies

**GXM401** Multinational Market Strategies

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

### GXX - Governmental

**GXX410** Business, Government, and the Environment

**GXX411** Federal Taxation of Corporations

**GXX412** Business Law

### GXE - Economic

**GXE420** Business Cycles and Forecasting

**GXE421** Institutional Economics

**GXE422** Multinational Corporate Environment

**GP** - courses dealing with personal business affairs (500 series)

**GPT500** Federal Taxation of Individuals

**GPV501** Investment Analysis and Evaluation

**GN** - courses dealing with the integration of other studies (600 series)

**GNN600** Policy Formulation and Administration

**GNS601** Small Business Management and Entrepreneurship

**GNC602** Multinational Corporate Management

**GNN603** Management of Non-Profit Organizations

**GNN604** Thesis Option

**GNN605** Internship Option (A) (six semester hours)

**GNN606** Internship Option (B) (three semester hours)



## WHERE AND WHEN

### Where the Programs Are Offered

**ALL FIVE DEGREE PROGRAMS** are offered in both the daytime and evening at the North Campus in Hooksett.

The programs offered in the evening at the other locations are:

**MBA; Administration:**  
In New Hampshire:

Concord:

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

Keene:

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

Nashua:

7½ Harris Road  
Nashua, NH 03060  
603-888-0342/0343

Portsmouth:

10 Vaughn Street  
Portsmouth, NH 03801  
603-436-2831

Salem:

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

In Maine:

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

In Puerto Rico:

Roosevelt Roads  
Naval Station  
c/o NHC  
Box 1368  
Hato Rey, PR 00919  
809-754-1632

**MBA; Administration with Advanced Certificate:**

In Accounting:  
Portsmouth

In Decision Support Systems:  
Salem and Nashua

In International Business:  
Salem

### When the Programs Start

Students are admitted to any of the day programs - at the Hooksett campus - in September or March; admission to the evening programs - at all locations - is in September, December, March and June.

### When Classes Meet

Both day and evening courses are scheduled in twelve-week terms. Classes routinely meet for three hours once each week. Saturday classes are offered at the North Campus and at selected off-campus locations. Occasional Saturday meetings are held for special purposes.

### Calendar

#### Academic Year 1982-83

##### Term I

Sept. 13, 1982 - Dec. 4, 1982

##### Term II\*

Dec. 6, 1982 - March 12, 1983

##### Term III

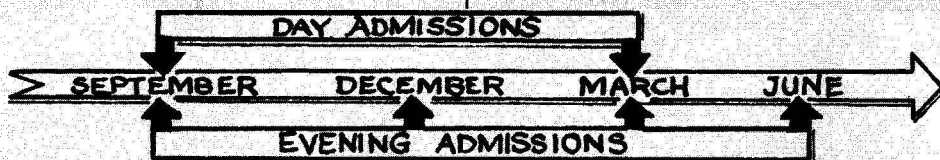
March 14, 1983 - June 4, 1983

##### Term IV\*\*

June 6, 1983 - Aug. 30, 1983

\*Holiday break Dec. 19, 1982 to Jan. 2, 1983 (Classes resume Monday, January 3, 1983)

\*\*No classes Monday and Tuesday July 4 & 5, 1983





# Courses and Contents



1982 . 1983

## GSR200 INFORMATION SOURCES, RESEARCH METHODS, AND COMMUNICATIONS TECHNIQUES

Development of awareness of, and improvement of personal skills in, the use of available sources of information, and in effective written and oral communication.

(Required to be taken as one of the first three courses in all programs)

## GSH210 HUMAN BEHAVIOR IN ORGANIZATIONS

An examination of individuals and groups, and how they interact within larger organizations.

## GSH211 HUMAN RESOURCE MANAGEMENT

Ways of managing human resources effectively through consideration of recruitment and selection, training, career development, compensation, collective bargaining, affirmative action, and other personnel issues.

## GSH212 LABOR RELATIONS AND ARBITRATION

Union-management relationships, including wage determination, bargaining models and strategies, history of labor and legislation, current labor law, contracts, and arbitration.

(Prerequisite: GSH210 Human Behavior in Organizations)

## GSH213 SEMINAR IN INTERPERSONAL BEHAVIOR

A re-examination of personal assumptions, motives, and behavior through experiences in group interaction.

(Prerequisite: GSH210 Human Behavior in Organizations)







1982 . 1983

**GCF300 MANAGERIAL AND FINANCIAL ACCOUNTING (A)**

A detailed study of principles and practices of income and asset measurement as a foundation for more advanced studies in subsequent accounting courses.

(For students specializing in accounting studies)

**GCF301 MANAGERIAL AND FINANCIAL ACCOUNTING (B)**

A study of principles and practices of income and asset measurement with emphasis upon uses of accounting information by management and other parties at interest.

(For students in non-accounting specializations)

**GCF302 FINANCIAL REPORTING I**

An intensive examination of the theory and practices of financial accounting.

(Prerequisite: GCF300 Managerial & Financial Accounting (A).)

**GCF303 FINANCIAL REPORTING II**

An intensive examination of accounting theory and practice in particular situations such as partnerships, combinations, insolvencies, estates and trusts, and international operations.

(Prerequisite: GCF302 Financial Reporting I.)

**GCF304 BUDGETING AND COST ACCOUNTING**

A comprehensive study of concepts, procedures, and practices of accounting systems designed to aid in the planning and control process of a variety of profit and not-for-profit organizations.

(Prerequisite: GCF300 Managerial & Financial Accounting (A).)

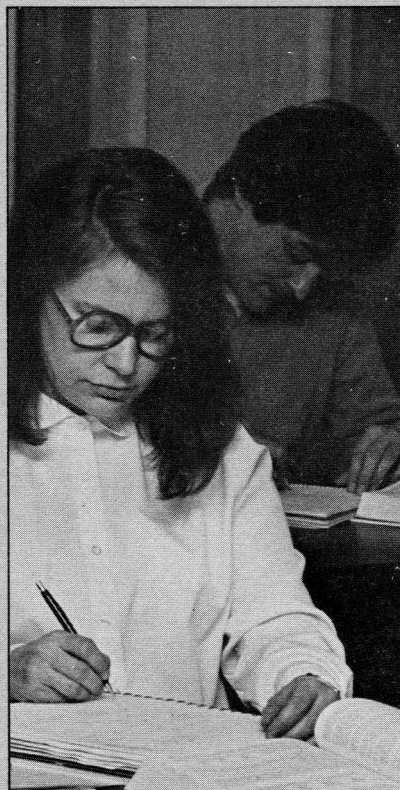
**GCF305 AUDITING**

A study of the concepts and methods of professional audit practice.

(Prerequisite: GCF303 Financial Reporting II.)

**GCF306 CPA REVIEW**

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



**GCF307 SEMINAR IN ACCOUNTING THEORY**

Extensive survey of historic and contemporary accounting literature to provide students with an appreciation of the development and current status of generally accepted accounting principles and issues relating to their application.

**GCF320 FINANCIAL MANAGEMENT**

A study of financial decision-making in the setting of the firm, including its relationships with financial markets and institutions.

(Prerequisite: GCF300 or GCF301 Managerial and Financial Accounting)

**GCF321 MULTINATIONAL CORPORATE FINANCE**

A study of problems of financing and reporting international operations with particular emphasis upon evaluation of risk and strategies of funding in international monetary relationships.







1982 . 1983

### GCO350 QUANTITATIVE ANALYSIS FOR DECISION MAKING

A survey of mathematical, probabilistic, and statistical tools available for assisting in the operation and management of industrial organizations.

### GCO351 PRODUCTION AND OPERATIONS MANAGEMENT

Study of the concepts of production and operations, and of a variety of methods and techniques used in their management.

### GCO352 DECISION SUPPORT SYSTEMS

Introduction to systems concepts and analysis, and their application to management and decision-making through the use of computer technology.

### GCO353 SYSTEM DYNAMICS

Study of dynamic modelling concepts, techniques, and methods, and of a variety of simulation languages. Application of computer simulation methods to business systems.

(Prerequisite: GCO 352 Decision Support Systems)

### GCO354 DATA COMMUNICATIONS AND NETWORKING

Examination of the elements of communications networks including common carrier offerings, terminal types, multiplexing and concentrator offerings, vendor protocols, and system design considerations.

(Prerequisite: GCO352 Decision Support Systems)

### GCO355 DATA BASE DESIGN

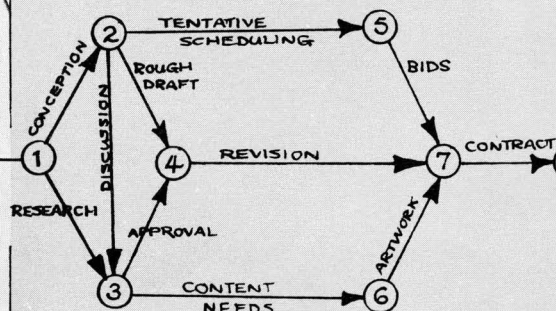
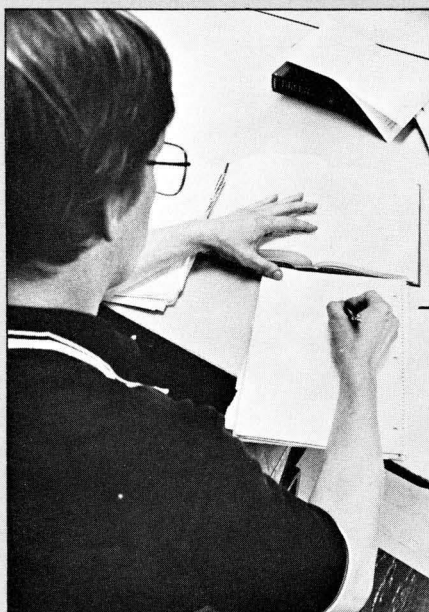
Development and management of data bases through study of computer-based systems concepts and design of a decision-support project.

(Prerequisite: GCO 352 Decision Support Systems)

### GCO356 SEMINAR IN DECISION SUPPORT SYSTEMS

Overview of current affairs and emerging developments in the realm of computer-based management systems.

(Prerequisites: GCO353 System Dynamics, or GCO354 Data Communications and Networking AND GCO355 Data Base Design (may be taken concurrently))







1982 . 1983

**GXM400 MARKETING STRATEGIES**

A study of the process of searching for, and identifying, prospective opportunities for establishing effective relationships with markets, and of the techniques of marketing.

**GXM401 MULTINATIONAL MARKET STRATEGIES**

A study of the particular issues involved in identifying and developing relationships with international markets.

**GXM402 MARKETING STRATEGIES FOR NON-PROFIT INSTITUTIONS**

Application of marketing concepts and practices to not-for-profit organizations. Exploration of sources for funds and strategies for their development.

**GXG410 BUSINESS, GOVERNMENT, AND THE ENVIRONMENT**

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

**GXG411 FEDERAL TAXATION OF CORPORATIONS**

Theory and practice of federal income taxation of corporations, partnerships, estates, and trusts.  
(Prerequisite: GCF300 or GCF301 Managerial and Financial Accounting)

**GXG412 BUSINESS LAW**

Theory and application of the laws of regulations, contracts, agency, property, and business organization.

**GXE420 BUSINESS CYCLES AND FORECASTING**

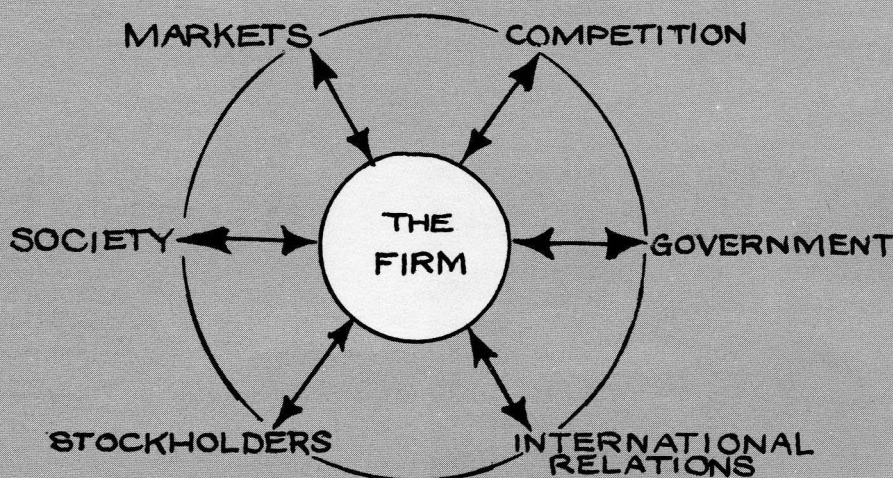
A study of theories of fluctuations of economic activity and of techniques for forecasting business conditions and rates of business activity.

**GXE421 INSTITUTIONAL ECONOMICS**

A study of theoretical and philosophical foundations of capitalism as compared to alternative economic systems.

**GXE422 MULTINATIONAL CORPORATE ENVIRONMENT**

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







1982 . 1983

**GPT500 FEDERAL TAXATION  
OF INDIVIDUALS**

The theory and practice of federal income taxation of individuals.

**GPV501 INVESTMENT  
ANALYSIS AND  
EVALUATION**

A study of opportunities, risks, and the institutions, organizations, and vehicles that facilitate investment.

**GNP600 POLICY  
FORMULATION AND  
ADMINISTRATION**

An application of learned skills and a testing, distillation, and integration of insights gained from preceding courses and other sources.

(May not be taken until at least eight courses have been completed in the program)

**GNS601 SMALL BUSINESS  
MANAGEMENT AND  
ENTREPRENEURSHIP**

A study and application of management concepts particularly related to small business.

**GNC602 MULTINATIONAL  
CORPORATE  
MANAGEMENT**

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

**GNN603 MANAGEMENT OF  
NON-PROFIT  
ORGANIZATIONS**

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

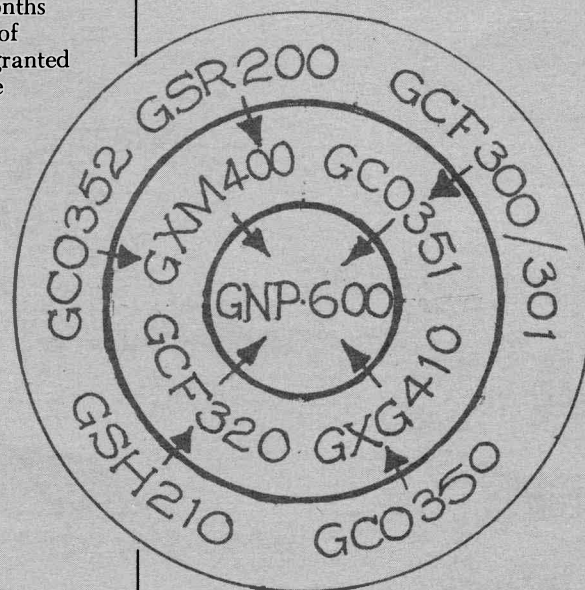
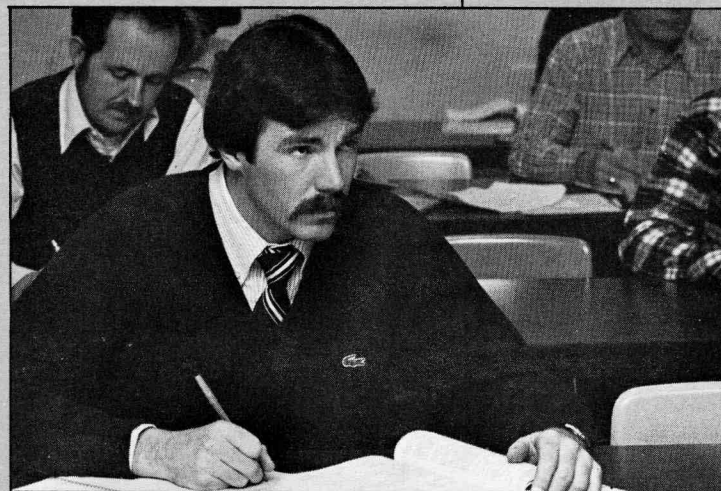
**GNR604 THESIS OPTION**

In all programs, students may substitute six semester hours of thesis in lieu of two elective courses upon acceptance by a full-time supervising faculty member and with prior approval of the Dean of the Graduate School. A thesis must be completed within nine months of its approval; an extension of time for completion will be granted only with the approval of the Graduate Committee.

**GNR605/GNR606 INTERNSHIPS**

The opportunity to engage in internship (in place of academic work) is offered as a six semester-hour option (**GNR605**) in the three-term Administration program and in the four-term Administration program in Decision Support Systems. It is also offered as a three-semester hour option (**GNR606**) in the four-term Administration program in International Business.

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



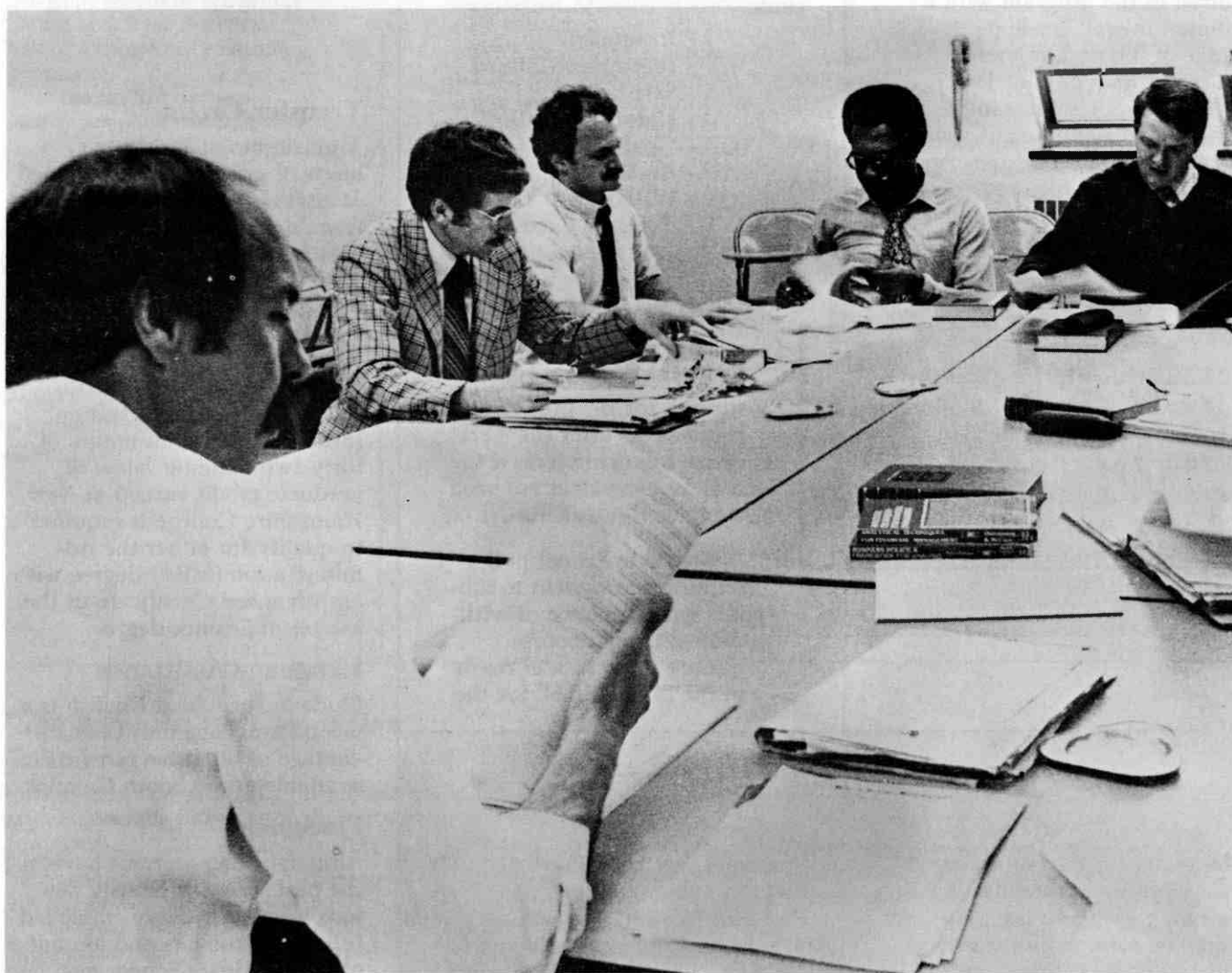




The Fire Print

## THE FIRE PRINT

The Fire Print is a publication that provides information on fire safety and fire protection. It is a quarterly journal that is published by the National Fire Protection Association (NFPA). The journal covers a wide range of topics, including fire prevention, fire investigation, fire protection engineering, and fire safety education. It is a valuable resource for fire professionals and the general public alike.



# The Fine Print



## LEVELS OF ACHIEVEMENT . GRADING . AID

### Level of Achievement Expected

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

	CR	GR	
GSH210 Human Behav. in Org.	3	A	GXG410 B Govt., & Environm
GSR200 Info. Sources, Res. Methods, & Commn. Techn.	3	A-	GC0352 D Suppt. S

### Grading

Students are graded upon their performance according to the traditional system of A (4.00), A- (3.66), B+ (3.33), B (3.00), B- (2.66), C+ (2.33), C (2.00), and F (0). Other grades include:

- I - Incomplete\*
- I/F - Incomplete/failure
- S - Satisfactory
- U - Unsatisfactory
- CR - Credit
- AU - Audit
- W - Withdrew\*\*
- T - Transfer Credit

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

\*\* Graduate School policy requires the student to submit written notice of withdrawal from a course. Failure to do so will result in the grade of "F" for the

course. An instructor has the right to withdraw any student from a course after three absences if, in the instructor's opinion, the student will be unable to complete the course satisfactorily.

### Transfer Credit

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

### Language Assistance

Students for whom English is a second language may take advantage of intensive instruction available at the South Campus.

### Placement

Although the programs have in the past served primarily persons who are already employed full-time, students and alumni of the Graduate School may make use of the College's Career Planning and Placement Office which maintains information on current job opportunities in the public and private sectors, and participates in semi-annual "job fairs" attended by recruiters from a wide spectrum of industries, governmental agencies, and non-profit institutions.

## FINANCIAL AID

Students enrolled or accepted for enrollment in either day or evening graduate programs may be considered for several forms of institutional and federal financial aid. Scholarship and work programs are provided by the College. Title IV Federal Student Assistance programs to which graduate students have access include the National Direct Student Loan Program (NDSL), College Work-Study Program (CWS), Guaranteed

Student Loan Program (GSL), and the new Auxiliary Loan Program (ALAS). Application procedures include submission of the College's own scholarship and assistance application form and the College Board's Financial Aid Form (FAF). For these application forms and additional information, please contact either the Graduate School of Business or the New Hampshire College Director of Financial Aid.



## CONDITIONS . OF . ADMISSION

**UNCONDITIONAL ADMISSION** to any of the graduate programs requires

- That the student has earned a bachelor's degree from an accredited institution of higher learning, with an academic record of 2.5 or better, or 2.7 for the latter half of a completed academic program.
- That the student has previously completed the following courses or their equivalents:

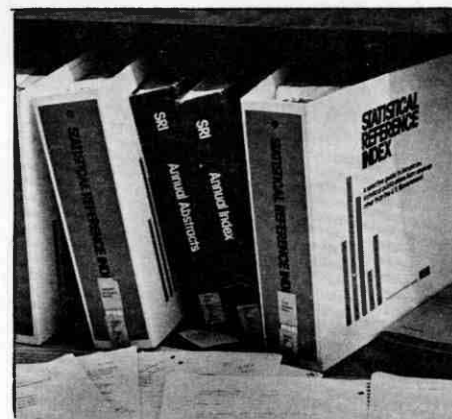
Course	Credits
Accounting	6
Economics	6
Mathematics	6
Statistics	3
Computer Data Processing	3
Business Organization	3
Marketing	3
Business Law	3

**LIMITED ADMISSION** is permitted when students have not satisfied these prerequisites. They may do so by enrolling in courses offered by New Hampshire College. In some cases, employment experience may be accepted in place of academic preparation. Qualifying scores in specified tests of the College-Level Examination Program (CLEP) may also be accepted in lieu of prerequisites; further information on CLEP tests is available from the New Hampshire College Registrar.

**PROVISIONAL ADMISSION** is permitted in cases in which the applicant's undergraduate academic record is less than 2.5. This qualification is lifted if the student achieves a 'B' (3.0) average in his/her first three graduate courses.

**UNCLASSIFIED ADMISSION** is permitted when a person wishes to enroll in individual courses as a special student. A maximum of six semester hours of credit may be transferred to one of the graduate programs by an unclassified student.

Students admitted to graduate programs are expected to submit scores on the Graduate Management Admission Test. (For further information, write: GMAT, Educational Testing Service, Box 966R, Princeton, NJ 08540.)



### Time Required for Completion of the Programs

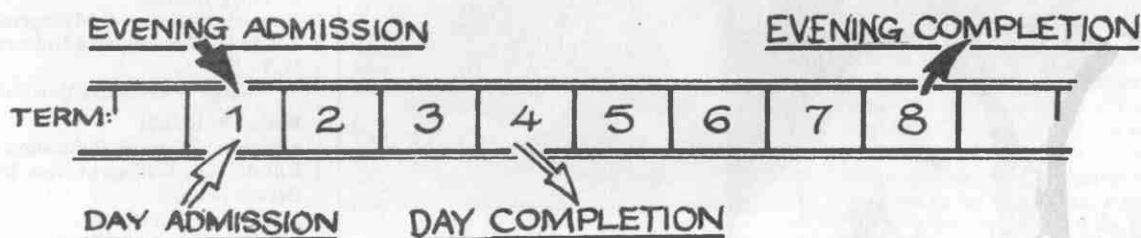
Students who have satisfied all requirements for admission may complete the programs on these schedules:

	DAY	EVENING
Administration (MBA)	three terms	six terms
Administration (MBA) with Advanced Certificate	four terms	eight terms
Accounting (MS)	four terms	eight terms

Students who have not satisfied all prerequisites will require one or two additional terms to complete their programs.

Programs offered in the day may be completed on an eighteen-month schedule at no additional charge if at least nine courses have been taken in the first twelve months.

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





# Administration and Faculty



## FOR THE PROGRAMS

### GRADUATE SCHOOL OF BUSINESS ADMINISTRATION

**Edward M. Shapiro**  
President  
B.S., University of New Hampshire

**Jacqueline F. Mara**  
Dean  
B.S., Mount Saint Mary College  
Ed.M., Ed.D., Boston University

**Thomas P. McGrevey**  
Assistant Dean  
B.S., U.S. Military Academy  
M.B.A., New Hampshire College

**Dwight S. Wilder**  
Staff Assistant  
B.A., Johns Hopkins University  
M.B.A., New Hampshire College

**Gerald S. Reilly**  
B.S., M.Ed., Boston College  
Graduate Administrator  
(Nashua/Salem/Keene)

**John B. Tanzer**  
B.S., U.S. Military Academy  
M.B.A., Long Island University  
Graduate Administrator  
(Portsmouth)

### VISITING PROFESSOR

**John A. Beckett**  
B.S., University of Oregon  
M.B.A., Harvard University  
L.L.D. (Hon.), New Hampshire College  
C.P.A.

### FACULTY

**Hassa Jadwani**  
Professor  
B.B.A., University of Miami  
M.B.A., Columbia University  
D.B.A., Harvard University  
**Gerald E. Karush**  
Assistant Professor  
B.A., University of Pennsylvania  
M.A., Brown University  
Ph.D., University of Pennsylvania



**Patricia E. Khani**  
Assistant Professor  
B.S., Suffolk University  
M.S., Northeastern University  
C.P.A.

**Marc A. Rubin**  
Instructor  
B.A., Boston University  
M.B.A., Northeastern University

**Paul Schneiderman**  
Associate Professor  
B.B.A., M.B.A.,  
University of Massachusetts  
M.A., Ph.D., Clark University

### OTHER FACULTY TEACHING GRADUATE COURSES

**Eleanor H. Barnes\***  
Associate Professor of Management  
Information Systems  
B.S.I.E., Northeastern University;  
M.B.A., University of New Hampshire

**Leon J. Bien**  
Lecturer  
A.B., Boston College  
M.A., Michigan State University

**Robin B.S. Brooks,**  
Lecturer  
B.A., Columbia University  
M.A., Yale University  
Ph.D., University of California

**Roger W. Brown, Sr.**  
Lecturer  
B.S., University of Illinois  
M.B.A., New Hampshire College

**Robert L. Corallino\***  
Assistant Professor of Accounting  
B.S., M.B.A., West Virginia University;  
C.P.A.

**Robert R. Craven\***  
Associate Professor of English  
B.A., M.A., City College of New York;  
Ph.D., University of Rhode Island



**James F. Dempsey**  
Lecturer  
B.S., Northeastern University  
M.B.A., Suffolk University

**Benjamin N. Donatelli**  
Assistant to the President  
A.B., St. Anselm College  
M.B.A., New Hampshire College

**Yvonne C. Hall\***  
Assistant Professor of Economics  
B.S.B.A.,  
Florida Technological University  
M.S., Ph.D., Colorado State University

**John J. Harrington\***  
Associate Professor of  
Business Management  
B.S.B.A., Boston College;  
M.S., Southern Illinois University;  
Ed.D., George Washington University

**Ernest H.S. Holm\***  
Associate Professor of Government  
A.B., Dartmouth College;  
M.A., Boston University;  
M.A.T., University of New Hampshire;  
Ph.D., Tufts University

**William A. Hunzeker**  
Lecturer  
B.S., University of Arizona  
M.S., University of Southern California

**R. Larry Johnson\***  
Associate Professor of Management  
B.S.M.E., Northeastern University;  
M.S., D.B.A.,  
George Washington University

**Burton S. Kaliski\***  
Professor of Business Education  
B.B.A., City College of New York,  
Baruch School;  
M.S., State University  
of New York at Albany;  
Ed.D., New York University



## GRADUATE SCHOOL OF BUSINESS

**Wallace Kartsen\***

Associate Professor of Accounting  
B.S., M.B.A., New York University;  
C.P.A.

**Norman E. Koehler**

Lecturer  
B.A., Grove City College  
M.S., University of Southern California  
Ph.D., University of Pittsburgh

**Louis B. Lanzillotti\***

Assistant Professor of Accounting  
B.S., M.B.A.,  
Northeastern University; C.P.A.

**Miller C. Lovett**

Lecturer  
B.S., S.T.B., Ph.D., Boston University

**William J.F. Murphy\***

Associate Professor in Accounting  
B.S., Merrimack College;  
M.A., University of Rhode Island  
C.P.A.

**Grace E. Napolitan**

Lecturer  
B.A., Siena Heights College  
J.D., South Texas College of Law

**C. Erik Nieuwejaar\***

Assistant Professor of Management  
B.A., Concordia College;  
M.S., University of Minnesota  
M.S., Northeastern University

**Clement G. O'Brien**

Lecturer  
A.E., Wentworth Institute  
B.S., M.B.A., Northeastern University

**Robert W. O'Brien**

Lecturer  
B.A., University of Massachusetts  
M.B.A., Western New England College

**Jeanette A. Ritzenthaler\***

Associate Professor of English  
B.A., Mary Manse College;  
M.A., New York University;  
Ed.D., Rutgers University

**Joel Russell**

B.A., Harvard College  
M.U.A., J.D., Boston University

**Robert H. Seidman\***

Associate Professor of Management  
Information Systems  
B.S., Rutgers University  
M.S., Ph.D., Syracuse University

**Richard F. Snow**

Lecturer  
A.B., Bowdoin College  
M.S., Florida State University

**Howard P. Snyder**

Lecturer  
B.E.E., M.B.A.,  
City College of New York

**George M. Spino**

Lecturer  
B.S., University of Rhode Island  
M.B.A., Bryant College

**Robert R. Tawney**

Lecturer  
B.S., University of Kansas  
M.B.A., Boston College

**George Teloian\***

Professor of Accounting  
B.S., Boston University;  
M.B.A., Northeastern University; C.P.A.

**John Van Santvoord\***

Instructor in Accounting  
B.S., New Hampshire College  
M.B.A., University of New Hampshire

**William Weatherbie**

B.S., University of Maine  
M.B.A., University of New Hampshire

**Charles V.A. White\***

Assistant Professor of Economics  
B.A., M.S., University of Connecticut;  
Ph.D., Ohio State University

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



Policies for the graduate programs are set by the Graduate Committee, which consists of three members of the full-time graduate faculty and three members of the part-time graduate faculty, all being elected, plus the Associate Dean for Continuing Education, a representative of the Library, and the Dean of the Graduate School, who serves as co-chairman with one of the other members.



# Costs of the Program

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

Tuition	\$6,800.
Fees	\$ 160.
Housing on Campus	\$1,800. - \$2,400.
Books and Supplies	\$500.- \$600.

The tuition and fees entitle the student to complete:

- Prerequisite courses plus the three-term program in Administration
- OR
- Any four term program

An additional charge of \$300 is assessed for each prerequisite course.

Students enrolled in the evening program may expect to pay \$390. per course and approximately \$40. in fees.

Deposits of \$100, applicable to tuition, and \$100, applicable to housing, are required by the College upon notification to day students of their acceptance. Students are expected to pay all bills at the time of registration. Exceptions require the prior approval of the Business Office.

An accepted student not yet enrolled in the Graduate School may withdraw after payment of deposit(s) by written notification to the Dean of the School. The official date of withdrawal and the date from which refunds will be determined will be the date on which the written notice of

withdrawal is received by the Dean. Enrolled day students who withdraw will be entitled to a refund of tuition on the following basis:

- If withdrawn prior to the first scheduled class meeting: 100 % , minus \$100.
- If withdrawn within two weeks of the first class meeting: 80 %
- If withdrawn within four weeks of the first class meeting: 60 %
- If withdrawn within six weeks of the first class meeting: 40 %
- If withdrawn within eight weeks of the first class meeting: 20 %
- If withdrawn after eight weeks of the first class meeting: No refund.

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

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

- Withdrawal before the first class: 100 % refunded
- Withdrawal after the first class: 80 % refunded
- Withdrawal after the second class: 50 % refunded
- Withdrawal after the third class: No refund

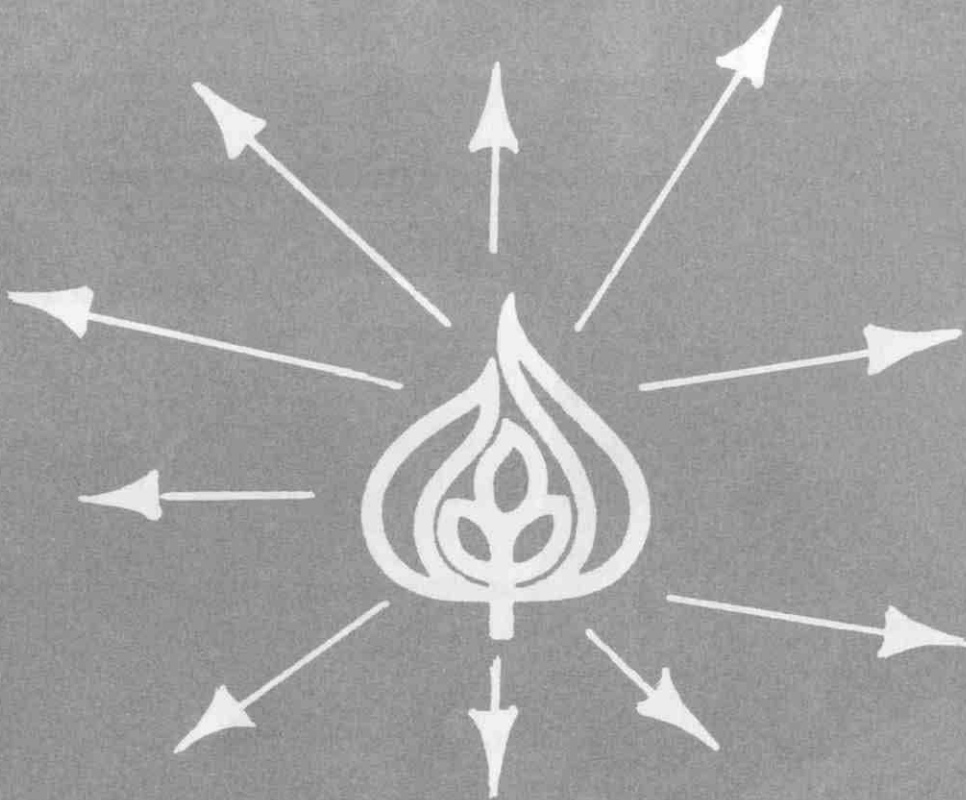
Students receiving educational benefits through their companies, the Veterans Administration, or other sources may use a deferred payment plan for tuition costs. A carrying charge of 1½ % per month is assessed on any unpaid balance; the student is responsible for paying any amount owed, including interest.

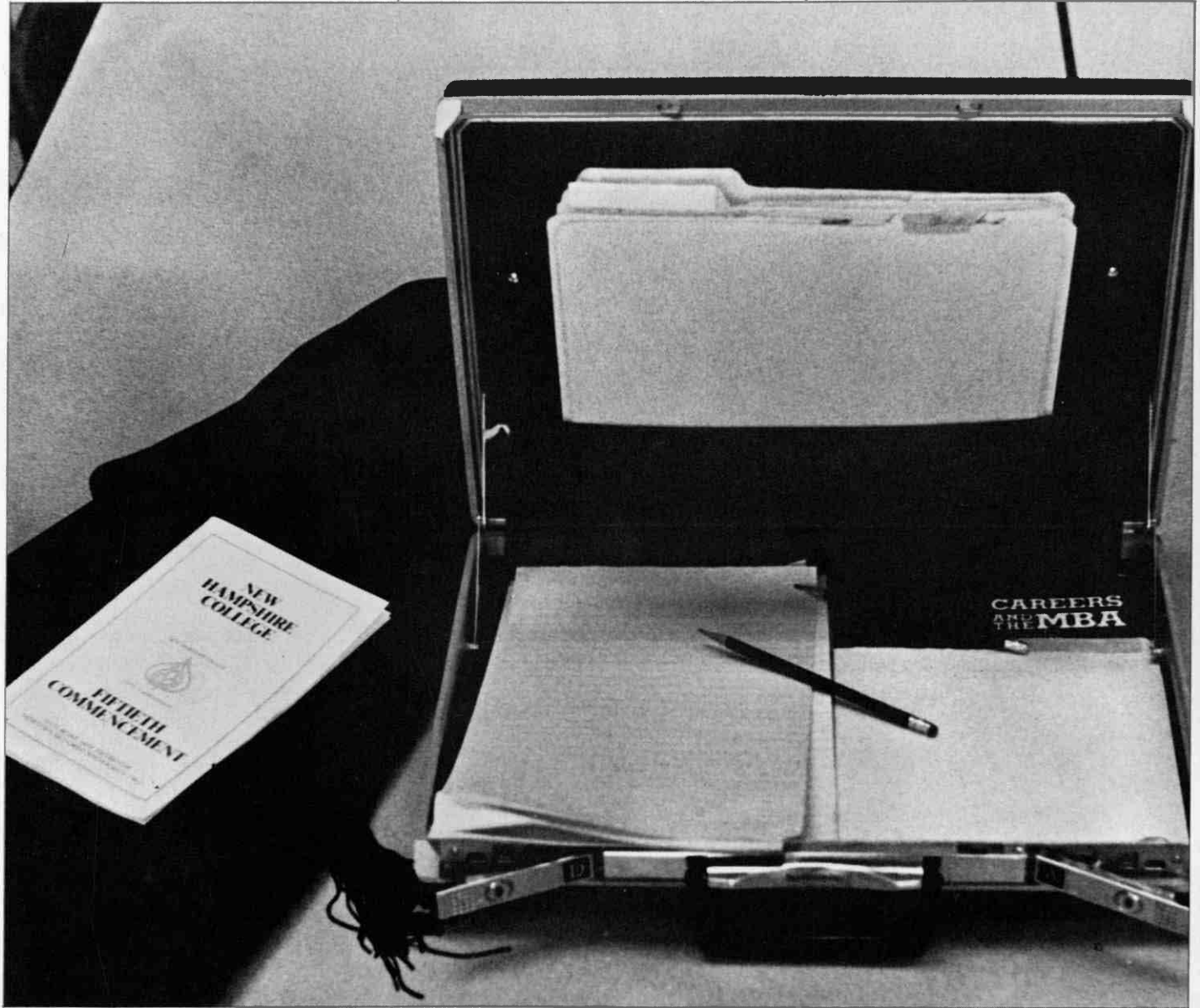
The College is approved for the education of veterans and other eligible persons. Graduate students seeking information on veterans' benefits may contact the College's Office of Veterans Affairs at the South Campus.

Books are sold at the North Campus bookstore and through each center office. Textbooks may not be purchased on credit.









# HOW TO APPLY



## YOU MAY APPLY BY SUPPLYING THIS INFORMATION

Which program would you like to enter?

- |   |     |
|---|-----|
| <input type="checkbox"/> Administration                   | MBA |
| Administration with advanced certificate                  |     |
| <input type="checkbox"/> Accounting                       | MBA |
| <input type="checkbox"/> Decision Support Systems         | MBA |
| <input type="checkbox"/> International Business           | MBA |
| <input type="checkbox"/> Accounting - preparation for CPA | MS  |

Have you earned an undergraduate degree in a business-related discipline?

\_\_\_\_\_ Degree and Major \_\_\_\_\_ Date of Degree \_\_\_\_\_ Institution

Have you earned any other undergraduate or graduate degree?

\_\_\_\_\_ Degree and Major \_\_\_\_\_ Date of Degree \_\_\_\_\_ Institution

Have you requested that a copy of your undergraduate transcript be sent to us? \_\_\_\_\_

Have you taken the Graduate Management Admission Test and requested that the results be sent to us? \_\_\_\_\_

Do you need to register for any prerequisites? \_\_\_\_\_

Do you have any work experience which you think may be substituted for academic courses as prerequisite for admission to the program you have selected? \_\_\_\_\_

Will you attend Day or Evening classes? \_\_\_\_\_

☐ When would you like to start?

- |                                    |                                |
|------------------------------------|--------------------------------|
| <input type="checkbox"/> September | <input type="checkbox"/> March |
| <input type="checkbox"/> December  | <input type="checkbox"/> June  |

Where will you attend classes?

- |   |  |
|---|--|
| <input type="checkbox"/> Hooksett, N.H. | <input type="checkbox"/> Portsmouth, N.H.      |
| <input type="checkbox"/> Concord, N.H.  | <input type="checkbox"/> Salem, N.H.           |
| <input type="checkbox"/> Keene, N.H.    | <input type="checkbox"/> Brunswick, ME.        |
| <input type="checkbox"/> Nashua, N.H.   | <input type="checkbox"/> Roosevelt Roads, P.R. |

(Over, please)





## GRADUATE SCHOOL OF BUSINESS

### Where To Call or Write For Further Information

Questions about the Graduate School of Business may be directed by telephone to the office of the Dean, whose telephone number is 603-485-8415. Inquiries and applications for admission may be directed to

Dean  
Graduate School of Business  
New Hampshire College  
2500 River Road  
Manchester, New Hampshire  
03104-1394

### Inquiries may also be addressed to satellite location directors at:

- Box 4, Naval Air Station,  
Brunswick, ME 04011  
207-725-6486
- 25 Columbus Avenue,  
(Bishop Brady High School),  
Concord, NH 03301  
603-224-8430
- Arch Street, (Keene High  
School), Keene, NH 03431  
603-357-5538
- 7½ Harris Road,  
Nashua, NH 03060  
603-888-0342
- Worth Building,  
10 Vaughn Street,  
Portsmouth, NH 03801  
603-436-2831
- P O Box 1386, Hato Rey,  
Puerto Rico 00919  
809-754-1632
- P O Box 871,  
151 Main Street,  
Salem, NH 03079  
603-893-3598

The Graduate School of Business welcomes visitors to its headquarters at the North Campus of New Hampshire College, on U.S. Route 3 (Daniel Webster Highway), Hooksett, New Hampshire.



New Hampshire College admits the students of any race, color, creed, handicap, and national or ethnic origin to all the rights, privileges, programs, and activities generally accorded or made available to students at the College. The College does not discriminate on the basis of race, color, creed, handicap, or national or ethnic origin in the administration of its educational policies, admission policies, scholarship and loan programs, or any other programs administered by the College.

## Please send me:

☐ An application form      ☐ A catalog

☐ More information about:

---

---

Name 

---

Address 

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City 

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State 

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 Zip 

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Undergraduate College 

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Year Bachelor's Degree Awarded 

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NO POSTAGE  
NECESSARY  
IF MAILED  
IN THE  
UNITED STATES

**BUSINESS REPLY CARD**

FIRST CLASS PERMIT NO. 6638 MANCHESTER, NH

POSTAGE WILL BE PAID BY ADDRESSEE

**NEW HAMPSHIRE COLLEGE**

DEAN

GRADUATE SCHOOL OF BUSINESS

2500 RIVER ROAD

MANCHESTER, NH 03104





# New Hampshire College



## GRADUATE SCHOOL OF BUSINESS

### MBA MS

#### Why New Hampshire College?

##### Programs:

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

##### Resources:

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

##### Plus:

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



RES