
Summer 2011 Academic Calendar

April

4 – Monday
15 – Friday

Registration opens at 9:00 am
Mandatory Pre-session for Session A, 6:00-8:00 pm

May

Monday 16 – Friday 20
23 – Monday
30 – Monday

One-week intensive course (Session A)
Summer I Classes begin
Memorial Day- No Classes

June

3 – Friday
16 – Thursday

Monday class make-up for Memorial Day observance
Last day to withdraw from Summer I, 6 week courses
(see Refund and Withdrawal Schedule for other part-of-term deadlines)

30 – Thursday

Summer I, 6 week courses ends
Last day to withdraw from Summer I, 8 week courses
(see Refund and Withdrawal Schedule for other part-of-term deadlines)

July

5 – Tuesday
8 – Friday

15 – Friday
28 – Thursday

Summer II Classes begin
Mandatory Pre-session for 5-Friday classes, 9:00-11:00 am
Monday class make-up for Independence Day observance
5-Friday classes begin
Last day to withdraw from Summer II classes
(see Refund and Withdrawal Schedule for other part-of-term deadlines)

August

12 – Friday

Summer II classes end

For more information, please visit the Academic Calendar on Bentley's website at
<http://www.bentley.edu/calendar/index.cfm>

REGISTRATION INFORMATION

Registration begins on April 4th at 9:00 AM

To Register

New students must complete the “**Registration Form**” at the back of this Schedule Book.

Continuing students will register via **MyBentley**. Detailed instructions follow.

Tuition and fees:

3-credit courses: \$1800.00

1.5 credit courses: \$ 900.00

*Evening students are generally restricted to nine (9) credits per semester.

Accelerated enrollment may result in higher tuition charges. Students enrolling in 12 to 18 credits will be charged full-time day tuition.

Fees

Deferred Payment: \$25

Assessment of Prior Learning (Per credit): \$75

Tuition Payment

Students will be billed for tuition and fees upon registration and a complete invoice can be found on MyBentley (click on the “Finances” tab, click on “Quick Links” “e-bill, e-payment set up authorized users” then click on the appropriate statement).

Students are responsible for all tuition and fees as indicated in the following refund schedule. Payment may be made in full by personal check or credit card (Discover, MasterCard, or VISA). A deferred payment option allows students registered for 6 week classes to pay in two installments. One-half of tuition and 100% of fees are due upon receipt of bill. Subsequent payments are required as follows:

For 6 & 8 week courses ONLY:

Due upon registration: ½ tuition + \$25 fee

Summer I: Final payment due by June 8

Summer II: Final payment due by July 21

To enroll in the deferred payment option, you must register on the through your MyBentley account: click on the “Finances” tab, click on “Quick Links” “e-bill, e-payment set up authorized users” then click on “Installment Payment Plans” and “Enroll in Spring Plan”.

Tuition refund and withdrawal schedule:

MAY One Week Intensives (Summer 1):

Course Change/Refund	Start date	End date
Drop, 100% refund		5/15
Drop, 80% refund	5/16	5/16
Withdrawal, No refund	5/17	5/18

6-week courses (Summer 1):

Course Change/Refund	Start date	End date
Drop, 100% refund		5/24
Drop, 80% refund	5/25	5/30
Withdrawal, 60% refund	5/31	6/1
Withdrawal, 40% refund	6/2	6/5
Withdrawal, No refund	6/6	6/16

8-week courses (Summer 1):

Course Change/Refund	Start date	End date
Drop, 100% refund		5/24
Drop, 80% refund	5/25	5/30
Withdrawal, 60% refund	5/31	6/1
Withdrawal, 40% refund	6/2	6/5
Withdrawal, No refund	6/6	6/30

3-Weeks Term H (Summer 1)

Course Change/Refund	Start date	End date
Drop, 100% refund		6/14
Drop, 80% refund	6/15	6/19
Withdrawal, No refund	6/20	6/24

6-week courses (Summer 2):

Course Change/Refund	Start date	End date
Drop, 100% refund		7/6
Drop, 80% refund	7/7	7/10
Withdrawal, 60% refund	7/11	7/12
Withdrawal, 40% refund	7/13	7/17
Withdrawal, No refund	7/18	7/28

Summer 2- Five Fridays

Course Change/Refund	Start date	End date
Drop, 100% refund		7/14
Drop, 80% refund	7/15	7/21
Withdrawal, No refund	7/22	8/5

Policy Reminders

Pass/Fail Option

As Bentley attracts more highly qualified students and offers a greater range of challenging courses, the pass/fail option has become a way for interested students to risk taking elective courses that are intellectually challenging without jeopardizing their GPA as long as they pass the course as defined below.

Eligibility Requirements:

- Available for sophomores, juniors, and seniors (class codes 3-8);
- The pass/fail option can only be used for one (1) course in your Bentley curriculum.
- A pass/fail option can only be used for courses that are Business electives, Arts and Science electives, or Unrestricted electives.
- Students are not permitted to use pass/fail grades toward their General Education, Business Core and Major requirements.
- The pass/fail option may be used for course taken in a minor.
- The pass/fail option may not be used for Honors courses.
- Certain BA majors are not able to use the Pass/Fail option for the Business minor.
- 5-year students are restricted from taking pre-program required courses or courses for advanced credit standing as pass/fail.
- Students may not use the pass/fail option for courses taken in Bentley-sponsored education abroad programs.
- Students may not use the pass/fail option for internships, directed studies, tutorials, ID 120, ID 121, or study tour courses.

Grading Scale:

- Faculty will submit numerical grades that will be converted by the Registrar's Office. The pass/fail designation will be updated after all grades are received.
- When converting numerical grades, students electing this option will receive a grade of "P", "D", or "F".
 - A "P" (1.7 to 4.0) will earn academic credit and is not calculated in the term and cumulative GPA.
 - A "D" (.3 to 1.3) will earn academic credit and is calculated in the term and cumulative GPA. A grade value of 1.0 will be used in calculating the term and cumulative GPA.
 - An "F" will not earn academic credit and is calculated in term and cumulative GPA.

Procedure:

- Students must complete and sign a Pass/Fail Declaration Form and submit it to the Registrar's Office. Forms are available at the Registrar's Office, the Office of Academic Services, and on-line at www.bentley.edu/registrar/forms.cfm
- The form must be received prior to the end of the add/drop period. No faculty member or department chair can waive this deadline.

The decision is irrevocable. Be sure to check the accuracy of your declaration. No changes will be permitted after the deadline.

Internships for Credit:

Student Eligibility for *for-credit* internships:

- Junior-level or senior-level standing - **see department guidelines** for specific course prerequisites
- Minimum GPA of 3.0 (except for Finance which requires 2.7 and IDCC which requires 3.3)
- Approval of departmental internship coordinator **prior to** acceptance of internship

Tuition: All internships that are approved for credit will be assessed tuition. Internship courses are subject to all tuition refund deadlines as well as the deadline policies for add, drop, and withdrawal.

Course requirements vary by department, but usually include weekly journals, a term paper, and meetings with the internship coordinator. Minimum work hours are established by individual departments, ranging from a minimum of 12 hours per week for 12 weeks, to 35 hours per week for Fall, Spring, or Summer sessions. Internships last for one semester or through the entire summer academic session (Sessions I and II) and end when the semester or sessions end(s).

Maximum credits: Students may pursue a maximum of two 3-credit internships during their undergraduate program. Only one internship (3 credits) can be used toward your major field of study.

Registration: Students should register for an internship during the registration period and must register no later than the add/drop period of the semester during which the work is done unless otherwise approved by the Internship Coordinator. If you are working during the summer, you must officially register for a summer internship. Not all internships are considered credit-worthy and not all students qualify to pursue an internship for credit. It is important that you meet with the appropriate internship coordinator to determine what sort of internship opportunity is available to you. The Center for Career Services can also provide you with resources to help you find a suitable internship.

For financial reasons, many companies are now offering internships only if they are awarded credit. This is designed primarily to allow companies to offer unpaid internships without tax consequences. Unfortunately, unless both the student and the internship meet the criteria for credit, Bentley cannot award credit simply to comply with company requirements. The Center for Career Services will send a letter explaining our policy to the company—some will accept this, others will not. If you find yourself in that situation, talk with the Center for Career Services. We urge you to determine the company's policy, your eligibility and your internship's eligibility for credit *before* accepting or beginning your internship.

For General Information on Internships, please contact the Miller Center for Career Services.

Departmental Internship Coordinators:

Accountancy	Karen Osterheld	AAC 282	x2724
CIS/IPM	Dennis Anderson	SMI 402	x2238
Economics	Alex Zampieron	MOR 326	x2126
Finance	Candy Bianco	AAC 270	x2445
IDCC	Terry Skelton	LAC 265	x3482
Global Studies	Joel Deichmann	MOR 208	x2745
Law	Gerry Ferrera	MOR 286	x2269
Management	Fred Tuffile	AAC 286	x2431
Marketing	Ian Cross	MOR 230	x3188
Mathematical Sciences	Lucy Kimball	MOR 375	x2467
Modern Languages	Jane Tchaicha	MOR 385	x3158
Natural & Applied Sciences	Lynn Arenella	JEN 101	x2045
Psychology	Greg Hall	MOR 145	x2147
Sociology	Gary David	MOR 121	x2730

Student Responsibilities and Rights Notices

Academic Responsibilities

Students are responsible for understanding all institutional policies, procedures, and requirements. These include, but are not limited to, degree and major course requirements, course prerequisite requirements, minimum residency and honors requirements, and Bentley's grading and course repeat policies. Students who fail to comply with these policies, procedures and requirements do so at their own risk. The Degree Audit Summary (DAS) or the Degree Requirement Summary (DRS) is provided to you to be used as a guideline for your major requirements. Each student shares the responsibility for the accuracy of his or her DAS or DRS. A *DAS Discrepancy Form* is available from the Registrar's Office to report any inaccuracies.

Code for Ethical Computer Use

All members of the Bentley community make use of computers in the pursuit of their primary endeavors at Bentley University.

Such use must be performed in a legal context that ensures that the use of these resources fosters the achievement of the individual user's goals, consistent with Bentley's educational and research objectives.

This context requires that computing resources not be abused, wasted, or employed in such a way as to interfere with, or cause harm or damage to, another person, institution, or company, within or outside the Bentley community. All members of the community are obliged to act responsibly in the use of computer hardware and software, data, and computer outputs.

The use of computing resources must be in compliance with state and federal laws and Bentley policies (e.g., sexual harassment, discrimination, etc.).

All members of the Bentley community are responsible for understanding the full policy and its implications. For detailed information, please refer to the postings in any computer lab or in the Student Handbook available on the web at www.bentley.edu/computing-use/index.cfm.

Course Cancellations, Schedule Revisions, Instructor Changes

Bentley reserves the right to cancel courses or to reschedule courses in which registration is below an acceptable minimum. Bentley makes every effort to inform students already registered of such changes. The faculty names listed in the registration information are tentative and subject to change. Bentley does not guarantee choice of individual instructors.

Bentley Policy regarding Family Educational Rights and Privacy Act (FERPA)

This policy is issued in compliance with the regulations established by the Department of Education, 20 C.F.R. Part 99.6, for the University's implementation of the Family Educational Rights and Privacy Act, 20 U.S.C. § 1232g, also known as FERPA. This policy is also guided by the laws in the Commonwealth of Massachusetts concerning privacy. The University has established strong policy guidelines that support its adherence to the FERPA and protect the rights of students, except under certain circumstances stated in the statute and its regulations and as noted below.

Notice:

Students receive notice of FERPA and their rights under FERPA through the electronic publication of the Student Handbook each academic year currently located at: www.bentley.edu/shandbook/index.cfm

Access/Amendment To Educational Records:

Students and eligible parents have the right to access to the student's educational records upon written request to the Office of Student Affairs. An exception to this policy is made for requests from students or others for transcripts and degree information which may be made directly to the Office of the Registrar. Requests for disclosure of educational records may be made by electronic signature when available. Each Department/Division of the University will determine if it will assess fees for copies of an educational record or transmission of an educational record to another party. All requests for changes to a student's educational record must be made in writing to the Vice President of Student Affairs.

Location of Educational Records:

Educational records may be kept by the Registrar, each Committee, Board and Department of the University, and by faculty and staff of the University in paper or electronic form.

Directory Information:

Unless otherwise requested by the student, Bentley (Information Desk, Registrar's Office, deans' offices, etc.) may release to the public student data considered "directory information." If a student desires that directory information not be released, it is his or her responsibility to notify the Registrar's Office in writing. Please note that students do not have the flexibility of choosing to release or not release particular items defined as directory information.

Bentley will not sell or give directory information for commercial purposes to external vendors who are not affiliated with the institution. Bentley may use all student data for its official operations of any student organizations or other University-sponsored functions. Directory information, as defined by the Family Educational Rights and Privacy Act of 1974, includes the following information relating to a student: name, address, e-mail address, telephone number, date and place of birth, class, major field of study, participation in officially recognized activities and sports, weight and height of members of athletic teams, dates of attendance, academic honors, degrees and awards received, and the most recent previous educational agency or institution attended.

Disclosure Without Consent**Statutory Exceptions:**

The Statute provides that under a number of circumstances, the University will disclose educational record information to other person/entities without seeking prior consent or notice to a student or eligible parent. Such examples include but are not limited to: grand jury subpoenas, accrediting organizations, requests in connection with a student's application for financial aid, requests from state or local police/court authorities, and disclosure to other Bentley personnel who "have legitimate educational interests" in the information and records.

University personnel includes the officers and directors of the University, all members of the University administration, faculty, staff, persons serving on judicial, promotion and academic boards and committees, and any professional providing assistance to the University (such as lawyers, accountants, law enforcement personnel, medical personnel).

The University has determined that there are certain persons who have the right to review a student's educational records and personally identifiable information in every case: Officers of the University, Provost and the Deans. Other Bentley personnel will have access to educational records and personally identifiable information in circumstances where the Vice President of Student Affairs, or their designee, concludes based upon the information available to them at the time of the decision, that the disclosure of the records and/or information will assist the University in making decisions concerning a student's academic status or standing at the University or the health, safety or well-being of a student or other members of the University community.

The vice president for Student Affairs or their designee reserves the right to contact parents of a dependent student when it has been determined that the student's success is at risk. Students have the right to file a complaint with the Family Educational Rights and Privacy Office concerning any alleged failure on the part of Bentley to comply with the Family Educational Rights and Privacy Act of 1974.

Drug and Alcohol Violations:

The University may inform parents or legal guardians of a student under the age of 21 of the student's violation of federal state and local laws and University rules and regulations concerning drug and alcohol use and possession.

Health and Safety Emergencies:

The University may disclose educational records and personally identifiable information to members of the Bentley community, professionals assisting the University and law enforcement personnel when it determines, based upon the information available at the time, that there is a health and safety emergency and that the disclosure will aid the University in protecting the health and safety of University community or a student

Results of Disciplinary Proceedings:

The University informs victims of any crime of violence or non-forcible sex offense of the final results of a disciplinary proceeding and the action taken against the perpetrator student when the proceeding finds a violation.

Nondiscrimination

Bentley does not discriminate in admission or access to, or treatment or employment in, any of its educational programs or activities including scholarships, loans, and athletics, on the basis of race, color, sex, marital or parental status, age, national or ethnic origin, religion, handicap or disability. Bentley complies with Title VI of the Civil Rights Act, Title IX of the Education Amendments, Section 504 of the Rehabilitation Act and Revenue Procedure 75-50 prohibiting such discrimination. Anyone believing that he or she has experienced adverse treatment may register a complaint with Earl Avery, Special Assistant to the President, at 781-891-2907.

Student Financial Services Billing and Collection Policies

Student Financial Services is responsible for billing and collecting fees for tuition, housing, meal plans, health insurance, computers, parking violations and any other applicable fees.

Our goal is to work with students and parents to resolve outstanding balances. We understand that students and their families may experience financial difficulties and it is important for those types of issues to be communicated to our office at an early stage. Bentley offers payment plans to assist with the budgeting of the cost of education. However, those plans are only available to students prior to the due date of their bill.

We URGE students and/or parents to contact our office prior to the due date of the bill to discuss any financial concerns that they may have. The earlier the issue is discussed, the more tools we have to assist students in resolving the situation.



Bentley recognizes that employers may pay college fees on behalf of students/employees. These agreements are made between the student and their employer and are not contractual agreements with the University. We do not bill companies/employers for student tuition unless we receive a purchase order that states the company will pay upon receipt of the Bentley bill.

We are unable to process foreign checks in amounts less than \$250.

If the balance is not resolved by the due date, a **financial hold** will be placed on the account. This financial hold will prevent students from registering for classes, changing their course schedule, participating in the housing lottery or senior week activities and from obtaining transcripts. If applicable, the student may also be required to move out of housing.

Also, accounts with unresolved balances are subject to late payment fees.

If a balance remains unpaid, the account will be assigned to the Bentley Collection Department. If an acceptable payment arrangement cannot be reached, the account will be assigned to a collection agency. There are several consequences that accompany that action:

1. The account will be reported in a default/collection agency status to the credit bureau. This may prevent the student from obtaining credit in the future.
2. The student will be assessed collection fees between 33% and 50% and possible legal fees in addition to the outstanding balance owed to Bentley.
3. Any future classes that the student plans on taking at Bentley must be prepaid (in full) via certified funds.

***For accurate information about academic policies and procedures,
as well as program requirements and offerings,
Visit the Office of Academic Services website at:***

www.bentley.edu/academic-services

Instructions for Registering Using MyBentley

Returning students register for courses using **Student Self-Service** accessed through **MyBentley**. This method provides on-line, real-time access for enrolling in courses or changing course registration. MyBentley may also be used to check your schedule, grades, student account information, and financial aid status.

Go to my.bentley.edu and click the "Log in" link in the top right corner. (Internet Explorer is Bentley's preferred browser)

1) Enter your Username

Your Username is your name as it appears in your Bentley email address before the '@bentley.edu'.

2) Enter your Password

Password: Your Password is your network password. This is the same password used to login to a Bentley computer, OWA (Bentley web email) and Blackboard.

Forgot your Password? Call the helpdesk at 781-891-3122 and ask for help with your e-mail account password.

Please be sure that your password is activated before registration. Bentley Administration may not be able to address your problems during the registration period.

3) Click the Login button, then:

- Click on the **ACADEMICS** tab
- Click on **Academic Student Self-Service** in the left navigation menu
- Click **Registration**
- Click **Add/Drop For Current Term**

Then:

- Select the term for which you are registering. Click on **Submit**
Instructions for adding or dropping courses are displayed on the web form.
- **Enter the CRNs for the courses you wish to register for and click on *Submit Changes*.**
- Scroll down to review your current schedule as well as any registration errors. Errors will be listed below the registered courses. **Note: Prerequisite violations do not automatically prevent course registration; students are responsible for knowing the required prerequisites for each course.** The Registrar's Office will notify students of prerequisite violations after they have registered. Students have 24 hours to rectify the situation before being automatically dropped from the course by the Registrar's Office.

To drop a registered course, use the drop-down list under the **Action** heading and click the **Submit Changes** button.

To search for available sections to add, click the **Class Search** button.

Remember to **logout** completely and close your browser after your session so that your personal information does not remain available on the computer you used.

Navigation Tips: Extra security precautions apply to this site which have implications for navigating within it. **Do not attempt to bookmark pages inside the secured area which deal with your personalized data.**

Other Questions? If you have problems accessing the web site please contact the Student Help Desk at 781-891-3122. Although this application was thoroughly tested, it is not possible to anticipate all software and hardware variations. Internet Explorer is the preferred browser. Users seeking remote access via AOL may have difficulty.

SUMMER 2011 Elective Guidelines

ARTS & SCIENCE COURSES/ELECTIVES

Arts & Science courses are any courses that are not business courses. The following course codes and courses are considered Arts & Science:

AN	GLS	MLFR	NASC	PS
ART	HI	MLIT	NASE	SO
CIN	LIT	MLJP	PH	
COM	MLCH	MLSP	MC	

CS 150, 180, 213, 220, 221, 299 (Spring 2011),
230, 234, 240, 280, 299, 367, 376, 380, 420 & 454

EC 251, 261, 321, 323, 331, 335, 341, 343, 351

HONR 445

Any ID except: 306, 350.

LA (100-level only)

MA (above 100-level)

ST 242

HUMANITIES/SOCIAL SCIENCE

The following course codes and courses can fulfill the Humanities/Social Science elective requirement:

AN	GLS	MLFR	PS
ART	HI	MLIT	SO
CIN	LIT	MLJP	PH
COM	MLCH	MLSP	MC

EC 251, 261, 321, 323, 331, 335, 341, 343, 351.

Any ID except: 306 & 350.

LA (100-level only)

PH (except 101)

MATH/NATURAL SCIENCE

The MA/NS elective requirement courses are:

MA courses 200 or higher (except MA 249)

that do not duplicate material presented

in any previously taken MA course,

NASE

NSID 305, or

ST 242

BEHAVIORAL SCIENCE

The Behavioral Science elective requirement is fulfilled by any **PS** or **SO** course.

BUSINESS COURSES/ELECTIVES

The following course codes and courses are considered business courses and fulfill business electives:

AC	IDCC	FI	MK
AF	IPM	MG	OM

CS 340, 350, 359, 360, 401, 402, 421, 440,
450, 460 & 476

EC 211, 224, 225, 231, 232, 233, 245, 270,
271, 272, 299 (Spring 2011), 311, 314, 315,
333, 346, 361, 371, 381 & 391

HONR 440

ID 306, 350

LA (200 or higher)

SO 263;

*Note: AC majors may only take 3 credits of AC
in addition to their major courses*

MANAGEMENT AND MARKETING

RELATED ELECTIVES

All **AC**, **AF**, **FI**, **IDCC**, **IPM**, **MG**, or **MK** courses not otherwise required; any **LA** course numbered 200 or higher, **ID** 350, and the above **EC** and **CS** business courses. **SO** 263 may also be used as a **MG** related elective.

DIVERSITY, INTERNATIONAL, & COMMUNICATION INTENSIVE FOCUS COURSE REQUIREMENTS

Before graduating, all Bentley students matriculating on or after Fall semester 1999 must satisfy the *Special Focus Course Requirements* by selecting courses from a list of approved courses that have diversity, international studies, and communications-intensive material as their focus. In order to graduate students are required to take and pass:

- one 3-credit diversity-focused course,
- one 3-credit international-focused course, &
- two 3-credit communication-intensive courses, one in the major and one outside the major course of study.

Courses that satisfy the communication-intensive, diversity and international focus requirement are printed in the *Course Schedule* section of this booklet and are designated with *C*, *D*, and/or *I* in the focus section for each course and are available online at www.bentley.edu/registrar/d_reg_times.cfm.

Transfer students entering Bentley with 30 or more transfer credits are waived from these course focus requirements.

Announcing...On-Line Courses!



FOR THE FIRST TIME, BENTLEY WILL BE OFFERING SOME OF OUR UNDERGRADUATE SUMMER COURSES ON-LINE, UTILIZING THREE FORMATS:

- **HYBRID COURSES** IN WHICH STUDENTS WILL HAVE THE OPTION OF ATTENDING IN THE CLASSROOM OR WORKING FROM A REMOTE LOCATION DURING THE REGULARLY SCHEDULED CLASS TIMES
- **SYNCHRONOUS “REMOTE” COURSES** IN WHICH STUDENTS WILL WORK ON-LINE FROM A REMOTE LOCATION DURING THE REGULARLY ASSIGNED CLASS TIMES
- **BLENDED COURSES** WILL MEET ONCE A WEEK AS A “HYBRID” WITH THE FACULTY MEMBER TEACHING FROM A REMOTE LOCATION FOR THE SECOND MEETING EACH WEEK. STUDENTS MAY OPT TO ATTEND IN THE CLASSROOM OR WORK REMOTELY.

Courses that are offered with the **HYBRID** designation allow all enrolled students a choice in how they attend class: either by being physically present in a classroom on campus or by attending the class from a remote location. Students can choose to attend class in the classroom or online each week, depending on what best fits their schedule on any given day.

Courses that are designated as **SYNCHRONOUS ON-LINE** will not have a classroom component.

Courses designated as **BLENDED** will offer students the option of attending in the classroom for one or both class meetings or working from a remote location. In the first class each week, your instructor will be in the classroom. In the second class, your instructor will be working from a remote location, but students may work from the classroom, if they choose. A technical support person will be present.

NOTE: For all three options, students must be **online at the same time that the course is being conducted** in the classroom. Hybrid classes are delivered simultaneously online with the use of Web conferencing software, Saba Centra Virtual Classroom, that transmits video of the instructor, two-way audio, and real-time visuals between the classroom and remotely located students including PowerPoint slides, the professor's whiteboard, etc.

WHAT YOU WILL NEED:

Students are required to have an internet-enabled computer with microphone, earphones, and a web camera while online. All students who attend remotely must attend a training pre-session before the start of the term.

Announcing...On-Line Courses!



IN SUMMER I:

CIN370	Snap, Crackle, Pop: Sound and Film – Synchronous remote
FI380	Advanced Managerial Finance – Hybrid
GB213	Business Statistics – Blend (note: <i>summer I only</i>)
GB401 001	Strategic Management – Blend
GB401 002	Strategic Management – Synchronous remote
GLS100	U.S. Government and Politics – Hybrid
IT101	Information Technology & Computer System Concepts – Hybrid
NASE 309	Science and Business of Biotechnology – Hybrid

In Summer II:

AC470	Financial Statement Auditing – Hybrid
CIN 370	The City in America: New York - Hybrid
LA 315	Alternative Dispute Resolution in Business – Synchronous remote
MG 340A	International Sports Management – Hybrid
MG340B	Negotiating Beyond Cultural Barriers – Hybrid
MK 332	Promotional Strategies – Blended

Please refer to the Course Descriptions section of this book for a more detailed description.

Bentley on the Cape...

Check out these two great courses!



Field Study on Cape Cod- Biology

NASE 314 Coastal Biology of Cape Cod

Location: Wellfleet, MA, on Cape Cod

On-Site Dates: May 15-May 19

(Sunday through Thursday)

Prerequisite: Any NASC

Instructor: Nancy M. Eyster-Smith

781/891-2987; neystersmith@bentley.edu

This course investigates various ecosystems of Cape Cod, focusing on the variety and types of organisms found in each area and their interrelationships with their natural surroundings. The ecosystems to be studied include sandy beaches and dunes, salt marshes, estuaries, rocky intertidal habitats, saltwater and freshwater ponds, and a rare Atlantic White Cedar swamp.

The intensive field-oriented nature of this course requires all participants to be housed in the South Wellfleet area of the outer Cape. The University will reserve rooms at the Southfleet Motor Inn, South Wellfleet, Cape Cod. Students must prepay the Field Fee, which includes the first night's stay.

Before registering, please get course flyer in LAC 298 or JEN 107 and read it for expectations.

Mandatory Pre-session: Friday, April 15, 6-8 pm, JEN 111

Mandatory On Cape: 9 AM Sunday, May 15 to 6 PM Thursday, May 19

Mandatory Post-session: To be determined

Costs:	Tuition	\$1800
	Field fee	\$180*

*Fee includes first night motel deposit, whale watch fee, field supplies, and ancillaries.

Motel cost is approximately \$35.00 per night per person, double or triple occupancy. Meals and transportation are not included.

Non-refundable field course fees and motel deposit are due by April 15.

Field Study on Cape Cod- Geology

NASE 334 Coastal Geology of Cape Cod

Location: Wellfleet, MA, on Cape Cod

On-Site Dates: May 15-May 19

(Sunday through Thursday)

Prerequisite: Any NASC

Instructor: Rick Oches

781/891-2937; roches@bentley.edu

This is a field-oriented course that studies the origin, geologic features and natural processes of Cape Cod. Topics include glacial deposits, barrier beach evolution, cliff retreat, dune migration, fresh water supply and quality, and the impact of human activity on the natural environment of Cape Cod. Daily field activities include beach profiling, sediment sampling, and meetings with local experts.

The intensive field-oriented nature of this course requires all participants to be housed at course headquarters in Wellfleet, MA on lower Cape Cod. The University will reserve rooms; students must prepay the Field Fee, which includes the first night's stay.

Before registering, please get course flyer in LAC 298 or JEN 126 and read it for expectations.

Mandatory Pre-session: Friday, April 15, 6-8 pm, JEN 112

Mandatory On Cape: 9 AM Sunday, May 15 to 6 PM Thursday, May 19

Mandatory Post-session: To be determined

Costs:	Tuition	\$1800
	Field fee	\$180*

*Fee includes first night motel deposit, field supplies, National Park admission, a supplementary course activity, and ancillaries.

Motel cost is approximately \$35.00 per night per person, double or triple occupancy. Meals and transportation are not included.

Non-refundable field course fees and motel deposit are due by April 15.

SUMMER INTENSIVE

MAY 16–20, 2011
9:00am to 4:00pm (see syllabus for specifics)
MANDATORY PRE-SESSION
FRIDAY, APRIL 15, 2011 6:00 TO 8:00 PM

Summer session courses are very intensive and require substantial preparation in advance of the start of the class. Be sure to obtain a syllabus outlining the course requirements and expectations from the office of Academic Services (LAC 298) or from the instructor prior to registering. **If you do not meet the prerequisites you will be dropped from the class.**

Tuition: \$1800.00 per 3 credit course, \$900.00 for a 1.5 credit class, payable on receipt of bill.

CRN	Course	Title	Instructor	Prerequisites/Notes
50019	COM 390 S11	Money, Power, Communication	Nichols	PREQ: Expository Writing 1
50052	MC 300 S11	Producing Media: The Big Pitch	Berry	
50026	FI 320 S11	Financial Markets and Invest	Raman	PREQ: FI 305 or (FI 310 & AC 260) or (FI 310 & AC 312) & (CC5 or WP)
50027	FI 327 S11	Insurance and Risk Management	Milton	PREQ: FI 305 or FI 310 & FI 380 CPR & (CC5 or WP) No pre-session
50030	FI 380 S11	Advanced Managerial Finance	Hachey	PREQ: FI 305 or FI 310 & AC 260 or FI 310 & AC 312 and CC5 or WP
50044	GLS 116 S11	International Relations	McDonald	(Formerly INT 106 and INT 260)
50045	HI 399 S11	American Environmental History	Alpert	
50047	IDCC 250 S11	Public Rel Theory & Practice	Moore	PREQ: Expository Writing I, pre-session on-line
50124	IPM 340 S11	Process Improvement and Redesign	Chand	PREQ: IPM 310 or instructor's permission. Co-instructor Gary David
50049	LA 106 S11	"Outsiders" and the Law	Kulow	PREQ: GB 103 or GB 110 (D)
50055	MG 241 S11	Leadership, Power and Politics	O'Brien	PREQ: GB 102 or GB 215
50057	MG 341 S11	Intro to Mgmt Consulting Skill	Adams	PREQ: GB 102 or GB 215
50058	MK 344 S11	Retailing	Moore	PREQ: (MK 160 or GB 301 or GB 214)
50063	NASE 328 S11	Water Quality	Wohlrs	PREQ: NASC 110, 111,112,121,122,130
50066	PS 311 S11	Social Psychology	Hall	(D)

Field Courses

May 15 – 19, 2011

Mandatory Pre-Session April 15, 6:00 – 8:00 pm

50061	NASE 314 F11	Coastal Biology of Cape Cod	Eyster-Smith	PREQ: Any NASC, See previous page for details
50064	NASE 334 F11	Coastal Geology of Cape Cod	Oches	PREQ: Any NASC, See previous page for details

5-Friday Courses

July 15 – Aug 12, 2011

Mandatory Pre-Session July 8, 9:00 – 11:00 am

70012	LA 103 S21	Consumer Law	Kaplan	PREQ: GB 103 or GB 110
70018	MG 340B S21	Managing Org Change	Stewart	PREQ: GB 102 or GB 215

SUMMER INTENSIVE 2011

COURSE DESCRIPTIONS

COM 390 Money, Power, Communication

Prerequisite(s): Expository Writing I

Musicians have sung about it; film makers have documented it; even video games like The Sims have said something about the struggle over money and power – who has it, who needs it, and what it can be used for. This course uses a mixture of films, games, lectures, class discussions and exercises to examine this struggle – particularly through mass communication. By drawing on examples from a variety of media, the course will illustrate not just how we commonly view money and power but also what role communication plays – or can play – in our struggle for them.

MC 300 Producing Media: Industry Perspectives: The Big Pitch

How does an idea become a movie, television show, web series or any other finished media project? Before the cameras roll and the director yells "action!", the creator must fill in all the practical blanks - including honing the idea and developing **THE PITCH**. This class will examine the role of the development of an idea in our current merging media landscape. Once students have a grasp of what a Creator is, they will work in small teams, developing and creating ideas for both written and oral presentation. After the idea is developed, students will pitch to a team of "investors" and one industry producer. The winning idea will be presented to a production company and several networks.

FI 320 Financial Markets and Investments

Prerequisite(s): (FI 305 or (FI 310 & AC 260)) or (FI 310 & AC 312)

Introduces students to important topics in bond, equity and options markets. To this end, the course focuses on issues surrounding the nature and functioning of these markets and the key models used in valuing securities that are traded on them. Students will enhance their understanding of how these markets operate to establish asset values by engaging in exercises in the Trading Room.

FI 327 Insurance and Risk Management

Prerequisite(s): (FI 305 or FI 310) & CC5 or WP)

Studies insurance as an economic and legal relationship dealing with personal and property risks, subjective and objective risks, and insurability. Reviews contract and agency law; insurance coverages including life, health, liability, fire, homeowners and commercial special multiperil policies; Social Security and social insurance; pension plans including IRA accounts; estate planning; and risk management and self-insurance. Surveys the insurance industry, including its structure and regulation.

FI 380 Advanced Managerial Finance

Prerequisite(s): FI 305 or (FI 310 & AC 260 or FI 310 & AC 312) & (CC5 or WP)

Topics covered include risk and uncertainty in capital budgeting, leasing, warrants and convertibles, concepts of optimum capital structure, dividend policy, mergers and acquisitions, and failure and reorganization. Cases are used for practice in applying theory to solve problems in the area of financial management.

GLS 116 International Relations

Note: Formerly INT 106 and INT 260

Provides students with a broad introduction to international studies. A variety of contemporary international issues is examined to present an overview of the changing nature of the global system. Issues selected may include the role of the nation state, the implications of increased global economic integration, environmental issues and economic development, relations between developed and developing regions, business in the global economy, and the nature of conflict in the post-Cold War global system. Multidisciplinary in nature, the course presents issues in their historical and geographical context, and draws on readings in economics, other social sciences, the humanities and business. Guest speakers and films may supplement assigned reading and classroom discussion. Writing assignments develop research skills and increase knowledge of specific issues, countries and regions in their contemporary international context.

HI 399 American Environmental History

This course introduces students to the major events, issues and ideas in American environmental history. It enables them to analyze the role played by the environment throughout American history. It will also encourage students to confront changing definitions of wilderness and nature and enable them to appreciate the role that ideologies play in shaping American's relationship with their environment.

IDCC 250 Public Relations Theory and Practice

Prerequisite(s): Expository Writing I

A survey of the main sectors of public relations activity: from marketing to issues management to crisis communications. Students explore real public relations problems - including some still in progress - with both a domestic and international perspective. They also survey the ethical challenges faced in this profoundly influential field, and prepare recommendations and pitch proposals on behalf of a specific organization.

IPM 340 Process Improvement Redesign

Prerequisite(s): IPM 310 or instructor's permission

This course introduces methods and tools to solve organizational problems using a process improvement and redesign lens. You will learn to 1) understand customer needs, desires and their approach to work, 2) model work practices when they cross multiple departments in an

organization, 3) represent business processes, 4) analyze process deficiencies, 5) develop process metrics, and 6) automate the redesigned process using BPMN. Using the process improvement lifecycle, the course will introduce the inputs, outputs and methods of each phase, and how they are used to develop improved (efficient, effective, integrated and ethical) process.

LA 106 "Outsiders" and the Law

Prerequisite(s): GB 103 or GB 110

Note: May be used as social science, art science or unrestricted elective.

This course provides a focused study of the law as a dynamic force in social change by examining law as both an instrument of institutionalized oppression and a tool for liberation and empowerment of oppressed groups—those "outside" the majority. This particular course will focus on traditionally disenfranchised groups *other than* women and racial minorities. (For a parallel study of these groups, the Law Department offers LA 104, Gender and the Law, and LA 105, Race and the Law, respectively.) Groups studied in *this* course include: religious minorities, the physically challenged, the elderly, minors (including students), gay and bisexual persons, non-citizens, the homeless, the mentally ill, and criminals. The course will address the law's historical and current role both in maintaining the second class citizenship of these groups and in dismantling discrimination against them.

MG 241 Leadership, Power and Politics in Organizations

Prerequisite(s): GB 102 or GB 215

Provides an extensive look at the nature of leadership at work. Analyzes how power is distributed, gained and lost in organizations. Examines problems of influence with respect to major actors in organizational life: superiors, subordinates, peers, clients and government. Pays special attention to the problems of managing one's boss.

MG 341 Introduction to Management Consulting Skills

Prerequisite(s): GB 102 or GB 215

This course introduces students to the fundamentals of management consulting. Students will learn about the basics necessary for internal and career consulting and to be good consumers of consulting services. Course topics include the consulting process, skills for project, team, and client management, the ethics of consulting, careers in consulting, practice areas in the consulting industry, and issues surrounding effective use of consultants. Case studies and experiential exercises will be used extensively.

MK 344 Retailing

Prerequisite(s): MK 160 or GB 301 or GB 214

Examines various types of retail formats from the perspective of a professional manager and from that of an entrepreneur. Includes analysis of competitive strategies, information

technology in relation to distribution and merchandising, operating in multiple channels, site analysis, e-tailing, store layout and design, merchandise selection, inventory control, pricing, promotion, and integration of the retail mix.

NASE 314 Coastal Biology of Cape Cod

Prerequisite(s): Any NASC

Note: Satisfies the MA/NS or Arts and Sciences elective requirement.

A field-oriented course investigating various ecosystems of Cape Cod, focusing on the variety and types of organisms found in each area and their interrelationships with their natural surroundings. The ecosystems to be studied in this one-week intensive course on Cape Cod include sandy beaches and dunes, salt marshes, estuaries, rocky intertidal habitats, saltwater and freshwater ponds, and a rare Atlantic White Cedar swamp.

NASE 328 Water Quality

Prerequisite(s): NASC 110, 111, 112, 121, 122, 130

Note: Satisfies the MA/NS or Arts and Sciences elective requirement.

All of us should be concerned about the quality and cost of our drinking water. Many wars political and physical have historically concerned the use and misuse of drinking water. Drinking water is the focus of this course and examines the sources, delivery, and treatment received as water is delivered to us as well as the treatment and disposal of wastewater. This course has a lab oriented project where students select a topic and do specific chemical analysis on their samples and compare them with EPA guidelines. Common water pollutants such as bacteria, heavy metals, pesticides, and fertilizers are described and many tested for in lab activities. Samples from such places as Bentley Pond, the Charles River, and Walden Pond are collected and purified through accepted treatment method to see if it can be made "drinkable." Water softeners and other in home filtration methods are examined. Student projects include a lab component, a written paper and an oral presentation.

NASE 334 Coastal Geology of Cape Cod

Prerequisite(s): Any NASC

Note: Satisfies the MA/NS or Arts and Sciences elective requirement.

This is a one-week field-based course that studies the origins, geological features, and human impact on the coastline of New England. Through field observations, measurements, and data collection, students will learn about the dynamic coastal landscape and the geologic processes that formed and continually alter the coastline. Participants will study the coastal wetlands, beaches, sea-cliffs, and rocky headlands at various locations, including Cape Cod, Boston Harbor, Plum Island (northeastern MA), and southern Maine. Students will gain an understanding of the different set of geologic processes, development hazards, and environmental

protection challenges that each location represents. May-term intensive one-week course

PS 311 Social Psychology

Note: Satisfies the Behavioral Sciences, Humanities/Social Science or Arts and Sciences elective requirements

Investigates our shared human experience studying the impact of interaction with other individuals, groups and the social context upon individual thinking, emotions and behavior. Focuses on the application of social scientific research to practical situations including social influence, interpersonal perception, attitude changes, persuasion and

prejudice. The course content is also practically applied to relevant topics in the world of business including leadership, influence, group and team interaction, consumer behavior and decision making under conditions of uncertainty.

Bentley University

Undergraduate Summer Programs

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Semester Course Dates:	M/W Classes	May 23 - June 29	All courses are 3 credits unless otherwise indicated. Memorial day make-up scheduled for June 3.
	T/TH Classes	May 24 - June 30	
	GB 301 Class	May 24 - July 14	
	A One Week	May 16 - 20	***Mandatory Pre-session, April 15, 6-8 PM
	(G) First 3 Weeks	See course for specific dates	
	(H) Second 3 Weeks	See course for specific dates	

Accountancy

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
50011	AC 310 E11				Cost Management	MW	06:00pm 09:00pm	Haselkorn	PREQ: GB 202 or GB 212	
50012	AC 311 E11				Financial Acc and Reporting I	MW	06:00pm 09:00pm	Gupta	PREQ: GB 202 or GB 212	
50013	AC 312 E11				Financial Acc and Reporting II	TR	06:00pm 09:00pm	Malgwi	PREQ: (AC 211 or AC 311)	
50014	AC 332 E11				Fraud Examination	TR	06:00pm 09:00pm	McConville	PREQ: GB 202 or GB 212	
50015	AC 340 E11				Accounting Information Systems	MW	06:00pm 09:00pm	Vilovsky	PREQ: (AC 311 (CPR) or AC 211) & (CS 301 or CS 210 or GB 203)	C
50016	AC 350 E11				Federal Taxation	TR	06:00pm 09:00pm	Freed	PREQ: GB 202 or GB 212	
50017	AC 412 E11				Advanced Accounting	MW	06:00pm 09:00pm	Rowat	PREQ: (AC 312 (CPR) or AC 212)	

Computer Information Systems

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
50020	CS 150 E11				Intro Data & Info Mgmt	TR	06:00pm 09:00pm	Ahmed	PREQ: IT 101	
50048	IT 101 0L1				Info Tech and Computer System	MW	06:00pm 09:00pm	VanderClock	Hybrid course.	

CoR -- Courses with a ** in the CoR field are Cluster courses (corequisites).	D -- Diversity
Pt -- All courses are Full semester unless otherwise indicated.	I -- International
Cr -- All courses are 3 credit hours unless otherwise indicated.	C -- Communication Intensive sections.
CC# or WP -- By the time the course begins, your class code must be at LEAST the given number or you must be eligible through the window policy.	
(CC3) = Sophomore standing, 21 credits complete (CC5) = Junior standing, 51 credits complete (CC7) = Senior standing, 84 credits complete (CPR) -- Concurrent prerequisite.	FOR UP-TO-DATE COURSE AVAILABILITY, GO TO http://www.bentley.edu/registrar/
IP -- Instructor permission is required, course not available through BannerWEB.	

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Economics

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
50021	EC 111 E11				Principles of Microeconomics	MW	06:00pm 09:00pm	Snyder	PREQ: 3 credits of MA 100 level	
50022	EC 225 E11				Intermed Macroeconomics	TR	06:00pm 09:00pm	Tommasi	PREQ: EC 111 & EC 112	

English & Media Studies

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
50018	CIN 370 0L1				Snap, Crackle, Pop: Sound & Film	MW	06:00pm 09:00pm	Aslinger	Fulfills LIT requirement or A&S elec. Synchronous "remote" course.	D, I
50019	COM 390 S11		A		Money, Power, Communication	MTWRF	09:00am 04:00pm	Nichols	PREQ: Expository Writing I Mandatory Pre-session April 15, 6-8 PM.	C
50023	EXP 201 E11				Expository Writing II	TR	06:00pm 09:00pm	Keefe	PREQ: Expository Writing I	
50052	MC 300 S11		A		Producing Media: The Big Pitch	MTWRF	09:00am 04:00pm	Berry	Mandatory Pre-session April 15, 6-8 PM.	

Finance

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
50024	FI 305 E11				Prin of Accounting & Finance	MW	06:00pm 09:00pm	Leabman	PREQ: (GB 201 & GB 202 (CPR)) or (GB 212 CPR & GB 213 CPR & EC 112 CPR).	
50025	FI 320 E11				Financial Markets and Invest	MW	06:00pm 09:00pm	Bonghi	PREQ: (FI 305 or (FI 310 & AC 260)) or (FI 310 & AC 312) & (CC5 or WP).	
50026	FI 320 S11		A		Financial Markets and Invest	MTWRF	09:00am 04:00pm	Raman	PREQ: (FI 305 or (FI 310 & AC 260)) or (FI 310 & AC 312) & (CC5 or WP). Mandatory Pre-session, April 15, 6-9 PM.	
50027	FI 327 S11		A		Insurance and Risk Management	MTWRF	09:00am 04:30pm	Milton	PREQ: (FI 305 or FI 310) & (CC5 or WP). No pre-	

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CC# or WP -- By the time the course begins, your class code must be at LEAST the given number or you must be eligible through the window policy.	
CC3) = Sophomore standing, 21 credits complete CC5) = Junior standing, 51 credits complete CC7) = Senior standing, 84 credits complete (CPR) -- Concurrent prerequisite.	FOR UP-TO-DATE COURSE AVAILABILITY, GO TO http://www.bentley.edu/registrar/
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CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
									session. The class will meet for an extended day and have a 2 hour exam on Wednesday evening.	
50028	FI 351 E11				International Finance	TR	06:00pm 09:00pm	Zampieron	PREQ: FI 320 or FI 380 & (CC7 or WP).	C
50029	FI 380 0L1				Advanced Managerial Finance	TR	06:00pm 09:00pm	Hartman	PREQ: (FI 305 or (FI 310 & AC 260)) or (FI 310 & AC 312) & (CC5 or WP). Hybrid course	
50030	FI 380 511		A		Advanced Managerial Finance	MTWRF	09:00am 04:00pm	Hachey	PREQ: (FI 305 or (FI 310 & AC 260)) or (FI 310 & AC 312) & (CC5 or WP). Mandatory Pre-session April 15, 6-8 PM.	

General Business

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
50031	GB 110 E11				Legal & Ethical Environ in Bus	MW	06:00pm 09:00pm	Pierre-Louis	Not open to students that are required to take GB 103.	
50032	GB 112 E11				Tools & Concepts in AC & FI	TR	06:00pm 09:00pm	Miller	Not open to students that are required to take GB 201.	
50033	GB 202 EF1		G	1.5	Acctg Info for Decision Making	MW	06:00pm 09:00pm	Montesino	PREQ: GB 201 & (CC3 or WP). Class meets 5/23 - 6/8.	
50034	GB 203 ES1		H	1.5	Info Support Sys in Business	MW	06:00pm 09:00pm	Montesino	PREQ: IT 101 & (CC3 or WP). Required of students in the old business core. Class meets 6/13 - 6/29.	
50035	GB 212 E11				Practice & Applic in AC & FI	MW	06:00pm 09:00pm	Malgwi	PREQ: GB 112	
50036	GB 213 0L1				Business Statistics	MW	06:00pm 09:00pm	Scholten	PREQ: 6 credits of MA & (CC3 or WP). For students on the old business core this course will replace GB 210. Blended course.	
50037	GB 214 E11				Marketing-Operations Fundament	TR	06:00pm 09:00pm	Bravo	PREQ: CC3 or WP. Not open to students that are required to take GB 301. Aylesworth is the MK	

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Pt -- All courses are Full semester unless otherwise indicated.	I -- International
Cr -- All courses are 3 credit hours unless otherwise indicated.	C -- Communication Intensive sections.
CC# or WP -- By the time the course begins, your class code must be at LEAST the given number or you must be eligible through the window policy.	
(CC3) = Sophomore standing, 21 credits complete (CC5) = Junior standing, 51 credits complete (CC7) = Senior standing, 84 credits complete (CPR) -- Concurrent prerequisite.	FOR UP-TO-DATE COURSE AVAILABILITY, GO TO http://www.bentley.edu/registrar/
IP -- Instructor permission is required, course not available through BannerWEB.	

Bentley University

Undergraduate Summer Programs

Summer Session I 2011

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
									Instructor	
50038	GB 215 E11				Human Behavior & Organizations	MW	06:00pm 09:00pm	Bernheim	PREQ: CC3 or WP. Not open to students that are required to take GB 101, 102 & 103.	
50039	GB 301 E11		8	6	Integrated Business Functions	TR	05:00pm 10:00pm	Salsbury	PREQ: EC 111 & EC 112 & (GB 210 or GB 213) & (GB 201 & GB 202) & (CC5 or WP). Course runs for 8 weeks. Students may not enroll in a summer II class.	
50040	GB 301 E12		8	6	Integrated Business Functions	TR	05:00pm 10:00pm	Willett	PREQ: EC 111 & EC 112 & (GB 210 or GB 213) & (GB 201 & GB 202) & (CC5 or WP). Course runs for 8 weeks. Students may not enroll in a summer II class.	
50041	GB 401 0L1				Strategic Management	TR	06:00pm 09:00pm	Chin	PREQ: (GB 102 & 301) or (FI 270 & MG 150 & MK 160) & (CC 7 or WP) Blended course.	
50042	GB 401 0L2				Strategic Management	MW	06:00pm 09:00pm	Chin	PREQ: (GB 102 & 301) or (FI 270 & MG 150 & MK 160) & (CC 7 or WP) Synchronous "remote" course.	

Global Studies

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
50043	GLS 100 0L1				US Govt & Politics	MW	06:00pm 09:00pm	Gulati	(Formerly GO 100). Hybrid course.	
50044	GLS 116 S11		A		International Relations	MTWRF	09:00am 04:00pm	McDonald	(Formerly INT 106 and INT 260). Mandatory Pre-session April 15, 6-8 PM.	I
50126	GLS 312 E11				International Organizations	TR	06:00pm 09:00pm	Hudak	(Formerly INT 312).	

History

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Cr -- All courses are 3 credit hours unless otherwise indicated.	C -- Communication Intensive sections.
CC# or WP -- By the time the course begins, your class code must be at LEAST the given number or you must be eligible through the window policy.	
(CC3) = Sophomore standing, 21 credits complete (CC5) = Junior standing, 51 credits complete (CC7) = Senior standing, 84 credits complete (CPR) -- Concurrent prerequisite.	FOR UP-TO-DATE COURSE AVAILABILITY, GO TO http://www.bentley.edu/registrar/
IP -- Instructor permission is required, course not available through BannerWEB.	

Bentley University

Undergraduate Summer Programs

Summer Session I 2011

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
50045	HI 399 S11		A		American Environmental History	MTWRF	09:00am 04:00pm	Alpert	Mandatory Pre-session April 15, 6-8 PM.	

Info Design and Corporate Comm

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
50047	IDCC 250 S11		A		Pub Relations Theory&Practice	MTWRF	09:00am 04:00pm	Moore	PREQ:Expository Writing I Pre-session will be held on-line with Professor Moore on April 15 from 6-8 PM. A presession assignment will be done at that time.	C

Information & Process Mgmt

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
50124	IPM 340 S11		A		Process Improvement Redesign	MTWRF	09:00am 04:00pm	Chand	PREQ: IPM 310 or instructor's permission. Co-instructor Gary David	

Interdisciplinary

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
50046	ID 240 E11				Amer Const/Evolution&Challenge	TR	06:00pm 09:00pm	Putney		

Law, Tax & Financial Planning

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
50049	LA 106 S11		A		"Outsiders" and the Law	MTWRF	09:00am 04:00pm	Kulow	PREQ: GB 103 or GB 110. Mandatory Pre-session April 15, 6-8 PM.	D

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Cr -- All courses are 3 credit hours unless otherwise indicated.	C -- Communication Intensive sections.
CC# or WP -- By the time the course begins, your class code must be at LEAST the given number or you must be eligible through the window policy.	
(CC3) = Sophomore standing, 21 credits complete (CC5) = Junior standing, 51 credits complete (CC7) = Senior standing, 84 credits complete (CPR) -- Concurrent prerequisite.	FOR UP-TO-DATE COURSE AVAILABILITY, GO TO http://www.bentley.edu/registrar/
IP -- Instructor permission is required, course not available through BannerWEB.	

Bentley University

Undergraduate Summer Programs Summer Session I 2011

Management

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
50053	MG 225 E11				Career Management	MW	06:00pm 09:00pm	Lombardi	PREQ: (GB 102 or GB 215).	
50054	MG 240 E11				Interpersonal Relations in Mgt	TR	06:00pm 09:00pm	Camson	PREQ: (GB 102 or GB 215).	C
50055	MG 241 S11		A		Leadership, Power and Politics	MTWRF	09:00am 04:00pm	O'Brien	PREQ: (GB 102 or GB 215). Mandatory Pre-session April 15, 6-8 PM.	
50056	MG 335 E11				Entrepreneurial Thinking	MW	06:00pm 09:00pm	Papell	PREQ: (GB 102 or GB 215).	
50057	MG 341 S11		A		Intro to Mgmt Consulting Skill	MTWRF	09:00am 04:00pm	Adams	PREQ: (GB 102 or GB 215). Mandatory Pre-session April 15, 6-8 PM.	

Marketing

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
50125	MK 342 E11				Advertising	MW	06:00pm 09:00pm	Kaye	(Formerly MK 162) PREQ: (MK 160 or GB 301 or GB 214)	
50058	MK 344 S11		A		Retailing	MTWRF	09:00am 04:00pm	Moore	PREQ: (MK 160 or GB 301 or GB 214). Mandatory Pre-session April 15, 6-8 PM.	

Mathematical Sciences

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
50050	MA 123 E11				Applied Calculus for Bus I	TR	06:00pm 09:00pm	Harnden		
50051	MA 243 E11				Discrete Probability	MW	06:00pm 09:00pm	Sorensen	PREQ: 3 credits of 100-level math	

Natural & Applied Sciences

CoR -- Courses with a ** in the CoR field are Cluster courses (corequisites).	D -- Diversity
Pt -- All courses are Full semester unless otherwise indicated.	I -- International
Cr -- All courses are 3 credit hours unless otherwise indicated.	C -- Communication Intensive sections.
CC# or WP -- By the time the course begins, your class code must be at LEAST the given number or you must be eligible through the window policy.	
(CC3) = Sophomore standing, 21 credits complete (CC5) = Junior standing, 51 credits complete (CC7) = Senior standing, 84 credits complete (CPR) -- Concurrent prerequisite.	FOR UP-TO-DATE COURSE AVAILABILITY, GO TO http://www.bentley.edu/registrar/
IP -- Instructor permission is required, course not available through BannerWEB.	

Bentley University

Undergraduate Summer Programs

Summer Session II2011

Semester Course Dates:	M/W Classes	July 6 - August 10	All courses are 3 credits unless otherwise indicated. July 4th make-up scheduled for July 8.
	T/TH Classes	July 5 - August 11	
	Five Friday's classes	July 15 - August 12	***Mandatory Pre-session, July 8, 9-11 AM

Accountancy

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
70001	AC 312 E21				Financial Acc and Reporting II	TR	06:00pm 09:00pm	McConville	PREQ: AC 211 or AC 311	
70002	AC 470 0L1				Financial Statement Auditing	MW	06:00pm 09:00pm	MacIver	PREQ: (AC 311 or AC 211) & AC 340 Hybrid course.	

Economics

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
70004	EC 112 E21				Principles of Macroeconomics	MW	06:00pm 09:00pm	Jackson	PREQ: EC 111	
70005	EC 224 E21				Intermediate Price Theory	MW	06:00pm 09:00pm	Livingston	PREQ: EC 111 & EC 112	

English & Media Studies

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
70003	CIN 370 0L1				The City in Amer Film:New York	MW	06:00pm 09:00pm	Stuckey	Fulfills LIT requirement or A&S elec.	D, I

Finance

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
70006	FI 305 E21				Prin of Accounting & Finance	MW	06:00pm 09:00pm	Willett	PREQ: (GB 201 & GB 202 (CPR)) or (GB 212 CPR & GB 213 CPR & EC 112 CPR).	

CoR -- Courses with a ** in the CoR field are Cluster courses (corequisites).	D -- Diversity
Pt -- All courses are Full semester unless otherwise indicated.	I -- International
Cr -- All courses are 3 credit hours unless otherwise indicated.	C -- Communication Intensive sections.
CC# or WP -- By the time the course begins, your class code must be at LEAST the given number or you must be eligible through the window policy.	
(CC3) = Sophomore standing, 21 credits complete (CC5) = Junior standing, 51 credits complete (CC7) = Senior standing, 84 credits complete (CPR) -- Concurrent prerequisite.	FOR UP-TO-DATE COURSE AVAILABILITY, GO TO http://www.bentley.edu/registrar/
IP -- Instructor permission is required, course not available through BannerWEB.	

Bentley University

Undergraduate Summer Programs

Summer Session II2011

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
70007	FI 318 E21				R E Investment Decisions	TR	06:00pm 09:00pm	Willard	PREQ: (FI 305 or FI 310) & (FI 380 CPR) & (CC5 or WP).	
70022	FI 392 E21				International Project Finance	MW	06:00pm 09:00pm	Uhlmann	(Formerly FI 402) PREQ: FI 320 & (CC5 or WP)	I

General Business

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
70008	GB 212 E21				Practice & Applic in AC & FI	MW	06:00pm 09:00pm	O'Leary	PREQ: GB 112	
70009	GB 213 E21				Business Statistics	TR	06:00pm 09:00pm	Carhart	PREQ: 6 credits of MA & (CC3 or WP). For students on the old business core this course will replace GB 210.	
70010	GB 401 E21				Strategic Management	MW	06:00pm 09:00pm	Jurgens	PREQ: (GB 102 & 301) or (FI 270 & MG 150 & MK 160) & (CC 7 or WP)	

History

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
70011	HI 236 E21				Irish Hist:St Pat to Troubles	MW	06:00pm 09:00pm	Kierdorf		I

Law, Tax & Financial Planning

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
70012	LA 103 S21				Consumer Law	F	09:00am 04:00pm	Kaplan	PREQ: GB 103 or GB 110. Mandatory Pre-session July 8, 9-11 AM.	
70013	LA 315 0L1				Alt Dispute Resolution in Bus	TR	06:00pm 09:00pm	Pasciuto	PREQ: GB 103 or GB 110. Synchronous "remote" course.	
70014	LA 316 E21				Sports & Entertainment Law	MW	06:00pm 09:00pm	Jones	PREQ: GB 103 or GB 110.	

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IP -- Instructor permission is required, course not available through BannerWEB.	

Bentley University

Undergraduate Summer Programs

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Management

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
70017	MG 340A 0L1				ATM: Int'l Sports Management	TR	06:00pm 09:00pm	Regan	PREQ: (GB 102 or GB 215). Hybrid course.	I
70018	MG 340B 521				ATM: Managing Org Change	F	09:00am 04:00pm	Stewart	PREQ: (GB 102 or GB 215). Mandatory Pre-session July 8, 9-11 AM.	
70021	MG 340C 0L1				ATM: Neg Beyond Cult Barriers	MW	06:00pm 09:00pm	Rofougaran	PREQ: (GB 102 or GB 215). Hybrid course.	

Marketing

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
70023	MK 332 0L1				Promotional Strategy	MW	06:00pm 09:00pm	Pehlivan	PREQ: GB 301 or GB 214 or MK 160 Blended course.	

Mathematical Sciences

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
70015	MA 126 E21				Applied Calculus for Bus II	TR	06:00pm 09:00pm	TBA	PREQ: MA 123	
70016	MA 207 E21				Matrix Algebra with Applicat	MW	06:00pm 09:00pm	Schroeder	PREQ: 3 credits of 100-level math	

Natural & Applied Sciences

CRN	Course	CoR	Pt	Cr	Title	Days	Begin & End Time	Instructor	Prerequisites	Focus
70019	NASE 362 E21				The Science in Science Fiction	TR	06:00pm 09:00pm	Aghassi	PREQ: Any NASC	
70020	PS 266 E21				Psychology of Adjustment	MW	06:00pm 09:00pm	Sousa		

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IP -- Instructor permission is required, course not available through BannerWEB.	

Course Descriptions

For a complete listing of courses, see the Undergraduate Catalogue.

Accountancy

AC 310 Cost Management (formerly Cost Accounting)

Prerequisite(s): GB 202 or GB212

Introduces the concepts of cost management and strategic cost management. Presents comprehensive coverage of principles involved in the determination of the cost of a product or service. Covers operational budgeting, standard costing, and activity-based costing as tools for planning and control. Emphasizes analysis, interpretation and presentation of information for management decision making purposes, especially those decisions as they relate to cost management.

AC 311 Financial Accounting and Reporting I (formerly AC 211 Intermediate Accounting I)

Prerequisite(s): GB 202 or GB212

Note: Not open to students who completed AC 211. Students will not receive academic credit for both AC 311 and AC 260. First in a two-course sequence of financial accounting courses at the professional level. Examines the principles and practices of external financial reporting, with particular emphasis on balance sheet valuations and their relationship to income determination. Reviews basic accounting concepts and the essentials of the accounting process. Covers the application of present value techniques to accounting valuations. Studies in depth the measurement and disclosure problems associated with cash, receivables, inventories, fixed assets and intangibles. Alternative accounting procedures and their impact on financial statements are also examined.

AC 312 Financial Accounting and Reporting II (formerly AC 212 and Intermediate Accounting II)

Prerequisite(s): AC211 or AC 311

Note: Not open to students who completed AC 212. Continues the two-course sequence begun in AC 311 by exploring additional topics involving external reporting and disclosure. Covers, in depth, such topics as current liabilities, long-term debt, stockholders' equity, earnings per share, revenue recognition, accounting for income taxes, accounting changes, and Statement of Cash Flows.

AC 332 Fraud Examination

Prerequisite(s): GB 202 or GB 212

Fraud Examination introduces concepts and techniques useful for accountants, managers, business owners, and criminal investigators. The course covers many types of financial statement

fraud, including asset misappropriation, fraudulent financial statements, tax fraud, and electronic fraud. Topics include the detection, prevention, investigation and resolution of various types of fraud, and guest speakers and videos will be used to enhance the real-world nature of the course.

AC 340 Accounting Information Systems

Prerequisite(s): AC 311 (CPR) or AC 211 & CS 301 or CS 210 or GB 203

Prepares students to be effective users, evaluators, developers, and auditors of accounting information systems (AIS). Examines several typical business processes, such as order entry/sales, billing/accounts receivable/cash receipts, and purchasing/accounts payable/cash disbursements and their associated AIS. Major themes throughout the course include oral and written communication, objectives and procedures of internal control, typical business documents and reports, proper system documentation through flowcharts and other techniques, systems analysis and design methodologies, and assessment of information processing in support of operational and strategic objectives in the context of rapidly changing technology advances. Hands-on experience with the process and control implications of enterprise systems coupled with an in-depth field-based business process analysis gives the student exposure to state-of-the-art AIS.

AC 350 Federal Taxation

Prerequisite(s): GB 202 or GB 212

Note: Not open to students who completed AC 352

Gives a broad training in federal income tax law and Treasury Department regulations. Introduces a broad range of tax philosophy, tax concepts, and types of taxpayers. Emphasizes the role of taxation in a business decision-making environment for all types of entities. Introduces basic skills of tax planning and tax research.

AC 412 Advanced Accounting

Prerequisite(s): AC 312 (CPR) or AC 212

Note: Not open to students who completed AC 320

Presents the theory and related problems of specialized topics in financial accounting. Examines leases, pensions, investments, and the particular problems associated with the partnership form of business organization. Topics also include business combinations through purchase and pooling of interests, with emphasis on consolidated financial statements of parents and subsidiaries and elimination of intercompany transactions; and accounting for foreign operations.

AC 470 Financial Statement Auditing

Prerequisite(s): AC 311 or AC 211 & AC 340

Note: Not open to students who have previously taken AC 371 or AC 400 or AC 471

Develops an understanding and appreciation of the philosophy of the audit process and its practice. Presents the preparation of audit working papers supporting an

examination of the records and procedures of an enterprise. Covers the report and opinion of the auditor to management, stockholders and others. Discusses internal auditing procedures as opposed to those performed by the independent public accountant. Considers the ethical and legal responsibilities of the auditor. Includes an introduction to operational auditing as a tool to increase the efficiency and effectiveness of a firm's accounting system.

Computer Information Systems

CS 150 Introduction to Data and Information Management

Prerequisite(s): IT 101

The course introduces information management and relational databases; data collection, storage, and retrieval; query/report design and generation; logical database structures; basic transaction architecture; and systems analysis for database design.

IT101 Information Technology and Computer System Concepts

Provides a comprehensive and current introduction to information technology in general and computer system concepts and personal computers in particular. Focuses on the role and underlying concepts of computer technology in the information age. Personal, organizational and social implications of information technology are explored. Problem-solving skills using Microsoft Office software and the World Wide Web are also developed. The World Wide Web will be extensively used as the platform for conceptual understanding.

Economics

EC 111 Principles of Microeconomics

Prerequisite(s): 3 credits of MA100 level

Provides students with an understanding of fundamental economic principles and tools. Presents economic analysis with respect to demand, supply, market equilibrium, costs of production and resource pricing. Examines the market structures of pure competition, oligopoly, monopolistic competition and monopoly. Analyzes the markets for labor and capital.

EC 112 Principles of Macroeconomics

Prerequisite(s): EC 111

Analyzes the determinants of aggregate economic activity and the effects of government policies intended to achieve full employment, price stability and economic growth. Topics include inflation, unemployment, interest rates, fiscal policy and the public debt, monetary policy, the balance of payments, and exchange rates. Introduces the economic analysis of international trade, comparative advantage and selected current economic problems.

EC 224 Intermediate Price Theory

Prerequisite(s): EC 111 and EC 112

Examines price determination in the marketplace and the interactions among consumers, firms and government in the market process. The study of markets and the forces of supply and demand provides a sound basis for understanding pricing, production decisions, cost conditions, industry regulations, and profitability. Consumer behavior and firm decision-making form the fundamental structure for the course of study. Among the topics covered are consumer choice, welfare effects of government policy, production technology, profitability, competitive market analysis, and market power and price discrimination. Analytical tools and the economic modeling techniques are developed through the course. This is a required course for all economics and economics-finance majors.

EC 225 Intermediate Macroeconomics

Prerequisite(s): EC 111 and EC 112

Analyzes the environment in which business operates, including the influence of the government and Central Bank policies, recessions and expansions, inflation and growth on a business. Provides the tools to analyze the effect of various economic events on production, employment and prices. The course also introduces important debates in economics, such as "supply-side" economics, the impact of a balanced budget amendment, and the role of the Federal Reserve in keeping inflation and unemployment low. Periodic writing assignments help students use the tools learned to analyze current events and policy discussions. This course is required for all economics majors.

English and Media Studies

CIN 370 Snap, Crackle, Pop: Sound & Film

Note: Fulfills LIT requirement or A&S elective

Even before sound film became the norm, sound played a critical role in the ways that film was produced, distributed, and experienced. This course examines the ways that film theorists, historians, and critics have addressed sound. We will investigate a variety of classical Hollywood cinema texts as well as experimental and independent films. After surveying a range of theories, concepts, and debates in film sound, we will examine the ways that popular music in film challenges traditional models of film sound, changes labor practices in Hollywood, and requires new ways of analyzing film spectatorship. At the end of the course, we will investigate what elements of film sound theory and criticism can be applied to television, new media, and gaming texts.

CIN 370 The City in American Film: New York

Note: Fulfills LIT requirement or A&S elective

This course will examine the image of the city of New York in 20th century American film. Close attention will be paid to issues of race and sexual orientation amid the multiple,

sometimes conflicting portrayals of New York: a place of refuge, safety, violence, intolerance, prosperity, and poverty. Films of study may include *Dog Day Afternoon*, *Midnight Cowboy*, *Do the Right Thing*, *Paris Is Burning*, and *Wall Street*. The course grade will be drawn from a series of short essays and research assignments, culminating in a 6-page interpretive essay; a midterm; and a final exam. Students taking the online version of the course must commit to regular brief phone conferences with the professor. Diversity Intensive.

EXP 201 Expository Writing II: Advanced Inquiry in Writing

Prerequisite(s): Expository Writing I

The subtitle of this course is American Exceptionalism. Through the reading of selections from *Justice*, by Michael J. Sandel we will explore how justice plays out in our society, and through relevant handouts we will trace the Exceptionalism theme from its origins in the American Revolution to a view of the world in which America may no longer be exceptional. We will use the Library Literary Outcomes as a touchstone throughout the course. We will concentrate on the following skills: finding material appropriate to a specific writing project; organizing material around a pertinent central thesis; arguing effectively for a specific interpretation of the material; and presenting this position clearly and convincingly in written form and in speech.

Finance

FI 305 Principles of Accounting and Finance

Prerequisite(s): GB 201 & GB 202 (CPR) or GB 212 CPR & GB 213 & EC 112 CPR

This course serves as a bridge between courses in accounting and finance. Several intermediate accounting topics are covered first, followed by an examination of approaches to analyzing financial statement data. The course then provides an overview of valuation, with an application to the valuation of financial securities.

FI 318 Real Estate Investment Decisions

Prerequisite(s): FI 305 or FI 310 & FI 380 CPR & CC5 or WP
Acquaints the student with the basic concepts and principles of real estate and urban economics that affect real estate investments. Equips students with essential tools needed for comprehensive real estate investment analysis. Emphasizes the financial aspects of real estate, e.g., appraisal, feasibility analysis, and primary and secondary markets of real estate.

FI 320 Financial Markets and Investments

Prerequisite(s): FI 305 or FI 310 & AC 260 or FI 310 & AC 312 & CC5 or WP

The second of a two-semester sequence of courses on financial markets and assets which is required of finance majors. Introduces students to important topics in bond, equity and options markets. To this end, the course focuses

on issues surrounding the nature and functioning of these markets and the key models used in valuing securities that are traded on them. Students will enhance their understanding of how these markets operate to establish asset values by engaging in exercises in the Trading Room.

FI 351 International Finance

Prerequisite(s): FI 320 or FI 380 & CC7 or WP

Surveys systematically the theory of international finance, international investing and international business. Areas covered include foreign exchange with emphasis on exchange rate determination, exchange risk, hedging and interest rate arbitrage, international money and capital markets and international financing, multinational capital budgeting and the cost of capital.

FI 380 Advanced Managerial Finance

Prerequisite(s): FI 305 or FI 310 and AC 260 or (FI 310 and AC 312 & CC5 or WP

Topics covered include risk and uncertainty in capital budgeting, leasing, warrants and convertibles, concepts of optimum capital structure, dividend policy, mergers and acquisitions, and failure and reorganization. Cases are used for practice in applying theory to solve problems in the area of financial management.

FI 392 International Project Finance (formerly FI 402)

Prerequisite(s): FI 320 & CC5 or WP

The course relies on a case-study approach to an increasingly important field that requires excellent financial management skills. We provide an overview of project finance employing the latest techniques for structuring transactions, including risk mitigation by financial intermediaries. Students will be introduced to substantial research data and informational resources. The course stresses decision making and prioritization of tasks, policy formulation, the selection of world-class partners and on-the-ground operational skills necessary to ensure timely completion of construction, budget adherence and efficient start-up. Large investment projects across a variety of geographic regions, industrial sectors, and stages of project execution are examined, including relevant data on default and loss characteristics. We will contrast the important differences in risk between domestic and export sector projects, including management of foreign exchange issues and the role of host gov.

General Business

GB 110 Legal & Ethical Environment in Business

Note: Not open to students that are required to take GB 103

Provides an overview of the legal and ethical issues that confront business managers and executives in both starting a business and operating an existing business. Provides an analytical framework to identify legal and ethical issues.

Discusses the relationship between business professionals and legal counsel. Discusses topics in contracts, sales, torts, crimes, securities law and Sarbanes-Oxley, business organizations, employment and discrimination and E-commerce. Interweaves international and ethical issues into the topics covered. Includes team assignments where appropriate.

GB 112 Tools & Concepts in Accounting & Finance

Note: Not open to students that are required to take GB 201

The primary objective of this course is to provide a foundational understanding of accounting and finance concepts and tools. This course takes students from double-entry accounting through to an elementary understanding of how to construct financial statements. It introduces the use of these statements as the basis for ratio analysis and budgeting. Students begin their study of the basic time value of money concepts that are the foundation for basic valuation techniques for both financial securities and projects valuation.

GB 202 Accounting Information for Decision Making

Prerequisite(s): GB 201 & CC3 or WP. Class meets 5/23 – 6/8.

Note: Not open to students who have previously taken GB 112 or 212

Focuses on the managerial uses of accounting information. The course emphasizes how accounting information is used by managers to plan, analyze, and control business operations. Students learn how to analyze business operations using techniques such as cost-volume-profit analysis, break-even analysis, and contribution margins. The role of budgeting in planning business operations is covered. Students prepare pro-forma financial statements. The components of an internal control structure are discussed. The course encourages students to participate actively in class discussions and to improve their analytical, communication, and inter-personal skills. Professional literature and computer software are integrated into the course.

GB 203 Information Support Systems in Business

Prerequisite(s): IT 101& CC# or WP. Required of students in the old business core. Class meets 6/13-6/29.

This course increases the knowledge base gained in IT 101 as the foundation for understanding how information technology is used in a variety of business organizations. A major focus will be the managerial uses of information at the strategic, tactical and operational levels of the organization through computer-based data analysis using spreadsheet technology. Along with data management issues, it will also introduce the student to Telecommunications and Networks and to Systems Planning and Systems Analysis and Design. Along with Data Management, these areas are important core areas of Information Technology in business and should provide the student with a firm foundation for understanding how information technology can be used across an

organization, how information technology supports the business and how changes in business policy and practice are influenced and supported by information technology. Microsoft Excel 2003 (Office XP) will be the software used for this course.

GB 212 Practice & Applications in Accounting & Finance

Prerequisite(s): GB 112

Note: not open to students who have taken GB202

The primary objective of this course is to extend the foundational understanding of accounting and finance concepts and tools introduced in GB112. This course takes students from an elementary understanding of the prepared financial statements and introduces how to use them in financial decision-making. It covers the analysis of these statements using ratio analysis and the budgeting process using these statements as a starting point for future forecasts. Students will study the funding decisions facing the firm. They will extend their understanding of basic valuation techniques by learning more advanced techniques for valuing both the securities used to raise these funds and the projects to be funded.

GB 213 Business Statistics

(Formerly GB 210)

Prerequisite(s): 6 credits of MA & CC3 or WP.

Note: Not open to students who have taken ST241 or GB210

Modern businesses rely on well-educated professionals who can effectively use data to enhance and support decision-making processes. The primary objective of this course is to use data to illustrate key concepts for making decisions throughout each of the primary business disciplines; accounting, economics, finance, information systems, management, and marketing. Focuses on learning skill sets necessary to access and manipulate large amounts of data and the techniques that enhance the individuals' decision-making process. Introduces some elementary Microsoft Access methods for transferring a sample of data from a database into Microsoft Excel. Illustrates how to make effective decisions using simple and multiple regression models. Provides balanced presentations illustrating the manual use of statistical techniques for understanding purposes and how to implement those techniques using the computer.

GB 214 Marketing-Operations Fundamentals

Prerequisite(s): CC3 or WP

Note: Not open to students who have taken GB301

Strategic competitive advantage is derived from the value a company creates for its customers through five primary value-adding activities: Designing products and services, logistics, operations, marketing and sales strategies, and bringing products and services to the market to meet customer needs and requirements. Most of these activities fall within the boundaries of operations and marketing, the two primary value adding functions within organizations. This

course, therefore, covers topics that span the marketing and operational disciplines, and focuses on the fundamental concepts and processes of marketing and operations management and how effective coordination and the interface between these two primary functional areas create value for the customer, the company, and society at large.

GB 215 Human Behavior & Organizations

Prerequisite(s): CC3 or WP.

Note: Not open to students that are required to take GB 101, 102 & 103

Human Behavior and Organizations examines the behavior of people in organizations and the relationship between this behavior and organizational effectiveness. Particular attention is given to the issues and dynamics that result from the increasing diversity of the workforce and the global contexts in which people work. The course introduces students to analytical frameworks for understanding and influencing individual, group, inter-group and total organization dynamics. It increases students' awareness of and competence in dealing with people different from themselves. Through case studies, self-reflection instruments, experiential exercises, lectures and readings students develop knowledge and skills for working effectively with a diverse set of people in complex environments, diagnosing managerial problems and developing effective plans for action, taking into account the impact of external stakeholders on internal organizational dynamics.

GB 301 Integrated Business Functions 8 WEEKS

Prerequisite(s): EC 111 & EC112 & GB 210 or GB 213 & GB 201 & GB 202 & CC5 or WP

Note: Not open to students who have previously taken OM 280, MK 160 or FI 270

This course studies the interaction and interdependency of the finance, marketing and operations functions within an organization. Each of these three disciplines represents a 1.5 credit module that is integrated through the fourth project module. The project allows student teams the opportunity to work with an actual company to apply the functional knowledge by developing a new product or service and accompanying business plan.

GB 401 Strategic Management

Prerequisite(s): GB 102 & 301 or FI 270 & MG 150 & MK 160 & CC7 or WP

Strategic Management focuses on the job of the general manager or top management team in formulating and implementing short- and long-run corporate policy and strategy. Today, business, as well as other organizations is in the process of transformation driven by information technology and globalization; therefore strategy is formulated in a multi-faceted environment of social, political, economic, and legal entities and forces. Strategic Management is concerned with developing the "general management point of view"; this means seeing the cross-

functional impact of any situation, problem, solution, proposal or decision and the key long- and short-term implications for the total enterprise from a global perspective.

Global Studies (Formerly "International Studies")

GLS 100 US Government & Politics (formerly GO 100)

Introduces the institutions, background and processes of American national government. Surveys the governmental structures created by the Constitution as well as the informal substructures (parties, interest groups, etc.) that animate our political system.

GLS 312 International Organizations

Note: Formerly INT 312

This course examines international law and international organizations and the rules and laws governing them in the global society today. The nature of international norms, their influence on the behavior of states and the law applicable to contemporary global political and economic issues are studied. With the increasing interdependence of states and the globalization of the world economy and commerce new international institutions are developing. The course will study the historical development, the contemporary operation, and the contributions of organizations such as the United Nations, European Union and the World Trade Organization to the range of global issues including war-peace questions, global commerce, human rights and the environment.

Government

See "Global Studies" above.

History

HI 236 History of Ireland: From St. Patrick to "The Troubles"

This course traces the history of Ireland from the days of St. Patrick to today's "troubles" in Northern Ireland. It will consider the experience of the Irish people, their lives, religion and political plight as they struggled for independence, stability and respect. It will also focus upon the rich and lively culture they created over the centuries and their impact on the larger world community.

Interdisciplinary

ID 240 The American Constitution: Its Evolution and Challenges

Note: May be used as an unrestricted elective, arts and sciences elective, history or government elective, or social sciences elective.

In 1987, Americans celebrated the bicentennial of the world's oldest continuing written constitution, a document that effects virtually every aspect of our national and personal lives. In more than two 200 years it has been amended only 27 times. Yet it is the focus of continual controversy. What rights does a fetus have and how are they to be weighed against the rights of a pregnant woman? Do citizens have a "right to keep and bear arms?" Should we limit terms of congressmen? Is our jury system functioning properly? This course will go behind the historical underpinnings of the Constitution to its basic principles and apply these to the major constitutional issues of our time.

Law

LA 103 Consumer Law

Prerequisite(s): GB 103 or GB 110

Acquaints the student with current federal and state consumer protection statutes. Deals with individual consumer grievances by discussing false and misleading advertising and the legal effect of written and implied warranties. Addresses the unfair treatment of minors and incompetent consumers. Examines the legal impact of insurance practices as it pertains to health care and property protection of consumers. Focuses on the law pertaining to current consumer credit problems such as credit card liability, unfair credit billing practices as well as illegal debt collection methods used by creditors. Highlights bankruptcy laws, particularly consumer debt adjustment programs. Covers legal remedies available to consumers through case and class discussion.

LA 315 Alternative Dispute Resolution in Business

Prerequisite(s): GB 103 or GB 110

Discusses the evolving role of alternative dispute resolution (ADR) in dealing with commercial, consumer and labor disputes. Studies trends in nontraditional forms of litigation such as summary jury trials, mini-trials and private judging. Discusses the alternative options of negotiation, mediation and domestic and international arbitration programs for resolving business disputes. Covers negotiation skills, business considerations and ethical concerns in selecting and using ADR.

LA 316 Sports & Entertainment Law

Prerequisite(s): GB 103 or GB 110

An examination of the sports and entertainment industry requires delving into the law of contracts, labor, anti-trust, intellectual property, torts, Internet and the U.S. Constitution.

Our analysis begins by studying college sports, amateur sports, Olympic sports, and Title IX's impact on athletic opportunities for women. A significant amount of the classroom material is devoted to surveying the major professional team sports including looking at collective bargaining agreements, labor discord, privacy, salaries, drug testing and freedom of movement from team to team. The economic aspects of both professional sports and movie industry are explored. This includes looking at team franchise movement in professional sports and financing, producing, and distributing movies and TV. The role of the Screen Actors Guild is reviewed at length. Agency law is also examined in the context of the relationships involving agents (and/or managers) who represent celebrities and athletes.

Management

MG 225 Career Management

Prerequisite(s): GB 102 or GB 215

Considers career management from two perspectives - that of the individual managing his or her own career, and that of the organization concerned with the careers of its members. Explores the factors that affect a person's career satisfaction and success. Emphasizes the importance of career management for organizational effectiveness.

MG 240 Interpersonal Relations in Management

Prerequisite(s): GB 102 or GB 215

Increases awareness of the process of understanding and relating to others in an organizational setting. Designed to deepen insight into the dynamics of relationships and to improve interpersonal competence. Builds a conceptual foundation for understanding interpersonal communication, developing skills in listening, assertiveness and conflict management, and helping students understand the importance of interpersonal issues in a managerial role.

MG 335 Entrepreneurship Thinking

Prerequisite(s): GB 102 or GB 215

Focuses on all aspects of starting a business: selecting promising ideas, initiating new ventures, and obtaining initial financing. Concentrates on how ventures are begun, how venture ideas and other key ingredients for start-ups are derived, and how to evaluate new venture proposals. Explores business plan development, legal and tax considerations.

MG 340A International Sports Management

Prerequisite(s): GB 102 or GB 215

This course is designed to provide a general overview of sport management on a global scale. This course will explore the complex interrelationships and functions of FIFA, FIBA, IOC, Japanese and Australian professional leagues and global corporate sponsors. International sport processes will be discussed and demonstrated through a variety of case studies citing strategy, financial, marketing, and management theories used to address the issues confronted and the solutions reached by management. Comparative analysis of

U.S. and European sport management applications. International Sport Management will use a variety of case studies and learning materials from HBS, Stanford and NAGW to demonstrate these principles

MG 340B Managing Org Change

Prerequisite(s): GB 102 or GB 215

Will you help to lead change or will change lead you? Change is a constant in today's organizations as they respond to factors such as globalization, new technologies, and demographic diversity. The need to respond to change influences organizational structure, design and technology, as well as group and interpersonal processes. In this course, students will learn skills related to assessing the need for change, developing intervention strategies, understanding and managing resistance, and assessing the impact of various changes on the organization.

MG 340C Negotiating Beyond Cultural Barriers

Prerequisite(s): GB 102 or GB 215

How would you negotiate and work successfully with Chinese business people? What are the best ways to negotiate and work with Indians, Germans, Arabs, or Brazilians? What makes an effective global negotiator in general? Why do cross-cultural negotiations so often fail? And when they seem to succeed, what barriers prevent them to reach their full potential? Focusing on strategies to use cultural differences as assets in negotiations, the goal of this course is to explore the role of culture in cross-cultural negotiations. The students will learn to modify and adapt the principles and skills of effective negotiation to specific cross-cultural settings. In other words, they will learn how to transform cultural barriers into bridges. For having actually negotiated with their colleagues in simulated negotiations by the end of the course, the students will become better negotiators in any context where culture plays an important role.

Marketing

MK 332 Promotional Strategy

Prerequisite(s): GB 301 or GB 214 or MK 160

Explores promotional goals and processes as they related to the total marketing program of the organization. Examines advertising, personal selling, sales promotion and publicity as promotional techniques. Includes detailed analysis of planning and implementing promotional campaigns.

MK 342 Advertising

Prerequisite(s): Junior-level standing and GB 301 or GB 214

Considers the role of advertising and sales promotion within an institution and within society. Examines the advertising function in its social and ethical, economic, historical, legal and technological contexts. Explores a firm's advertising and sales promotion decisions, and focuses on the design, content

and delivery of advertising messages from a communication standpoint. Investigates media, budget and measurement issues in advertising, and explores the increasing use of technological tools used by today's advertising professionals to enhance the effectiveness and efficiency of a firm's communication effort.

Mathematical Sciences

MA 123 Mathematical Foundations for Business I

Presents basic concepts of functions, graphs and differential calculus. Special emphasis will be placed on formulation and solution of business applications such as break-even, depreciation, marginal profit/revenue/cost, and optimization. Specific topics include the notion of a function, linear, quadratic, exponential, and logarithmic functions. techniques of differential calculus, and concavity.

MA 126 Mathematical Foundation for Business Decision II

Prerequisite(s): MA 123

Continues MA 123. Presents the basic concepts of math of finance and integral calculus. Specific emphasis will be placed on business applications such as compound interest, present/future value, annuities, and amortization. Specifics include the techniques of integration, the area between two curves, and the fundamental theorem of calculus.

MA 207 Matrix Algebra with Applications

Prerequisite(s): 3 credits of 100 level math

Includes such topics as matrix algebra operations, simultaneous linear equations, linear programming, Markov chains, game theory, graph theory, linear economic models, least square approximation and cryptography. Business applications are emphasized and computer solutions (using MATLAB and/or Excel) are used for selected problems.

MA 243 Discrete Probability

Prerequisite(s): 3 credits of 100 level math

Relates to problems of a probabilistic nature in business, economics, management science and the social sciences. Includes such topics as set notation, permutations, combinations, mutually exclusive and independent events, conditional probability, Bayes' Theorem, expectation and dispersion, Markov chains and decision-making. Introduces the common discrete distributions: binomial, hypergeometric, geometric, negative binomial and Poisson. Simulation may be used where appropriate.

Natural & Applied Sciences

NASC 130 Principles of Geology (formerly NSID 305)

Prerequisite(s): Any NASC and GB 112 or GB 101

Note: Satisfies 4-credit Natural Sciences requirement.

Introduces the basic principles of geology and the societal relevance of the discipline through classroom discussions and laboratory activities. Exploration centers on the process of scientific inquiry, building around systems of plate tectonics and the rock cycle, followed by an examination of Earth's surficial processes, including the role of water, ice, wind, and gravity in breaking down, transporting, and depositing Earth materials. Specific topics include the origins and classification of rocks and minerals, earthquakes, volcanoes, geologic time, rivers, glaciers, and coastal processes. Throughout the course students relate Earth processes and materials to human concerns, such as natural hazards, environmental degradation, and economic resources.

NASE 309 The Science and Business of Biotechnology

Prerequisite(s): GB 101 or GB 112 and any NASC course

Note: Formerly NSID 305. Maybe used as an FI, MG or MK elective with department chairperson's approval or as an MA/NS or Arts and Sciences elective requirement.

Integrates science and business in studying all aspects of the current "biotechnology revolution." Using the case study method, the formation, organization, production, financing and marketing of biotech companies as well as the selling of biotech products are examined. In addition to lectures, case discussions, guest speakers and a field trip to a local biomanufacturing facility, students will be responsible for one short presentation on a biotechnology company as well as for researching and writing their own due diligence analysis report analyzing one specific marketplace. The potential long-range medical, economic, legal and ethical implications of applying this science are also examined.

NASE 315 Human Health and Disease in Today's World

Note: Satisfies the MA/NS or Arts and Sciences elective requirement.

Examines human health and disease from the structure and function of the human body to its interaction with the environment. The genetic, physiological and behavioral factors that influence the physical and mental well-being of individuals is explored on all levels, including molecules, cells, organs, individuals and communities. Risk factors such as diet, sexuality, occupation, tobacco, alcohol and drugs are similarly evaluated with an emphasis on behavioral changes that optimize personal health or help manage adverse conditions. Modern challenges such as emerging diseases, pandemic flu and bioterrorism and their potential impact on students' lives are discussed. The health care system, from research and development, health care markets, access to insurance and alternative and complementary medicines are

presented with the goal of helping students become more discerning consumers.

NASE 362 The Science in Science Fiction

Prerequisite(s): Any NASC

Note: Satisfies the MA/NS or Arts and Sciences elective requirement.

Discusses the scientific principles which are borrowed or stretched by the science fiction writer to provide the environment or the major theme of the story. Covers a wide range of topics from many disciplines of the natural and social sciences, including space travel, sources of power, life in outer space, societal patterns, communication, intelligence, time and relativity, etc. Science fiction has paid close and early attention to the subjects of ecological impact, environmental concerns, resource management and interspecies interactions and/or diversity, and the dire consequences of disregarding them; these topics will be discussed at every opportunity.

PS 266 Psychology of Adjustment

Note: Satisfies the Humanities/Social Science or Arts and Sciences elective requirements

Focuses on the major theories and psychological principles of human adjustment across the life-span including self-concept, development, motivation, stress and anxiety. Considers human values in relation to interpersonal relationships, and examines intellectual and emotional resources for personal change and growth.

Sociology

SO 295 Film & Society

Film as a medium appears in many different formats and settings from television broadcasts to theaters and from DVDs to computers. Social issues and social relations are presented in virtually unexamined fashion and audiences are expected to draw on cultural presuppositions and understandings to achieve an understanding of the film's themes and contents. The course examines several different film styles in order to better understand the methodologies used by film makers to construct understandability. Film styles to be examined include ethnographic, documentary, social commentary and narrative-fiction. Within these different film styles a number of social issues and social relationships will be considered including, in part, the following: cultural practices and social norms; gender and power relationships; cross dressing and gender transformation; commentary on political and social issues; and, witnessing, truth-telling, trust, honesty and morality in social relationships.

SUMMER 2011 EVENING UNDERGRADUATE REGISTRATION FORM

For All New Undergraduate Students

HOW TO REGISTER: Use this form to register for undergraduate courses only.

By mail: Registrar's Office, Rauch Building, Room 111, 175 Forest Street, Waltham MA 02452

By fax: Send to 781-891-3428.

Do not submit duplicate forms



For office use:

Bentley ID#

Name: _____ Email: _____

Address: _____ City/State/Zip: _____

Employer: _____ City/State/Zip: _____

Telephone (work): _____ Telephone (home) _____

REQUIRED INFORMATION

Anticipated Bentley Degree (circle one): Associate / Bachelor's / Certificate / Non-Degree Major: _____ ☐ Undecided

Do you have a bachelor's degree? ☐ Yes ☐ No Visiting Student, transfer credit back to: _____

☐ I am taking "Common Body" courses for a graduate program

Date of Birth (MM/DD/YYYY): _____ Social Security Number: _____

U.S. Citizen (if no, and you have a permanent visa, submit a copy): Yes No Visa Numbers: _____

OPTIONAL INFORMATION

Gender*(circle one): Female Male Marital Status*(circle one): Single Married Other

Ethnic Origin* _____ A Asian or Pacific B Black/non-Hispanic C White/non-Hispanic H Hispanic I American Indian N Non-Resident O Other*

*For demographic reporting

ACADEMIC HISTORY (required)

High School: _____ State: _____ Graduation Date: _____

Or GED: _____ State: _____ Date: _____

College most recently attended: _____ State: _____ Dates attended/degree/major: _____

Other Colleges attended: _____ State: _____ Dates attended/degree/major: _____

_____ State: _____ Dates attended/degree/major: _____

COURSE REGISTRATION

CRN #	Course # / Section	Meeting Day and Times

If you are using deferred payment, check here: ☐

Signature: _____ Date: _____

Your completed registration represents a contract with Bentley University. You are responsible for understanding all the policies governing course registration, student enrollment and policies governing computers and network resources.

EVENING STUDENT ADDRESS UPDATE FORM

Student ID#: @_____ Date: _____ Student Level: Undergraduate

Name: _____ Social Security Number: _____

Are you an international student attending classes on a VISA? (please circle): Yes No

If you attended Bentley under another name, please list your former name: _____

New Permanent Address (PR)

*Your primary address when NOT attending classes (e.g. your parent or guardian's home address). **International students** must include their foreign address as a permanent address to comply with INS regulations*

Street: _____

City/State/Zip: _____

Country: _____

Phone: _____

Address Effective date: From: _____ To: _____

New Local Address (LO)

This is only updated if you are an international student or if you have a different permanent address when not attending school

Street: _____

City/State/Zip: _____

Phone: _____

Address Effective date: From: _____ To: _____

New Business Address (BU)

No official mailings from the university will be sent to this address

Street: _____

City/State/Zip: _____

Phone: _____

Address Effective date: From: _____ To: _____

Please return to: Bentley University, The Office of the Registrar, Rauch 111, 175 Forest St., Waltham, MA 02452

Fax: 781.891.3428

