

# 2002 Summer Schedule of Classes

Arts and Sciences

Business

Engineering

Online Courses



Continuing Education  
Undergraduate and Graduate Courses  
Classes Begin May 28, 2002

Western   
New England  
College  
[www.wnec.edu](http://www.wnec.edu)



# Some of our best business students never come to class.

# The Online BBA

## Get an edge on success with the Online Bachelor of Business Administration from Western New England College

Now, from the area leader in adult education comes a bachelor's degree program taught entirely over the Internet.

If you have an associate's degree or 60 undergraduate credits, you can complete your Bachelor of Business Administration (BBA) degree online from the widely respected Western New England College School of Business.

### Flexible and professional

- Study from your home or office computer
- Convenient 8-week courses offered year-round
- Courses taught by our nationally recognized faculty

### Hurry! Classes forming now for August 2002

email: [CE@wnec.edu](mailto:CE@wnec.edu)  
**413-781-1249** or  
**800-325-1122** ext. 1249  
**[www.wnec.edu/CE](http://www.wnec.edu/CE)**



1215 Wilbraham Road  
Springfield, MA 01119

# Welcome

We welcome both Western New England College and visiting students to Western New England College Summer Session classes. If you are enrolled in another college or university, you can simply register for summer classes; you do not have to apply for admission in order to attend summer session. Please note that registration in summer session does not guarantee formal admission to the College.

If you are interested in applying for one of our degree programs, please contact undergraduate admissions for full-time undergraduate programs (413-782-1321 or 800-325-1122) or Continuing Education for part-time undergraduate and graduate programs (413-782-1249 or 800-325-1122). Applications for admission can be downloaded from our website: [www.wnec.edu](http://www.wnec.edu).

## Online Courses

For information and online registration, visit [www.online.wnec.edu](http://www.online.wnec.edu). Our online courses are delivered through Manhattan: visit <http://manhattan.wnec.edu>.



### Undergraduate .....Page 8

- CIS 391 Special Topics: Introduction to Unix
- CJ 390 Special Topics: Contemporary Issues of Youth Violence
- COMM 340 Business Communication
- CS 131 Computing for the Arts and Sciences
- CUL 250 Latin America
- ENGL 315 Shakespeare: The Tragedies
- MAN 390 Special Topics: Leadership, Communication, and Change
- MATH 111 Analysis for Business and Economics I
- MK 301 Consumer Behavior
- PH 310 Ethics in the Professions
- PSY 211 Developmental Psychology
- SO 205 Cultural Anthropology
- SO 302 Complex Organizations
- SO 308 Sociology of the Family
- SO 393 Special Topics: Advertising, the Media, and Society

### Graduate .....Page 11

- AC 500 Accounting Perspectives
- MAN 642 Organizational Development and Change Strategies
- MK 640 Contemporary Marketing for Managers

## Table of Contents

General Information .....	Pg. 4
Open House	
Registration and Advising	
Credit Load	
Transfer Credit	
Transcripts	
Course Auditing for Alumni	
Internships	
Refunds	
Withdrawing from Courses	
College Resources .....	Pg. 5
Accreditation and Membership	
Bookstore	
Career and Human Resources	
Computer Laboratory	
D'Amour Library	
The Internet and Manhattan	
Continuing Education Office	
Math Center	
Public Safety	
Student Administrative Services	
Writing Center	
Important Dates for Summer Session .....	Pg. 6
Schedule by Session.....	Pg. 7-13
Undergraduate .....	8-10
Graduate .....	12-13
Course Descriptions .....	Pg. 15-20
Undergraduate .....	15-18
Graduate .....	18-20
Summer Study Abroad .....	Pg. 20
Map of Campus/Directions to the College .....	Pg.21
How to Register.....	Pg. 22
Ways you can Register	
Advising Hours	
Parking Permits and ID Cards	
Tuition and Fees	
Payment Plans Available	
Registration Form .....	Pg. 23

# General Information

## Explore Your Choices at an **Open House**

- Attend our open house and learn about our programs.
- Meet the experienced professionals who teach our courses.
- Check out our technology and support services.

**Wednesday  
May 1**

**4:30-7:00 p.m.**

**Rivers  
Memorial  
Building**

**Undergraduate  
Classes begin  
May 28.**

**Graduate  
Classes begin  
July 8.**

### Registration and Advising

Registration for summer classes begins March 1. All summer registrations require the approval of a Western New England College advisor. Please refer to the "How to Register" section on page 22 of this booklet. A registration form is located in the back of this booklet.

### Credit Load

Students enrolled in summer session are limited to a maximum of two courses per summer term or two courses in different terms that overlap by more than two weeks or three class meetings.

### Transfer Credit

Summer session courses may be used toward degree requirements at Western New England College. Students enrolled in other colleges and universities must obtain permission from their home institutions to assure that any credit earned at Western New England College will be transferable.

### Transcripts of Summer Courses

Transcript requests must be submitted in writing to the Office of Student Administrative Services (413-796-2080). You may download a transcript request form from <http://www.wnec.edu/acadsched/>. There is no charge for academic transcripts.

### Internships

Students must be in their junior or senior year in order to pursue an internship for academic credit. Interested students should contact the Office of Career and Human Resources at 413-782-1217. Internship registrations must be completed no later than **April 15, 2002**. Tuition and fees are the same as those for other undergraduate courses. Graduate internships are not available.

### Course Auditing for Alumni

Western New England College allows alumni to audit College courses for \$15 per credit hour if space is available. This is an ideal way to maintain your competitive advantage in today's business world. Graduate courses require that alumni have completed a bachelor's or master's degree at the College and meet course prerequisites. Courses in the School of Law and in the TEAM MBA program are not included. For details, contact the Office of Alumni Relations at 413-782-1327.

### Withdrawing from Courses

If you decide a course is not right for you or need to withdraw for other reasons, **you must submit a request for withdrawal in writing!** Withdrawal forms are available from Student Administrative Services or from the Office of Continuing Education. Withdrawal dates are based on the course schedule. The College may require written documentation of any extenuating circumstances.

### Refunds

The College has a nonrefundable policy on all fees and required tuition deposits. Tuition payments are not transferable and tuition charges will be refunded only as follows:

#### On-Campus Classes

Refund prior to first class meeting:

.....100%

Refund after first scheduled class:

.....75%

Refund after second scheduled class:

.....66 2/3%

Refund after third scheduled class:

.....33 1/3%

Refund after fourth scheduled class:

.....25%

*No refund after the fifth scheduled class.*

#### Online Classes

##### 6 Week Session starting 5/28/02

Withdrawal before 5/28/02 100%

Withdrawal 5/29/02 75%

Withdrawal 5/30/02 66-2/3%

Withdrawal 6/3/02 33-1/3%

Withdrawal 6/4/02 25%

After that date 0%

##### 6 Week Session starting 7/8/02

Withdrawal before 7/8/02 100%

Withdrawal 7/9/02 75%

Withdrawal 7/10/02 66-2/3%

Withdrawal 7/11/02 33-1/3%

Withdrawal 7/15/02 25%

After that date 0%

##### 8 Week Session starting 5/28/02

Withdrawal before 5/28/02 100%

Withdrawal 5/30/02 75%

Withdrawal 6/4/02 66-2/3%

Withdrawal 6/6/02 33-1/3%

Withdrawal 6/11/02 25%

After that date 0%

##### 11 Week Session starting 7/8/02

Withdrawal before 7/8/02 100%

Withdrawal 7/15/02 75%

Withdrawal 7/22/02 66-2/3%

Withdrawal 7/29/02 33-1/3%

Withdrawal 8/5/02 25%

After that date 0%

---

# College Resources, Offices

## Accreditation and Memberships

Western New England College is accredited by the New England Association of Schools and Colleges. The School of Business is a candidate for accreditation by the AACSB International—The Association to Advance Collegiate Schools of Business. The Engineering Accreditation Commission of the Accreditation Board for Engineering and Technology (ABET) has accredited the Bachelor of Science programs in electrical, industrial, and mechanical engineering.

## College Bookstore

Conveniently located at the St. Germain Campus Center, the College Bookstore offers one-stop shopping for textbooks, course supplies, newspapers, greeting cards, College souvenirs, and that important before-class snack. **413-782-1284**. Textbooks may be reserved online at [www.wnec.bkstr.com](http://www.wnec.bkstr.com).

## The Office of Career and Human Resources

Located on the second floor, St. Germain Campus Center, the Office of Career and Human Resources can assist with career planning, occupational exploration, and job search strategies. Resources include a lending library of career planning and related materials, and an online newsletter at [www.wnec.edu](http://www.wnec.edu) (click on Resources, then click on Career and Human Resources). **413-782-1217**.

## Computer Laboratory

The extended hours of the computer lab are designed to accommodate the needs of working adult learners. With a host of PCs and software to choose from, you'll find everything you need to write papers, create spreadsheets, explore the Internet, and prepare PowerPoint presentations. Third floor, Churchill Hall. **413-782-1613**. Open to registered students only.

## D'Amour Library

The Library contains over 119,000 volumes, and has access to hundreds of printed and online periodicals. An interlibrary loan program can locate additional materials from cooperating institutions. **413-782-1535**. Registered students can access online resources at [www.libraries.wnec.edu](http://www.libraries.wnec.edu).

## Use of the Internet and Manhattan

Many Western New England College courses provide distance learning opportunities using *Manhattan*, which is software designed for delivering course materials over the Internet. Manhattan is used in many courses to supplement in-class learning. If your course will be delivered entirely over the Internet, this will be indicated on the class schedule.

Visit <http://manhattan.wnec.edu> for the tutorial, a sample classroom, and to log onto your *Manhattan* classroom. For more help, contact: Steve Narmontas, [snarmont@wnec.edu](mailto:snarmont@wnec.edu); **413-782-1778**, or Richard Pont, [rpont@wnec.edu](mailto:rpont@wnec.edu); **413-782-1742**, at the Educational Technology Center.

## The Office of Continuing Education

The home base for part-time undergraduate and graduate students, the Office of Continuing Education is here to help you register for classes and advise you on courses and programs. Herman Hall 206. **413-782-1249** or **800-325-1122**, ext. 1249; email and evening advising available: [CE@wnec.edu](mailto:CE@wnec.edu).

## Math Center

The supportive tutors at the Math Center will help you get up to speed. The Center offers tutoring and assistance for students in mathematics courses. Herman Hall 307. **413-782-1692** Please check the Math Center brochure or website for specific tutoring hours for your course: <http://mars.acnet.wnec.edu/~math.mathcenter>.

## The Department of Public Safety

Always ready to provide directions or answer questions, the department of Public Safety is where you obtain your ID card and parking permit. You can also download a parking permit application at [www.wnec.edu/~dps](http://www.wnec.edu/~dps). Located on the access road to the Alumni Healthful Living Center **413-782-1207/24** hours a day—7 days a week.

## The Office of Student Administrative Services (SAS)

Need information about financial aid or student billing? Looking to locate student records or transcripts? Or do you just need to cash a check? The place to address these issues is the SAS Office. Lower level, D'Amour Library. **413-796-2080**.

## Writing Center

The Writing Center offers tutoring and assistance at all stages of a writing project and help with résumés and cover letters. Herman Hall 105. **413-782-1606**. For more information visit: <http://mars.acnet.wnec.edu/~rodonogh/>.

**Please call for current College office hours. Most offices close at 4 pm during June, July and August.**

# Western New England College

**Registration begins March 1, 2002**

**No classes July 4**

Session	Dates	Length
Session I:	Tues. 5/28 - Wed. 7/3	six weeks
Session II:	Mon. 7/8 - Thurs. 8/15	six weeks
Session III:	Tues. 5/28 - Thurs. 7/25	eight weeks
Graduate Summer Term	Mon. 7/8 - Mon. 9/23	eleven weeks



## Important Dates for Summer Session 2002

**Note:** Please check class dates and times carefully — meeting times and end dates may vary due to holidays

- **Registration begins March 1, 2002**
- **No classes July 4**

Session	First day of class	Last day to register/add w/o instructor's permission	Last day to register/add with instructor's permission	Last day to withdraw	Last day of class/final exam
<b>I. 5/28-7/3</b> (six weeks)	Day: 5/28	5/29	5/30	6/27	7/3
	Eve, MW: 5/29	6/3	6/5	6/26	7/3
	Eve, T Th: 5/28	5/30	6/4	6/27	7/2
<b>II. 7/8-8/15</b> (six weeks)	Day: 7/8	7/9	7/10	8/8	8/15
	Eve, MW: 7/8	7/10	7/15	8/7	8/14
	Eve, TTh: 7/9	7/11	7/16	8/8	8/15
<b>III. 5/28-7/25</b> (eight weeks)	MW: 5/29	6/3	6/5	7/17	7/24
	TTh: 5/28	5/30	6/4	7/18	7/25

**IV. Graduate Summer Term 7/8-9/23 (eleven weeks)...no classes 9/2 Labor Day**

Last day to add or register: 7/19

Last week to drop or withdraw without a "W": 7/15-7/19 (must be completed prior to second class meeting)

Last week to drop or withdraw with a "W": 8/19-8/23 (must be completed prior to eighth class meeting)

---

# Summer Session 2002

*The schedule is subject to change. Any addenda will be available from the Academic Scheduling bulletin board (outside C119), Continuing Education, or the Academic Scheduling website—<http://www.wnec.edu/acadsched>*

*100 through 400-level courses may be taken for undergraduate credit only.  
500-level Engineering courses may be taken for either undergraduate or graduate credit.  
Other 500-level and 600-level courses may be taken for graduate credit only and are not open to undergraduates.*

## Registration begins March 1st.

Sections numbered 41 - 48 Evening classes meeting after 5:00 p.m.

Six week evening session I .....Section Numbers 41-42

Six week morning session I .....Section Numbers 01-02

Six week evening session II .....Section Numbers 43-44

Six week morning session II .....Section Numbers 05-06

Eight week evening session.....Section Numbers 45-46

Eleven week evening session .....Section Numbers 47-48

As noted in selected course descriptions, 18 courses will be taught entirely online. These courses are delivered entirely via the Internet; students do not have to physically attend class on campus. Additional courses may require students to use the Internet and the College's Internet-based *Manhattan* program. Registered students may access the Internet and *Manhattan* from computers located on the main campus in Springfield or from their own personal computers.

Information about *Manhattan* and a student tutorial are available at:  
<http://manhattan.wnec.edu>.

Electronic registration is available only to part-time students and is limited to online summer courses. See [www.online.wnec.edu](http://www.online.wnec.edu).

Full-time students must obtain their faculty advisors' approval in order to register for summer classes.

# Summer Session 2002—Undergraduate

## Session I (6 weeks: 5/28 - 7/3/02)

BIO 101	Basic Biology: Organisms
CHEM 101	Modern Chemistry I
CJ 390 (online)	Special Topics: Contemporary Issues of Youth Violence
COMM 322	Media Planning and Public Relations
CUL 250 (online)	Latin America
EC 206	Principles of Economics II
ENGL 132	English Composition I
HIST 320	The Twentieth Century World
PSY 211 (online)	Developmental Psychology
PSY 390	Special Topics: Cultural Psychology
SO 205 (online)	Cultural Anthropology
SO 393 (online)	Special Topics: Advertising, the Media, and Society

ENGL 133	English Composition II
HIST 354	Civil War and Reconstruction
MAN 423	Human Resource Management
PSY 306	Abnormal Psychology
SO 302 (online)	Complex Organizations
SO 308 (online)	Sociology of the Family

## Session III (8 weeks: 5/28 - 7/25/02)

CIS 391 (online)	Special Topics: Introduction to Unix
COMM 340 (online)	Business Communication
CS 131 (online)	Computing for the Arts and Sciences
ENGL 315 (online)	Shakespeare: The Tragedies
ENGR 212	Probability and Statistics
MAN 390 (online)	Special Topics: Leadership, Communication, and Change
MATH 111 (online)	Analysis for Business and Economics I
MATH 123	Calculus I for Management, Life, and Social Sciences
MK 301 (online)	Consumer Behavior
PH 310 (online)	Ethics in the Professions

## Session II (6 weeks: 7/8 - 8/15/02)

BIO 102	Basic Biology: Populations
CHEM 102	Modern Chemistry II
CUL 250 (online)	Latin America

## UNDERGRADUATE COURSES

COURSE	TITLE	CREDIT	INSTRUCTOR	SESSION	DAYS	TIMES	SPECIAL COURSES	PREREQS/ LAB FEE
BIO 101-01	Basic Biology: Organisms	3	Sartori, Lorraine	5/28-7/3	MTWTh	8:20-10:50 am		Laboratory fee \$30.
BIO 102-05	Basic Biology: Populations	3	Sartori, Lorraine	7/8-8/15	MTWTh	8:30-10:50 am		BIO 101. Laboratory fee \$30.
CHEM 101-41	Modern Chemistry I	3	Macanka, William	5/28-7/3	W TTh	6:00-8:30 pm 6:00-9:45 pm		Laboratory fee \$30
CHEM 102-43	Modern Chemistry II	3	Macanka, William	7/8-8/15	TTh W	6:00-9:30 pm 6:00-8:30pm		CHEM 101 or one year of secondary school Chem. Laboratory fee \$30.
CIS 391-45	Special Topics in CIS: Introduction to Unix	3	Narmontas, Steven	5/28-7/25			taught <b>online</b> w/Manhattan	Junior in CIS or permission of the instructor. Laboratory fee may be required.
CJ 390-41	Special Topics in Criminal Justice: Contemporary Issues of Youth Violence	3	Gosselin, Denise	5/28-7/3			taught <b>online</b> w/Manhattan	
COMM 322-41	Media Planning & Public Relations	3	Higiro, Jean-Marie V.	5/28-7/3	MW	5:50-9:50 pm		2 ENGL Writing courses w/C or better; COMM 201 and COMM 205, or permission from instructor.

# Summer Session 2002

COURSE	TITLE	CREDIT	INSTRUCTOR	SESSION	DAYS	TIMES	SPECIAL COURSES	PREREQS/ LAB FEE
COMM 340-45	Business Communication	3	Wilcox, Delmar C	5/28-7/25			taught <b>online</b> w/Manhattan	Junior standing. 2 courses in ENGL writing w/grades of C or better.
CIS 131-45	Computing for the Arts and Sciences	3	Tang, Leh-Sheng	5/28-7/25			taught <b>online</b> w/Manhattan	Not open to those who have completed CIS 102.
CUL 250-41	Latin America	3	Luxton, Richard	5/28-7/3			taught <b>online</b> w/Manhattan	Satisfies Elements of Culture - "CA"
CUL 250-43	Latin America	3	Luxton, Richard	7/8-8/15			taught <b>online</b> w/Manhattan	Satisfies Elements of Culture - "CA"
CUL 292-41	Special Topics in Cultures	3	Luxton, Richard	5/13-5/25			trip to Mexico	PSY 101, SO 101 or SO 205. Satisfies Elements of Culture - "CA"
CUL 294-41	Special Topics in Cultures	3	South, Theodore	5/28-7/3			trip to England	Sophomore standing. Satisfies Elements of Culture - "CA"
EC 206-01	Principles of Economics II	3	Dawson, Judith	5/28-7/3	MTWTh	8:50-10:50 am		EC 205 or EC 101. Not open to those with credit for EC 290 or EC 208.
ENGL 132-41	English Composition I	3	TBA	5/28-7/3	MW	5:50-9:50 pm		Not open to students who have completed ENGL 14X or ENGL 131.
ENGL 133-43	English Composition II: Intro to Literature	3	TBA	7/8-8/15	MW	6:00-9:40 pm		"C" in ENGL 131, 132 or 140-Level; or equivalent.
ENGL 315-45	Shakespeare: The Tragedies	3	Wilcox, Delmar C	5/28-7/25			taught <b>online</b> w/Manhattan	Soph. standing. 2 ENGL writing courses w/C or better. Satisfies Area I lit. requirement for A & S students
ENGR 212-45	Probability and Statistics	3	Grabiec, Richard	5/28-7/25	MW	6:00-8:45 pm		MATH 134; ENGR 110
HIST 294-41	Special Topics in History	3	South, Theodore	5/28-7/3			trip to England	Sophomore standing.
HIST 320-01	The Twentieth Century World	3	Dawson, Marc	5/28-7/3	MTWTh	11:00 am-1:00 pm		Sophomore standing.
HIST 354-43	Civil War and Reconstruction	3	Weisner, Stephen	7/8-8/15	TTh	6:00-9:40 pm		Sophomore standing.

# Summer Session 2002

COURSE	TITLE	CREDIT	INSTRUCTOR	SESSION	DAYS	TIMES	SPECIAL COURSES	PREREQS/ LAB FEE
MAN 390-45	Special Topics in Management: Leadership, Communication, and Change	3	Hess, Peter	5/28-7/25			taught <i>online</i> w/Manhattan	MAN 101
MAN 423-43	Human Resource Management	3	Pici, Michael A.	7/8-8/15	MW	6:00-9:40 pm		MAN 101
MATH 111-45	Analysis For Business and Economics I	3	Willemain, John	5/28-7/25			taught <i>online</i> w/Manhattan	MATH 100 or equiv. in last 4 years, or successful performance on the WNEC placement test
MATH 123-45	Calculus I for Mgt., Life, and Social Sciences	3	Barton, Teresa	5/28-7/25	MW	6:00-8:45 pm		3 years of high school math incl. 2 yrs of algebra
MK 301-45	Buyer Behavior	3	Costanzo, Paul	5/28-7/25			taught <i>online</i> w/Manhattan	MK 200
PH 310-45	Ethics in the Professions	3	Barcalow, Emmett	5/28-7/25			taught <i>online</i> w/Manhattan	Junior standing.
PSY 211-41	Developmental Psychology	3	Qin, Dongxiao	5/28-7/3			taught <i>online</i> w/Manhattan	PSY 101
PSY 306-43	Abnormal Psychology	3	Powers-Lagac, Virginia	7/8-8/15	MW	6:00-9:40 pm		PSY 101 and Sophomore standing.
PSY 390-41	Special Topics in Psychology: Cultural Psychology	3	Qin, Dongxiao	5/28-7/3	TTh	5:50-9:50 pm		PSY 101 and Sophomore standing.
SO 205-41	Introduction to Cultural Anthropology	3	Luxton, Richard	5/28-7/3			taught <i>online</i> w/Manhattan	
SO 302-43	Complex Organizations	3	Kerns-Zucco, Raymond	7/8-8/15			taught <i>online</i> w/Manhattan	SO 101
SO 308-43	Sociology of the Family	3	Luxton, Richard	7/8-8/15			taught <i>online</i> w/Manhattan	SO 101
SO 325-41	Introduction to the Mayan World	3	Luxton, Richard	5/13-5/25			trip to Mexico	PSY 101, SO 101 or SO 205.
SO 393-41	Special Topics in Sociology: Advertising, the Media, and Society	3	Kerns-Zucco, Raymond	5/28-7/3			taught <i>online</i> w/Manhattan	

# Summer Session 2002—Graduate

## MBA Prerequisites, Foundation Requirements, and Clusters

Many MBA courses include prerequisites which must be met before you can register for a particular course. The MBA program consists of nine core courses (28 credit hours) and three elective or concentration area courses (nine credit hours) for a total of 37 credit hours. Courses are grouped in clusters which must be taken in sequence. In addition, you may be required to take five foundation area courses (11 credit hours). If you have any questions about which courses you can enroll in, or whether you meet foundation requirements, please contact a Continuing Education advisor.

### Foundation Requirements 11 credit hours (waiveable)

Students are expected to demonstrate proficiency through academic or work-related experience in the following foundation areas. Foundation requirements must be completed before taking the course for which the foundation area is a prerequisite.

#### Foundation area

#### Undergraduate equivalency

AC 500 Accounting Perspectives (3 credits):	.....two semesters of accounting;
BUS 510 Quantitative Analysis (2 credits):	.....one semester each of mathematics and statistics;
BUS 520 Business Communication (2 credits):	.....one semester each of English Composition and Business Communication or Public Speaking;
BUS 530 Computer Software/Internet Skills (2 credits):	....one semester of computer applications or familiarity with the Microsoft Office Suite, the Internet and e-mail;
BUS 540 Economics (2 credits):	.....one semester each of macro- and microeconomics.

*Undergraduate courses must have been completed within eight years prior to application, with a grade of B or higher.*

## Clusters

**You must complete all courses in one cluster before taking courses in the next cluster.** Cluster A courses must be completed before taking Cluster B courses; Cluster B courses must be completed before taking Cluster C courses. However, courses within a cluster may be taken in any order as long as prerequisites are met. BUS 650 may be taken as part of Clusters B or C. Floating electives may be taken in any of clusters A, B or C as long as prerequisites are met.

### Cluster A Courses—9 credit hours (required of all MBA students)

CIS 610 .....Information Technology Management and Applications  
MAN 600 ....Team Leadership  
MK 640 .....Contemporary Marketing for Managers

### Cluster B Courses—12 credit hours (required of all MBA students)

MAN 610 ....Organizational Theory and Behavior  
QM 610 .....Decision Support Models  
AC 630 .....Accounting for Decision Makers  
(students in the Accounting concentration will substitute an Accounting elective)  
FIN 630 .....Corporate Financial Management Applications

### Cluster C Course—3 credit hours (required of all MBA students)

BUS 680 .....Strategic Management

### Floating Courses—13 credit hours, including 9 credit hours of electives or concentration area courses

BUS 650 .....The Changing Social, Political, Ethical, and Legal Environment of Business  
BUSE 6XX ....Business Electives (any 600-level School of Business course)

# Summer Session 2002

## GRADUATE COURSES

Eleven week summer term, 7/8 - 9/23

COURSE	TITLE	CREDIT	INSTRUCTOR	SESSION	DAYS	TIMES	SPECIAL COURSES	PREREQS/ LAB FEE
AC 500-45	Accounting Perspectives	3	Sugermeyer, Stephen	8/22, 8/27, 8/29, 9/3, 9/5, 9/10, 9/12, 9/17, 9/19, 9/24, 9/26	T Th	5:50-9:50 pm		
AC 500-51	Accounting Perspectives	3	Coulter, John				taught <i>online</i> w/Manhattan	
AC 620-45	Advanced Topics in Auditing	3	Coulter, John		M	5:50-9:50 pm		AC 619
AC 622-45	Accounting Theory and Contemporary Issues	3	Vogel, Thomas		W	5:50-9:50 pm		AC 603
AC 630-45	Accounting for Decision Makers	3	Hiney, Barry		T	5:50-9:50 pm		AC 500 and CIS 610
BUS 510-45	Quantitative Analysis	2	TBA	8/14, 8/21, 8/28, 9/4, 9/11, 9/18	W	5:50-9:50 pm		
BUS 510-47	Quantitative Analysis	2	Szydlo, Frank	8/14, 8/21, 8/28, 9/4, 9/11, 9/18	W	5:50-9:50 pm		
BUS 520-45	Business Communication	2	TBA	8/19, 8/26, 9/2 online, 9/9, 9/16, 9/23	M	5:50-9:50 pm		
BUS 520-47	Business Communication	2	Tarsa, Paul	8/19, 8/26, 9/2 online, 9/9, 9/16, 9/23	M	5:50-9:50 pm		
BUS 530-45	Computer Software/Internet Skills	2	TBA	8/21, 8/28, 9/4, 9/11, 9/18, 9/25	W	5:50-9:50 pm		
BUS 530-47	Computer Software/Internet Skills	2	Krolczyk, Bartosz	8/21, 8/28, 9/4, 9/11, 9/18, 9/25	W	5:50-9:50 pm		
BUS 540-45	Economics	2	TBA	8/2, 8/19, 8/26 9/2 online, 9/9, 9/16	M	5:50-9:50 pm		
BUS 540-47	Economics	2	Eskot, Herbert	8/12, 8/19, 8/26, 9/2 online, 9/9, 9/16	M	5:50-9:50 pm		

NOTE: BUS 520 and 540 each have one class meeting online.

# Summer Session 2002

COURSE	TITLE	CREDIT	INSTRUCTOR	SESSION	DAYS	TIMES	SPECIAL COURSES	PREREQS/ LAB FEE
BUS 650-45	The Changing Social, Political, Ethical and Legal Business Env.	4	Casimir, Schiller		W	5:50-9:50 pm		BUS 540 or equiv..
BUS 680-45	Strategic Management	3	Kimball, David		M	5:50-9:50 pm		MK 640, CIS 610, AC 630, QM 610, FIN 630, MAN 610 & BUS 640/650.
CIS 610-45	Information Technology Management and Applications	3	Chalero, Robert		Th	5:50-9:50 pm		
CIS 665-45	Issues in Data Communication	3	Lagasse, Paul		W	5:50-9:50 pm		CIS 610
FIN 630-45	Corporate Financial Management Applications	3	Sheffield, Charles		Th	5:50-9:50 pm		CIS 610; AC 630
MAN 610-45	Organizational Theory and Behavior	3	Wilkinson, James		T	5:50-9:50 pm		
MAN 641-45	Stress Management	3	Sobel, Steven		T	5:50-9:50 pm		Satisfies Health Care and Human Resource elective
MAN 642-51	Organizational Development and Change Strategies	3	Forray, Jean				taught <b>online</b> w/Manhattan	
MAN 650-45	Communication In Business	3	Tarsa, Paul		T	5:50-9:50 pm		
MK 640-51	Contemporary Marketing For Managers	3	Spotts, Harlan				taught <b>online</b> w/Manhattan	
PUB 622-45	Human Resource Management in Nonprofit Organizations	3	Schrenzel, Jeffrey		T	6:00-9:45 pm		
QM 610-45	Decision Support Models	3	Gulati, Anil		Th	5:50-9:50 pm		CIS 610

## Western New England College

# The MBA Programs



### **Some leaders are born. Ours are taught.**

Learn from a leader in business education. Our accredited MBA programs are designed for busy professionals.

- Choose from TEAM MBA, Evening MBA, or the new Online MBA
- Convenient evening and online courses
- Individual attention
- Career advising
- Nationally recognized business faculty
- Beautiful 215-acre campus with ample parking

#### **TEAM MBA**

In this fast-paced 18-month program, students remain with the same team through each term. A flexible format offers a unique combination of on-campus and online learning. Laptop included. Classes start in October.

#### **Evening MBA with Online Options**

Learn at your own pace. Now with four 11-week terms and convenient weeknight and online classes. Six concentrations to choose from. Next session starts April 15.

#### **Online MBA**

Study anywhere, anytime. Online classes meet entirely over the Internet. Read lectures, complete assignments, participate in class discussions—all through the Internet.

Western   
New England  
College

Springfield, MA

**413-782-1249**

**800-325-1122, ext. 1249**

**Email [CE@wnec.edu](mailto:CE@wnec.edu)**

**[www.wnec.edu/CE](http://www.wnec.edu/CE)**

# Summer Session 2002

## Course Descriptions

### UNDERGRADUATE DESCRIPTIONS

#### BIOLOGY

##### BIO 101 BASIC BIOLOGY: ORGANISMS

This is an introduction to the biology of organisms and their component parts. Intended primarily for non-majors, the emphasis is on the structure and function of human cells and organs. Two class hours, three-hour lab. 3 cr. Laboratory fee \$30.

##### BIO 102 BASIC BIOLOGY: POPULATIONS

Prerequisite: BIO 101. This is an introduction to the interactions of organisms. Intended primarily for non-majors, the emphasis is on inheritance, evolution, and ecology. Two class hours, three-hour lab. 3 cr. Laboratory fee \$30.

#### CHEMISTRY

##### CHEM 101 MODERN CHEMISTRY I

This is an introductory course intended to help students with little background in the physical sciences to understand the material environment. Modern concepts of atomic and molecular structure are developed and used to explain the properties of familiar substances including solids, liquids, and gases. Laboratory work is designed to enhance understanding of fundamental concepts at the practical level and may include field sampling and demonstrations as well as individual experiments. Two class hours, three-hour lab. 3 cr. Laboratory fee \$30.

##### CHEM 102 MODERN CHEMISTRY II

Prerequisite: CHEM 101 or one year of secondary school chemistry. A study of basic chemical models is applied to topics in current technology. Topics include the chemistry of synthetic materials, of living systems, of energy sources, and of environmental pollution as well as the

ethics of science and technology. Laboratory work includes polymer synthesis, sampling and analysis of household products and foods, and environmental analysis. Two class hours, three-hour lab. 3 cr. Laboratory fee \$30.

#### COMPUTER INFORMATION SYSTEMS

##### CIS 391 SPECIAL TOPICS IN CIS: INTRODUCTION TO UNIX

Prerequisite: Junior in CIS or permission of the instructor. This course uses Linux, a popular open-source operating system, to provide students with an introduction to Unix. Topics include working with files and directories, editing text files using vi and other editors, using networking tools such as telnet, secure shell, ftp, and secure copy, performing backups using tar, using pipes, redirection, and filters, and process control. The history and philosophy of Unix/Linux will also be discussed. 3 cr. Laboratory fee may be required.

Taught  
online

#### CRIMINAL JUSTICE

##### CJ 390 SPECIAL TOPICS IN CRIMINAL JUSTICE: CONTEMPORARY ISSUES OF YOUTH VIOLENCE - What is

the difference between conflict and violence? Are there behavior indicators that would identify those who may behave violently? What are the strategies for dealing with a disruptive person or hostage situation? These are among the questions that will be discussed in our Internet classroom. During the six week course a new topic relating to youth violence will be presented weekly. Our topics will include: prevention and de-escalation techniques, harassment and bullying prevention, effective incident response, and school weapons reduction. 3 cr.

Taught  
online

#### COMMUNICATIONS

##### COMM 322 MEDIA PLANNING AND PUBLIC RELATIONS

Prerequisite: Two courses in English writing with grades of "C" or better; COMM 201 and 205, or permission of the instructor. This is a study of historical and critical views of the practice of public relations; basic public relations writing principles; basic principles of research and analysis for planning appropriate public relations message and media choices; and ethical principles for the development and evaluation of public relations efforts. Students will examine and critique actual public relations activities in a variety of contexts such as employee and membership relations, consumer and community relations, and non-profit organizations. They will prepare various writing assignments and a hypothetical campaign proposal. 3 cr.

##### COMM 340 BUSINESS COMMUNICATION

(Formerly ENGL 340)  
Prerequisite: Junior standing  
two courses in English writing with grades of "C" or better. The principles of effective professional writing are studied. The course requires extensive practice in planning, organizing, writing, and analyzing letters and short reports as they are used in business and industry. 3 cr.

Taught  
online

#### COMPUTING

##### CS 131 COMPUTING FOR THE ARTS AND SCIENCES

This is an introduction to computer systems, primarily from the user's viewpoint. Topics include hardware, software, vocabulary, and applications. Students use software packages on microcomputers and mainframes. Not open to those who have completed CIS 102. 3 cr.

Taught  
online

---

# Summer Session 2002

## Course Descriptions

### CULTURES

#### CUL 250 LATIN AMERICA

The objective of the course is to introduce the student to the rich cultural heritage of Latin America. Attention will be given to the Indigenous, Spanish, Portuguese, and African populations who have shaped the development of Latin America. The course will examine Latin America from the perspectives of its environment, history, society, and higher thought. Satisfies Elements of Culture requirement "CA." 3 cr.

Taught  
online

#### CUL 292-41 SPECIAL TOPICS IN CULTURES: TRIP TO MEXICO, INTRODUCTION TO THE MAYAN WORLD

Prerequisite: Sophomore standing. PSY 101, SO 101 or SO 205. Satisfies Elements of Culture requirement "CA." This course directly involves the student in experiencing the Yucatec Mayan world of southern Mexico. After preparatory lectures and orientation, students spend ten days in the Yucatan on a tour of the Mayan world. Students visit archaeological sites, caves and altars, colonial churches, Spanish towns and cities, native markets, and the Caribbean coast. Students are encouraged to experiment with local foods and language and gain insight into the traditional native American ways of life, history, and custom. 3 cr.

#### CUL 294 SPECIAL TOPICS IN CULTURES: TRIP ABROAD TO ENGLAND, LONDON THROUGH THE AGES

Prerequisite: Sophomore standing. Satisfies Elements of Culture requirement "CA." Topics that are not offered on a regular basis are examined. The course may be repeated for credit if the topic varies. 3 cr.

### ECONOMICS

#### EC 206 PRINCIPLES OF ECONOMICS II

Prerequisite: EC 205 or EC 101. Not open to students who have taken EC 208 or EC 290. This course covers basic principles of economics with the focus on microeconomics. Topics include characteristics of the American private enterprise economy; markets, the price system, and the allocation of resources; the distribution of income; problems of poverty and insecurity; and unions, collective bargaining, and public policy. 3 cr.

### ENGLISH

#### ENGL 132 ENGLISH COMPOSITION I: College Reading and Writing

This is a standard course in essay reading and techniques of academic writing. The purposes of the course are to develop skill in reading prose non-fiction from a variety of disciplines, to develop skill in writing accurate and effective informative prose on a variety of subjects using a variety of techniques, to develop sensitivity to language and writing, and to develop critical judgment of one's own writing and that of others. Students who are discovered to have marked deficiency in grammar, mechanics, and usage take a concurrent lab in writing fundamentals, LA 150, to raise them to a level of competence adequate to complete this course successfully. Not open to students who have completed an ENGL 140-level course or ENGL 131. 3 cr. Laboratory fee \$20.

#### ENGL 133 ENGLISH COMPOSITION II:

**Introduction to Literature**  
Prerequisite: "C" in ENGL 131, 132 or ENGL 140-level, or the equivalent. This is an introduction to literature including fiction, drama, and poetry with a strong emphasis on writing. Not open to students who have completed an ENGL 150-level course. Some sections are taught concurrently with LA 151. 3 cr. Laboratory fee \$20.

#### ENGL 315 SHAKESPEARE: THE TRAGEDIES

Prerequisite: Sophomore standing, two courses in English writing with grade of "C" or better. This course consists of intensive reading and discussion of Shakespeare's major tragedies. It satisfies the Area I literature requirement for Arts and Sciences students. 3 cr.

Taught  
online

### ENGINEERING

#### ENGR 212 PROBABILITY AND STATISTICS

Prerequisite: MATH 134; ENGR 110. This is a basic study of probability and statistical theory with emphasis on engineering applications. Students become knowledgeable of the collection, processing, analysis, and interpretation of numerical data. They learn the basic concepts of probability theory and statistical inference, and become aware of techniques of statistical design. 3 cr.

### HISTORY

#### HIST 294 SPECIAL TOPICS IN HISTORY: TRIP ABROAD TO ENGLAND, LONDON THROUGH THE AGES

Topics in history that are not offered on a regular basis are examined. The course may be repeated for credit if the topic varies. 3 cr.

#### HIST 320 THE TWENTIETH CENTURY WORLD

Prerequisite: Sophomore standing. This is an in-depth survey of the forces and conditions that led to two world wars, the devastation of those wars, and the changes they wrought. The focus is on issues and problems and their worldwide impact. A consideration of the potential for a third world war and the global peace movement conclude the course. 3 cr.

# Summer Session 2002

## Course Descriptions

### **HIST 354 CIVIL WAR AND RECONSTRUCTION**

Prerequisite: Sophomore standing. This is an examination of the Peculiar Institution, the anti-slavery movement, the intensification of sectionalism, the secession crisis, why and how war came, the course and conduct of the war, and the reconstruction of the nation. 3 cr.

### **MANAGEMENT**

#### **MAN 390 SPECIAL TOPICS IN MANAGEMENT: LEADERSHIP, COMMUNICATION, AND CHANGE**

Taught online

This course focuses on the lessons learned over the past ten years about managing change in organizations. Among the topics covered will be understanding the human dynamics of change; diagnosing the change situation; power, conflict, and persuasion; communicating vision; and developing and implementing effective strategies for managing change. Students in this course will relate theories and concepts from each of these areas to their own experiences with organizational change. 3 cr.

#### **MAN 423 HUMAN RESOURCE MANAGEMENT**

Prerequisite: MAN 101. This is a study of the nature and role of personnel administration. Emphasis is on the core personnel functions of selection, training and development, performance appraisal, compensation, and personnel law. 3 cr.

### **MATHEMATICS**

#### **MATH 111 ANALYSIS FOR BUSINESS AND ECONOMICS I**

Taught online

Prerequisite: MATH 100 the equivalent within the last four years, or successful performance on the Western New England College placement test. This course covers modeling with single-variable functions in addition to a study of calculus

as a method of optimization. Topics include fitting curves to data as well as linear, quadratic and exponential functions with applications to supply, demand, cost, revenue, and profit. A brief study of integral calculus as it applies to probability distributions is also included. Emphasis is on the problem-solving approach with use throughout of the graphing calculator and a spreadsheet program. TI-83 Graphing calculator is required. 3 cr.

#### **MATH 123 CALCULUS I FOR MANAGEMENT, LIFE, AND SOCIAL SCIENCES**

Prerequisite: Three years of high school mathematics including two years of algebra. This is a study of functions, limits, continuity, the derivative, and applications of the derivative. Among the business related applied topics are supply and demand functions; marginal revenue, cost, and profit; elasticity of demand; inventory control; and compound interest. Other applied topics include looking at population trends, velocities and accelerations, depreciation of resources, and rates of change of medication in the blood stream. General applications include rates of change, curve sketching, and maximizing and minimizing functions. Credit for both this course and MATH 131 or MATH 133 is not permissible. TI-83 Graphing calculator is required. 3 cr.

### **MARKETING**

#### **MK 301 BUYER BEHAVIOR**

Taught online

Prerequisite: MK 200. This course examines the marketing of goods, services, ideas, places, people, and events to traditional and organizational consumers. Special emphasis is placed on buyer behavior theories with marketing management implications, and data collection for problem discovery relative to buyer behavior. 3 cr.

### **PHILOSOPHY**

#### **PH 310 ETHICS IN THE PROFESSIONS**

Taught online

Prerequisite: Junior standing. This is an examination of ethical problems confronting people in business and the professions. Issues include employee rights and duties, professional and corporate responsibility, affirmative action, environmental pollution, worker health and safety, advertising, government regulation, competing conceptions of justice, and alternative economic systems. 3 cr.

### **PSYCHOLOGY**

#### **PSY 211 DEVELOPMENTAL PSYCHOLOGY**

Taught online

Prerequisite: PSY 101. This is a study of the behavioral changes from infancy through childhood. Topics examined include prenatal development and the development of motor, perceptual, social, emotional, and cognitive behavior. The interaction of genetic, physiological, and environmental variables at each stage is considered. Topics of contemporary interest such as developmental disabilities, parenting, and education are briefly considered. 3 cr.

#### **PSY 306 ABNORMAL PSYCHOLOGY**

Prerequisite: PSY 101 and sophomore standing. The concept of abnormality is considered from a perspective that views the contribution of both constitutional factors and life experiences to the manifestation of behavioral disorders. Major categories of disorders, relevant research findings, various theoretical orientations, and treatment options are presented. Within these topics, attention is paid to the importance of such forces as culture, race, ethnicity, gender, age, and socioeconomic status as they relate to our understanding of normal and abnormal development. 3 cr.

# Summer Session 2002

## Course Descriptions

### **PSY 390 SPECIAL TOPICS IN PSYCHOLOGY: CULTURAL PSYCHOLOGY**

This course is designed to acquaint students with some central themes within the field of cultural psychology. A cultural psychology approach will be introduced to the study of the role of culture in human development. The emphasis is on various cultural contexts and their influences upon psychological processes and behaviors at both individual and collective levels. 3 cr.

### **SOCIOLOGY**

#### **SO 205 INTRODUCTION TO CULTURAL ANTHROPOLOGY**

This is an introduction to the academic discipline of anthropology including physical anthropology, anthropological linguistics, archaeology, and cultural anthropology. The emphasis is on the concept of culture, cultural behavior, and cultural dynamics. Cultures are seen, in part, as an ecological adaptation to certain environmental niches. Concepts dealing with cultural relativity are stressed. 3 cr.

#### **SO 302 COMPLEX ORGANIZATIONS**

Prerequisite: SO 101.

This is a study of complex organizations and their effects upon individuals in industrialized and post-industrialized societies. 3 cr.

Taught online

Taught online

#### **SO 308 SOCIOLOGY OF THE FAMILY**

Prerequisite: SO 101.

This is a review of the historical development of the family as the most fundamental institution in society and the source of primary socialization. Topics include traditional and contemporary functions, problems of single-parent families, two-career families, alternative family structures, and current family policies. 3 cr.

Taught online

#### **SO 325 INTRODUCTION TO THE MAYAN WORLD, TRIP TO MEXICO**

Prerequisite: PSY 101, SO 101 or SO 205. This course directly involves the student in experiencing the Yucatec Mayan world of southern Mexico. After preparatory lectures and orientation, students spend ten days in the Yucatan on a tour of the Mayan world. Students visit archaeological sites, caves and altars, colonial churches, Spanish towns and cities, native markets, and the Caribbean coast. Students are encouraged to experiment with local foods and language and gain insight into the traditional native American ways of life, history, and custom. 3 cr.

#### **SO 393 SPECIAL TOPICS IN SOCIOLOGY: ADVERTISING, THE MEDIA, AND SOCIETY**

This course examines the effects of advertising and the media on society, focusing on issues such as created wants, the politics of consumption, advertising's truth, and the role of the media in business, politics, and society. 3 cr.

Taught online

## GRADUATE DESCRIPTIONS

### **ACCOUNTING**

#### **AC 500 ACCOUNTING PERSPECTIVES**

This course is an introduction to accounting as an information system by which financial information is communicated and integrated into user's decision-making process. Emphasis is placed on the analysis and interpretation of financial statements, application of accounting principles, concepts of cash flow, and use of internal controls. 3 cr.

Taught online

#### **AC 620 ADVANCED TOPICS IN AUDITING**

Prerequisite: AC 619. This course examines the statements on auditing standards issued by the AICPA. Also considered are the effects of standards on audit reports, current issues in auditing, and audit CPA examinations. 3 cr.

#### **AC 622 ACCOUNTING THEORY AND CONTEMPORARY ISSUES**

Prerequisite: AC 603. This course is a study of accounting literature. Subjects include accounting research bulletins, opinions of the Accounting Principles Board, statements and interpretations of the FASB, and trends and controversies in accounting theory. CPA theory examinations are studied. 3 cr.

#### **AC 630 ACCOUNTING FOR DECISION MAKERS**

Prerequisite: AC 500. This course focuses on the accounting information needed to operate effectively in a competitive business environment. It explores the use of such information for planning, controlling, decision-making, and evaluating performance. It integrates the traditionally separate functions of accounting and management for the successful operation of

---

# Summer Session 2002

## Course Descriptions

the business entity. Topics include standard costs, cost-volume-profit analysis, budgeting, relevant costs for decision-making, activity-based cost/management, transfer pricing, and performance measurement in decentralized organizations. Quantitative tools, such as regression, are utilized for analysis. Familiarity with a spreadsheet program is expected. 3 cr.

### **BUSINESS**

---

#### **BUS 510 QUANTITATIVE ANALYSIS**

This module provides an analysis of the fundamentals of algebra and introductory statistics, with emphasis on applications to business and economics. Topics include applications of linear equations, basic functions, fundamental probability concepts, and descriptive statistics. 2 cr.

#### **BUS 520 BUSINESS COMMUNICATION**

This module further develops student skills in writing and presenting for business. Students must show proficiency both in writing and in oral presentation before being certified for credit. Use of a word processing program is recommended. A well-organized, grammatically correct position paper of at least 1000 words on some aspect of business is a final course requirement. A proficient 5 minute oral presentation is also required. 2 cr.

#### **BUS 530 COMPUTER SOFTWARE/INTERNET SKILLS**

This module provides instruction in spreadsheet and presentation software as well as basic techniques of web and email navigation, data bank searching, and elementary website construction. 2 cr.

#### **BUS 540 ECONOMICS**

This module studies how resources are allocated in western nations. Half the module will investigate how markets set prices, determine production levels, and affect social welfare. The other half will focus on aggregate phenomena including interest rates, employment levels, and national output levels. The role of government in economic resource allocation will be considered throughout. 2 cr.

#### **BUS 650 THE CHANGING SOCIAL, POLITICAL, ETHICAL AND LEGAL ENVIRONMENT OF BUSINESS**

Prerequisite: BUS 540 or equivalent. This course examines business in its relation to ethics, social responsibility, public policy, legal and regulatory issues, and the global and domestic marketplace. It focuses on the dynamics of leadership and influence that will be required of the effective manager in today's organizational/business environment. Demographic trends and the many diversities developing in the pluralism of the 21st century will serve as the backdrop for this study. 4 cr.

#### **BUS 680 STRATEGIC MANAGEMENT**

Prerequisites: AC 630, BUS 640/650, CIS 610, FIN 630, MAN 610, MK 640, QM 610. This capstone course integrates the functional areas of an organization in the analysis of complex business situations. Emphasis is on the external and internal environments as well as the supportive strategies and policies necessary to achieve success for the enterprise. 3 cr.

### **COMPUTER INFORMATION SYSTEMS**

#### **CIS 610 INFORMATION TECHNOLOGY MANAGEMENT AND APPLICATIONS**

This course presents current issues and development trends in utilization and management of information systems in organizations. It examines and explores new

paradigms for computer application development and systems design. This course also discusses the impact of information systems and technology on organization structure, strategy, and operations. A variety of computer applications will be introduced. Topics will be selected from spreadsheet modeling, database management, knowledge acquisition and management, data modeling, and e-commerce. 3 cr.

#### **CIS 665 ISSUES IN DATA COMMUNICATIONS**

Prerequisite: CIS 610. This course investigates managerial aspects of communications systems, focusing on the relationship of communications technologies to the whole organization. Subthemes include the relationships of communications technology with information systems, the regulatory environment, and the effects of communications technologies on people. 3 cr.

### **FINANCE**

---

#### **FIN 630 CORPORATE FINANCIAL MANAGEMENT APPLICATIONS**

Prerequisite: CIS 610 and AC 630. This course studies techniques of raising and investing funds. It examines how corporations benefit society by raising funds in the financial markets and employing them in productive activity. All aspects of resource allocation including working capital management, capital budgeting, operating control, financial structure, and capital risk management are considered. Knowledge of a spreadsheet is required. 3 cr.

# Summer Session 2002 Course Descriptions

## MANAGEMENT

### MAN 610 ORGANIZATIONAL THEORY AND BEHAVIOR

This course analyzes the structural and behavioral aspects of organizations. Macro issues covered are organizational life cycle, organizational communication, cross-cultural management, organization culture, and planned change. Micro issues studied include group dynamics, management ethics, power, motivation, and decision-making processes. Cases, experiential exercises, and a team project help connect theory and practice. 3 cr.

### MAN 641 STRESS MANAGEMENT

This course involves the identification and appraisal of stress and tension in the corporate setting. Topics include planning and implementing proven programs, techniques, and strategies to reduce stress at work. 3 cr.

### MAN 642 ORGANIZATIONAL DEVELOPMENT AND CHANGE STRATEGIES

This course studies behavior science principles and practices applied to organizations. The focus is on organizational culture, its human and social processes, and the role of planned systematic change. 3 cr.



### MAN 650 COMMUNICATION IN BUSINESS

This course explores communication from the perspective of the manager. Topics include formal and informal channels of communication; structure and content of messages; theories and models of communication; and identifying a personal style of oral, written, and nonverbal communication. 3 cr.

## MARKETING

### MK 640 CONTEMPORARY MARKETING FOR MANAGERS

This course explores marketing management issues that challenge managers in today's organizations. The course focuses on the analysis, planning, and decision-making processes required of marketing managers to develop successful marketing plans and strategies. Interactive case studies and/or computer simulations are used to provide a dynamic learning environment. Topics studied include customer and competitor analysis, technological and regulatory issues, marketing plan development, product development, pricing decisions, promotion strategy, and distribution management. The course also integrates current issues facing businesses today including E Commerce, international and ethics topics. 3 cr.



## PUBLIC

### ADMINISTRATION PUB 622 HUMAN RESOURCE MANAGEMENT IN NONPROFIT ORGANIZATIONS

This course investigates current issues in the effective management of employees and volunteers in non-profit organizations. Recruitment, staff development, performance evaluation, labor-management issues, and legal and affirmative action issues are reviewed. 3 cr.

## QUANTITATIVE METHODS

### QM 610 DECISION SUPPORT MODELS

Prerequisite: CIS 610. This course uses an intensive problem-solving approach to explore a variety of Management Science/Operations Research models implemented in a computerized environment. The major focus is on model building and interpretation of modeling outcomes for managerial decision-making. A spreadsheet software program is used. 3 cr.

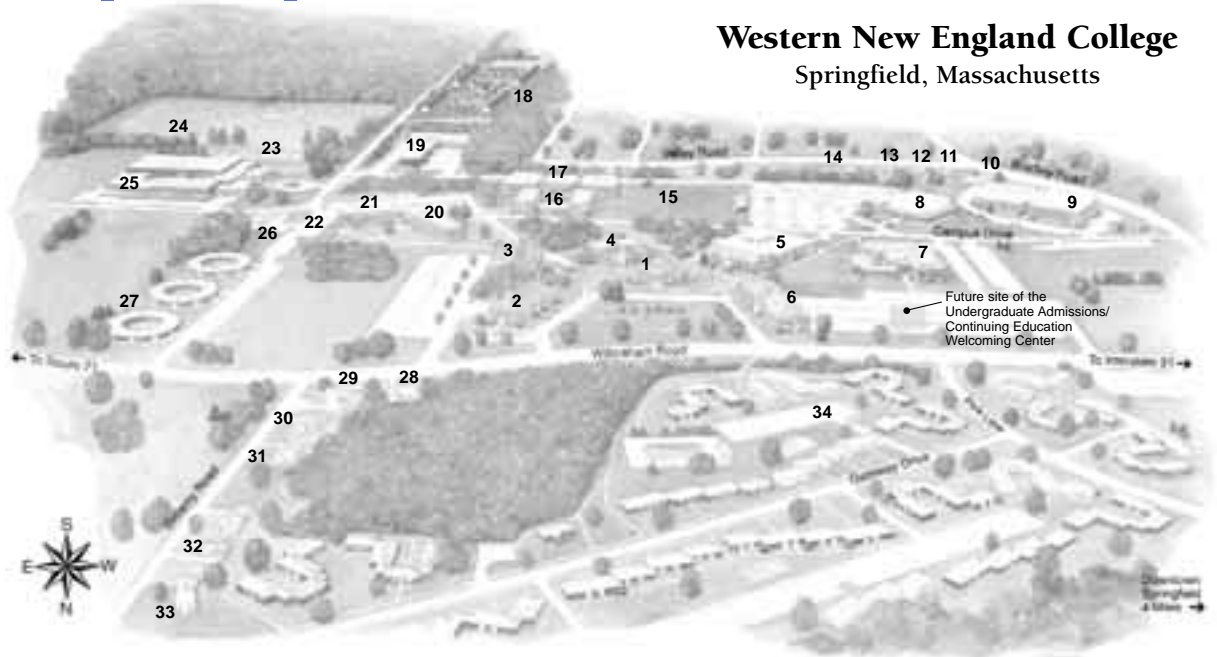
# Summer Study Abroad

Course:.....HIST 294, Special Topics in History  
London Through The Ages, 3 credits  
OR CUL 294, Special Topics in Cultures:  
London Through The Ages, 3 credits  
fulfills "CA" requirement  
Destination: .....London, England  
Dates: .....5/31-6/16/02  
Registration deadline: ....4/15/02  
Instructor: .....Professor Theodore South  
For more information e-mail [tsouth@wnec.edu](mailto:tsouth@wnec.edu) or call 413-782-1593.

Course:.....S0 325, Introduction to the Mayan World,  
3 credits OR CUL 292, Special Topics in Cultures:  
Introduction to the Mayan World  
3 credits, fulfills "CA" requirement  
Destination: .....The Yucatan, Mexico  
Dates: .....5/13-5/25/02  
Registration deadline: ....4/15/02  
Instructor: .....Professor Richard Luxton  
For more information e-mail [rluxton@wnec.edu](mailto:rluxton@wnec.edu) or call 413-782-1793.  
Visit the Mayan trip website at <http://manhattan.wnec.edu>—  
Click on "Spring 2002," "S0 325" course.

# Campus Map

## Western New England College Springfield, Massachusetts



- |   |  |  |
|---|--|--|
| <p>1. <b>Joseph J. Deliso, Sr. Hall</b><br/>Administration<br/>Controller's Office<br/>Payroll<br/>Student Disability Services</p> <p>2. <b>Emerson Hall</b><br/>Classroom Laboratory Building</p> <p>3. <b>D'Amour Library</b><br/>Student Administrative Services</p> <p>4. <b>Churchill Hall</b><br/>Classroom Laboratory Building<br/>School of Business</p> <p>5. <b>St. Germain Campus Center</b><br/>Bookstore<br/>Campus Events<br/>Campus Ministry<br/>Career and Human Resources<br/>Counseling<br/>Dean of Students<br/>Dining Halls<br/>Diversity Programs<br/>Freshman &amp; Transfer Programs<br/>Residence Life<br/>Snack Bar<br/>Student Activities</p> <p>6. <b>Herman Hall</b><br/>Classroom Laboratory Building<br/>Continuing Education<br/>School of Arts &amp; Sciences</p> | <p>7. <b>Sleith Hall</b><br/>Classroom Laboratory Building<br/>School of Engineering</p> <p>8. <b>Rivers Memorial</b><br/>Alumni Relations<br/>Development<br/>Residence Hall</p> <p>9. <b>S. Prestley Blake Law Center</b><br/>School of Law</p> <p>10. Law Clinics</p> <p>11. Marketing &amp; Communications</p> <p>12. Marketing &amp; Communications</p> <p>13. Faculty Offices</p> <p>14. Faculty Offices</p> <p>15. Varsity Playing Fields</p> <p>16. <b>Windham Hall</b> – Residence Hall</p> <p>17. <b>LaRiviere Center</b> - Residential Living and Learning Center</p> <p>18. <b>Evergreen Village Townhouses</b><br/>Residence Housing</p> <p>19. <b>Campus Utilities Building</b><br/>Campus Post Office<br/>Facilities Management<br/>Printing Services<br/>Procurement Services</p> <p>20. <b>Franklin Hall</b> – Residence Hall</p> <p>21. <b>Hampden Hall</b> – Residence Hall</p> | <p>22. <b>Berkshire Hall</b> – Residence Hall</p> <p>23. Tennis Courts</p> <p>24. Suprenant Fields–<br/>Baseball/Soccer/Practice Fields</p> <p>25. <b>Alumni Healthful Living Center</b><br/>Athletics<br/>Health Services</p> <p>26. Public Safety</p> <p>27. <b>Plymouth Residence Complex</b></p> <p>28. Continuing Education Annex<br/>Professional Development</p> <p>29. <b>Undergraduate Admissions</b><br/>Admissions Annex</p> <p>30. Admissions Annex</p> <p>31. Springfield Mentoring Partnership</p> <p>32. Cultural Center</p> <p>33. R.O.T.C.</p> <p>34. <b>Gateway Village</b><br/>Residence Housing<br/>Outdoor Pool</p> |
|---|--|--|

## Directions to the Campus

**From the East or West via Mass. Turnpike (I-90).** Leave Mass. Pike at Exit 6. Turn left on I-291 and travel South to Exit 5, "East Springfield." Turn right off exit ramp onto Page Blvd. At first traffic light, turn left on Roosevelt Ave. Proceed 2.5 miles to traffic light at Wilbraham Rd. Turn left and travel 1.5 miles to the intersection of Wilbraham and Bradley Roads. Go straight. Herman Hall is the first parking lot entrance on the right. (Total 5.6 miles from Mass. Pike.)

**From the North via Interstate 91.** Leave I-91 at Exit 8, "Ludlow, Boston-I-291." Travel to Exit 5B, "East Springfield." Turn right off exit ramp onto Page Blvd. At first traffic light, turn left on Roosevelt Ave. Proceed 2.5 miles to traffic light at Wilbraham Rd. Turn left and travel 1.5 miles to the intersection of Wilbraham and Bradley Roads. Go straight. Herman Hall is the first parking lot entrance on the right (Total 8.6 miles from I-91.)

**From the South via Interstate 91.** Leave I-91 at Exit 2, "East Longmeadow." Take exit ramp following signs (Route 83) to light at intersection of Longhill St. and Sumner Ave. Turn right on Sumner Ave. Travel straight on Sumner Ave. and Allen St. to traffic light at intersection of Allen St. and Bradley Rd. (3.2 miles). Turn left on Bradley Rd. and travel 1.5 miles to Wilbraham Rd. Herman Hall is the first parking lot entrance on the right (Total 5.7 miles from I-91.)

# How to Register

**The Office of Continuing Education is located in Herman Hall, room 206. Hours are: 8:30 AM to 7 PM, Monday through Thursday, 8:30 AM to 4:30 PM on Friday (4 PM during the summer).**

## **Full-time Western New England College Students:**

Your registration form must be signed by your faculty advisor. Bring your completed form to the office of Student Administrative Services, in the lower level of the D'Amour Library.

## **Western New England College Continuing Education and Visiting Students:**

Your summer course registrations must be approved by a Continuing Education advisor. Visiting students may be required to provide proof of course prerequisites.

## **Registration checklist:**

### **Current WNEC students:**

- Review your degree audit
- Be sure you don't have an outstanding account balance.

### **All students:**

- Select your classes
- Include alternative class selections where possible
- Verify that you meet course prerequisites
- Obtain advisor approval

## **Ways you can register:**

**TELEPHONE: 413-782-1249 or 1-800-325-1122, ext. 1249.**

Please have your registration information available.

**FAX: 413-782-1779.** Please use the registration form in this schedule.

**MAIL:** Send the completed form and required fees to:

Western New England College,  
Office of Continuing Education,  
1215 Wilbraham Road,  
Springfield, MA 01119-2684.

**DEADLINE:** Allow at least one week prior to the first class meeting.

**ONLINE:** Visit [www.online.wnec.edu](http://www.online.wnec.edu) for information on registering for online courses only.

**IN PERSON:** Visit our office in Herman Hall, room 206 (hours listed on the left).

## **Registration Hold**

Student accounts that are not up-to-date will be placed on registration hold for the next semester. Students with accounts on hold will not be allowed to register until the required balance is paid.

## **Advising Hours**

Advisors are available to meet with you Monday through Friday, 8:30 AM to 4:30 PM by appointment. Advisors are also available by e-mail ([CE@wnec.edu](mailto:CE@wnec.edu)) and several evenings a week; please call for current hours.

## **Parking Permits and ID Cards**

Students can obtain a parking decal from the Department of Public Safety, which is open 24 hours a day, seven days a week: 413-782-1207. Student ID cards, which allow borrowing privileges for the D'Amour Library and access to certain classroom buildings, are also issued by Public Safety.

## **Tuition and Fees**

Tuition and all fees are due before the first class.

- Undergraduate tuition: \$356 per credit hour.
- Graduate tuition: \$409 per credit hour.
- Engineering fee for all engineering courses: \$30 per credit hour.
- General services fee for all courses: \$9 per credit hour.
- Registration fee, part-time students: \$20 per semester (nonrefundable).
- Late registration fee: a late fee of \$15 may be applied to registrations received after the first scheduled class meeting.
- Finance charge: 1% per month on balances unpaid by the date specified in each monthly statement.
- Laboratory fees: as stated in "Prerequisite" column in this schedule and in Catalogue course descriptions.

## **Payment Plans**

The Office of Student Administrative Services offers you flexible payment options. Please remember that all charges are due by the start of classes at which point the finance charges begin to accrue. If you are not paying in full by the start of classes, the following options are available:

### **Summer Session Payment Plan**

If you need to spread out your payments, 50% of charges can be paid at the start of classes. The remaining 50% will be due by the last date of class. Finance charges will accrue.

### **Employer Reimbursement Extension Plan**

This program allows students who receive tuition reimbursement from their employers to defer three-quarters of their tuition payment until 30 days after the end of the semester. This allows time for tuition reimbursement checks to be issued by the employer.

### **Company or Government Direct Payment**

If your company or branch of government has, or established, a Direct Billing agreement with the College, then we will credit your account for the authorized amount once we receive all necessary paperwork from the responsible entity. It is the STUDENT'S responsibility to ensure that the necessary paperwork is received by the College at, or before, the start of classes.

## **Student Administrative Services (SAS)**

D'Amour Library, lower level  
413-796-2080

The College reserves the right to restrict registration, to add or cancel courses, and to change the published course schedule.

# Western New England College • Continuing Education Registration

Walk-in, phone, and fax registration available. Allow at least one week for mail-in registration.

1215 Wilbraham Road, Springfield, MA 01119-2684

TEL: 413-782-1249 or 1-800-325-1122, Ext. 1249

FAX: 413-782-1779

EMAIL: CE@wnecc.edu

[www.wnecc.edu/CE](http://www.wnecc.edu/CE)

Fall    Winter    Spring    Summer   \_\_\_\_\_ Year

Name \_\_\_\_\_ Social Security # \_\_\_\_\_ Degree Program \_\_\_\_\_  
last name first name m.i.

Home Address \_\_\_\_\_  
street city state zip home phone email

Employer \_\_\_\_\_

Employer's Address \_\_\_\_\_  
street city state zip work phone ext.

**(Please circle any information above that is new since your last registration)**

## STUDENT CLASSIFICATION - SUMMER ONLY

1. I am already a WNEC student:    new    day    evening    graduate    undergraduate   Last semester attended \_\_\_\_\_   Ever dismissed from WNEC? \_\_\_\_\_

2. I am a student at \_\_\_\_\_   Date of birth \_\_\_\_\_/\_\_\_\_\_/\_\_\_\_\_  
name of college or university other than Western New England College

3. Date and place of high school graduation: \_\_\_\_\_   Date, place, and title of highest earned college or university degree: \_\_\_\_\_

## COURSE SELECTION

Complete Course Number	Title	Credits	Days and Times
1. _____	_____	_____	_____
2. _____	_____	_____	_____
3. _____	_____	_____	_____
4. _____	_____	_____	_____
			<b>Total semester credits intended</b> _____

## PAYMENT

Full tuition is due by the first class.

Cash with registration: \$ \_\_\_\_\_   Check with registration: \$ \_\_\_\_\_

Amount to be charged: \$ \_\_\_\_\_   Type of card (circle one):   Visa   Discover   MasterCard   American Express   Account #: \_\_\_\_\_

Name on card: \_\_\_\_\_   Expiration date: \_\_\_\_\_   Signature for credit card \_\_\_\_\_

*I certify that the information above is correct to the best of my knowledge, and that I have the prerequisites for each course.*

Student's Signature \_\_\_\_\_ Date \_\_\_\_\_

Advisor's Signature \_\_\_\_\_ Date \_\_\_\_\_

Advisor's notes: \_\_\_\_\_

<b>FOR OFFICIAL USE ONLY</b>	Enrollment status
Registration Complete: _____	<input type="checkbox"/> Active
Sent to SAS: _____	<input type="checkbox"/> New
Payment recorded: _____	<input type="checkbox"/> Reactivate

# Diplomat. Strategist. Motivator. Visionary.

## Master the roles of a nonprofit leader

Successful management in the nonprofit and public sectors takes knowledge, understanding, and sensitivity. Through Western New England College's Master of Public Administration program, you will learn how to make yourself more valuable professionally, and your organization more successful in its mission.

### Eleven-Week Courses

The MPA is an interdisciplinary program taught by dedicated faculty from our School of Arts and Sciences and School of Business. The 36-credit program is offered on an 11-week schedule. Classes meet one evening a week on our beautiful, suburban Springfield campus.

## **MPA** MASTER OF PUBLIC ADMINISTRATION

Call **413-782-1249** or  
**800-325-1122** ext. 1249  
[www.wnec.edu/CE/gradarts](http://www.wnec.edu/CE/gradarts)



Western  
New England  
College

1215 Wilbraham Road  
Springfield, MA 01119

Non-Profit  
Organization  
U.S. POSTAGE  
**PAID**  
Springfield, MA  
PERMIT NO. 896

Summer Session 2002