# SUMMER 2013 COVER PAGE SCHEDULE BOOK

# Summer 2013 Academic Calendar

## <u>April</u>

| 1 – Monday<br>8 – Monday<br>9 – Tuesday<br>19 – Friday  | Eve UG Registration<br>Day UG Summer Registration<br>Day UG Fall Registration<br><b>Mandatory Pre-session</b> for Session 1 week, 6:00-8:00 pm  |  |  |
|---|---|--|--|
|   | May   |  |  |
| 13 - Monday – 17 Friday<br>20 – Monday<br>27 – Monday<br>28 – Tuesday<br>31 – Friday  | One-week intensive course (Session 1 week)<br>Summer I Classes begin<br>Memorial Day- No Classes<br>Last day to declare pass/fail<br>Monday class make-up for Memorial Day observation  |  |  |
|   | June  |  |  |
| 13 – Thursday   | Last day to withdraw from Summer I, 6 week courses<br>(see Refund and Withdrawal Schedule for other part-of-term<br>deadlines)  |  |  |
| 27 – Thursday   | Summer I classes end  |  |  |
| July  |   |  |  |
| 1 –Monday<br>8 – Monday<br>12 - Friday<br>25 – Thursday   | Summer II Classes begin<br>Last day to declare pass/fail<br>Thursday class make-up for Independence Day observance<br>Last day to withdraw from Summer II, 6 week courses<br>(see Refund and Withdrawal Schedule for other part-of-term<br>deadlines) |  |  |
| August  |   |  |  |
| 9 – Friday  | Summer II classes end   |  |  |
| For more information, please visit the Academic Calendar on Bentley's website at<br>http://www.bentley.edu/calendar/index.cfm |   |  |  |

# **REGISTRATION INFORMATION**

# Registration begins on April 1, 2013 -- 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 or 4 credit courses: | \$1932.00 |
|------------------------|-----------|
| Deferred payment:      | \$ 25.00  |

#### **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 full semester 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:

#### Deferred Payment Option for 6 week courses ONLY:

| Due upon registration: | \$966.00, 1/2 tuition + \$25 fees |
|------------------------|-----------------------------------|
|------------------------|-----------------------------------|

Summer I:Final payment due by June 6Summer II:Final payment due by July 20

## Tuition refund and withdrawal schedule:

#### MAY One Week Intensive (Summer 1):

| Course Change/Refund  | Start date | End date |
|-----------------------|------------|----------|
| Drop, 100% refund     | 4/1        | 5/12     |
| Drop, 80% refund      | 5/13       | 5/13     |
| Withdrawal, No refund | 5/14       |          |

#### 6-week courses (Summer 1):

| Course Change/Refund   | Start date | End date |
|------------------------|------------|----------|
| Drop, 100% refund      | 4/1        | 5/21     |
| Drop, 80% refund       | 5/22       | 5/27     |
| Withdrawal, 60% refund | 5/28       | 5/29     |
| Withdrawal, 40% refund | 5/30       | 6/3      |
| Withdrawal, No refund  | 6/4        |          |

#### 6-week courses (Summer 2):

| Course Change/Refund   | Start date | End date |
|------------------------|------------|----------|
| Drop, 100% refund      | 4/1        | 7/2      |
| Drop, 80% refund       | 7/3        | 7/7      |
| Withdrawal, 60% refund | 7/8        | 7/9      |
| Withdrawal, 40% refund | 7/10       | 7/14     |
| Withdrawal, No refund  | 7/15       |          |

### **Student Account Clearance**

You will not be permitted to register for the semester unless your student account balance is cleared by either payment or pending financial aid. If you have any questions concerning your student account, please contact the **Student Financial Services Office, Rauch 132, 781/891-2162 or –2171.** 

Students who are disputing tuition charges must complete an Academic Petition Form and submit it to the Registrar's Office no later than the end of the following semester. Petitions received after the deadline will be referred to Student Financial Services for review. All charges remain due until otherwise notified.

### **Course Pre- and Co-requisites**

Students normally are not permitted to attend courses unless all prerequisites are satisfactorily completed, either through Bentley courses, transfer credit, or proficiency credit. Prerequisites must be satisfactorily completed prior to the start of the course; co-requisites (or concurrent prerequisites) must be completed prior to the course or may be taken during the same semester.

Students may petition the appropriate department chairperson for a waiver of a pre- or co-requisite for a specific course.

Please note that, in addition to specific course prerequisites, many courses also have class standing prerequisites. See below.

### Class Standing/"Window Policy"

For registration purposes only, Bentley utilizes a "Window Policy" to allow students to access courses if they are within 9 credits of the required class code:

| To access:                     | Credits successfully<br>Completed: |
|--------------------------------|------------------------------------|
| sophomore-level courses (CC3): | 21                                 |
| junior-level courses (CC5):    | 51                                 |
| senior-level courses (CC7):    | 81                                 |

### **Course Withdrawals**

To officially withdraw from a course, students must withdraw through MyBentley or by filing a "Course Change Form" with the Registrar's Office. Non-attendance will not automatically withdraw you from a course or relieve you of financial obligation. See the "Refund and Withdrawal Schedule" on the previous page.

### Waitlists

If an evening course is closed, students have the option of being put on a waitlist. Should a seat become available before the start of class, you will be contacted at a phone number of your choice. As such, it is important that you submit accurate contact information. Students who cannot be reached will lose their spot on the list.

### **Class Cancellations**

If a class is cancelled, every effort will be made to try and reach you either by telephone or e-mail. It is critical, therefore, that we have your accurate daytime telephone and e-mail address. Any changes to addresses or phone numbers should be made in writing to the Registrar's Office, RAU 111.

### Photo ID

All registered students must have a Bentley identification card. To obtain an ID card, you must present your registration verification and Bentley ID number to Campus Police. Your ID is required to utilize the library, computer laboratories, admission to campus events, and the Dana Athletic Center.

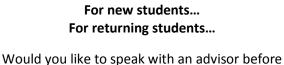
### **Parking Permit**

After you receive your registration confirmation, it is imperative that you apply for a parking permit. All registered students must have a valid Bentley parking decal displayed on their passenger side window. In order to obtain a new parking decal for your vehicle, you must register your car via MyBentley. Chose "Student Self-Service on the left, click on "Personal Information" and then "Request a Parking Decal."

Parking regulations will be enforced beginning the second week of the semester. (Safety regulations, including handicapped parking and fire lanes, are enforced at all times.)

#### Academic Advising

All part-time evening students are encouraged to visit the Office of Academic Services in Lindsay 21 to meet with an academic advisor. Advisors are available to discuss program options, courses, transfer credits, and alternative sources of credit. To schedule an appointment, call 781.891.2803. To meet the advising needs of part-time evening students, our office is open two evenings per week.



Would you like to speak with an advisor before choosing your courses? Appointments are available!

In Person or On the Phone

Hours: 8:30 am – 4:30 pm (M-F)

Evening Appointments Available by Appointment

Please arrange your advising session by calling 781.891.2803

# Admission

Working professionals and adults returning to the University may access Bentley's undergraduate degree programs as parttime evening students through the Office of Academic Services. Enrollment is open to adults who are high school graduates and have been out of high school for a minimum of 2 years. Professionals who have already completed a bachelor degree may wish to pursue a business-related concentration certificate, take courses in preparation for graduate work, or enroll in individual undergraduate courses to enhance professional development. The following programs are available in the evening:

### **Bachelor of Science:**

Accountancy Computer Information Systems Economics/Finance Finance Information Systems Audit and Control (formerly AIS) Management Marketing

### **Concentration Certificates\*:**

Accountancy Computer Information Systems

\*For more information about our graduation rates, the median debt of students who completed the program, and other important information, please visit our website at: bentley.edu/academic-services/evening/disclosure

**Early Matriculation** is based on your prior college work. Students who have completed a minimum of five courses at an accredited college with a minimum grade point average of 2.8 are eligible for early admission based on their prior college performance.

**Standard Matriculation** is based strictly on a student's performance at Bentley. Admission criteria are as follows:

*Bachelor's degree:* Completion of fifteen Bentley credits with a minimum grade point average of 2.5; satisfactory completion of expository writing and Mathematical Analysis I or its equivalent must be demonstrated through transfer credit or as part of the fifteen Bentley credits.

*Certificate:* For students who have already completed a bachelor's degree. Completion of two courses in the area of the certificate, with a minimum grade of 2.0.

For an Application for Admission or more information, contact the

Office of Academic Services at 781.891.2803

# **Graduate Programs**

The McCallum Graduate School of Business prepares individuals to be business specialists through highly focused MBA and Master of Science (MS) programs that offer concentrations in key business disciplines. Securing competitive advantage in today's global and technology-driven marketplace requires a mix of skills unheard of even five years ago — for companies and for individuals. At Bentley, students gain the specialized expertise and broad perspectives on business that are critical to professional success. Innovative academic programs, a first-rate faculty, state-of-the-art facilities, and opportunities for hands-on experience combine to hone students' skills in a range of important areas. Well versed in decision-making, communication, leadership and teamwork, Bentley graduates are positioned to meet the escalating demands of today's business environment.

The McCallum Graduate School of Business offers graduate business programs that are flexible to fit your schedule, streamlined to build on your personal background and easily customized to meet the demands of your career. In other words, a graduate business degree just the way you want it. Our MBA and 7 Master of Science (MS) programs integrate business, technology, ethics and global understanding, focused through experiential learning, so you'll be fluent in the principles and practices that drive corporate decision-making today.

### **MBA Programs**

The McCallum Graduate School of Business offers 3 MBA program options:

The Emerging Leader MBA is designed for pre-experienced students; the Evening MBA is for working professionals with at least 3 years of work experience; and the Bentley MBA is a new 11 month intensive program for experienced professionals with 5 or more years of work experience. For more information on the specifics of these individual programs visit the Bentley website at www.bentley.edu/graduate

### Master of Science Programs

Compared with MBA programs, these specialized master's degrees provide greater depth in the area of study and include less general business breadth in the curriculum. They allow students to focus and develop a comprehensive understanding of the theory and tools critical to a specific discipline, enabling graduates to make valuable corporate and professional contributions in their chosen fields.

- Master of Science in Accountancy (MSA)
- Master of Science in Finance (MSF)
- Master of Science in Financial Planning (MSFP)
- Master of Science in Human Factors in Information Design (MSHFID)
- Master of Science Marketing Analytics (MSMA)
- Master of Science in Information Technology (MSIT)
- Master of Science in Taxation (MST)

For more information on any of the graduate programs at the McCallum Graduate School of Business at Bentley University, please contact 781.891.2108 or visit bentley.edu/graduate

# **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. NOTE: Not all courses are eligible for the pass/fail option. See the "Notes" in the schedule book for exclusions.

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.

# <u>The decision is irrevocable</u>. 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:**

| partimental internship coordinato | 13.             |          |       |
|-----------------------------------|-----------------|----------|-------|
| Accountancy                       | Karen Osterheld | AAC 282  | x2724 |
| CIS/IPM                           | Dennis Anderson | SMI 402  | x2238 |
| Economics                         | David Gully     | AAC 189  | x2355 |
| Finance                           | Candy Bianco    | AAC 270  | x2445 |
| IDCC                              | Terry Skelton   | LAC 265  | x3482 |
| Global Studies                    | Joel Deichmann  | MOR 208  | x2745 |
| History                           | Marc Stern      | AAC 127  | x2814 |
| Law                               | Bev Earle       | MOR 280  | x2915 |
| Management                        | Fred Tuffile    | AAC 286  | x2431 |
| Marketing                         | lan Cross       | MOR 230  | x3188 |
| Mathematical Sciences             | Lucy Kimball    | MOR 375  | x2467 |
| Media & Culture                   | Liz LeDoux      | LIN 34   | x2961 |
| Modern Languages                  | Jane Tchaicha   | MOR 385  | x3158 |
| Natural & Applied Sciences        | Rich Oches      | JEN 100C | x2937 |
| Psychology                        | Greg Hall       | MOR 145  | x2147 |
| Public Policy                     | Jeff Gulati     | MOR 182  | X3177 |
| Sociology                         | Gary David      | MOR 179  | x2698 |
|                                   |                 |          |       |

# **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 personal, 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**

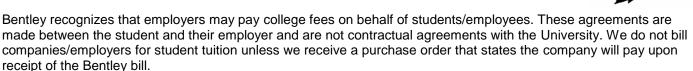
Bentley does not discriminate in admission or access to, or treatment or employment in, any of its educational programs or activities including scholarships, loans, and athletics, on the basis of race, color, sex, marital or parental status, age, national or ethnic origin, religion, handicap or disability. 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.



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 <u>my.bentley.edu</u> 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

**<u>Password</u>**: 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: <u>Prerequisite violations</u> 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 <u>drop</u> a registered course, use the drop-down list under the **Action** heading and click the **Submit Changes** button.

To <u>search</u> 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.

# Curriculum and Policy Changes: for Continuing Students only

### **General Business Core**

All "old core" courses have now been dropped from the curriculum. If you began your program prior to Fall 2009 and have not yet completed the business core, following are the course equivalencies. If you have any questions or concerns, be sure to contact an academic advisor in the Office of Academic Services.

If you have the following course remaining, Enroll in:

| 0<br>0 | GB 103<br>GB 201 | GB 110 Legal and Ethical Environment of Business<br>GB 112 Tools & Concepts in Accounting and Finance |
|--------|------------------|---|
| 0      | GB 202           | GB 212 Practice and Applications in Accounting and Finance  |
| 0      | GB 210           | GB 213 Statistical Analysis of Business Data  |
| 0      | GB 102           | GB 215 Human Behavior & Organizations   |
| 0      | GB 203           | GB 310 Business Processes& Systems  |
| 0      | GB301            | GB 214 Marketing-Operations Fundamentals and  |
|        |                  | GB 320 Integrated Field Project and FI100 module or FI305   |
| 0      | GB401            | GB 410 Global Strategies  |

If you have questions about how any of the above curriculum changes will affect your program progression, please contact an academic advisor in the Office of Academic Services, Lindsay 21. 781.891.2803.



THIS SUMMER, BENTLEY WILL BE OFFERING SOME OF OUR UNDERGRADUATE COURSES ON-LINE, UTILIZING TWO FORMATS:

1. <u>Hybrid courses</u> in which students will have the option of attending in the classroom <u>or</u> from a remote location during the regularly scheduled class times

**HYBRID** designated classes 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.

2. <u>SYNCHRONOUS "REMOTE" COURSES</u> IN WHICH ALL STUDENTS WILL ATTEND ON-LINE FROM A REMOTE LOCATION DURING THE REGULARLY ASSIGNED CLASS TIMES

**SYNCHRONOUS REMOTE** designated classes will only meet ONLINE and not have a physical classroom component.

Online participants for both formats will use Web conferencing software (Saba Centra Virtual Classroom) that transmits video, two-way audio and real-time visuals. After registration you will receive information to attend a **mandatory** ONLINE training session prior to the start of the term.

NOTE: For both options, students must attend at the same time that the course is being conducted.

### WHAT YOU WILL NEED:

Students are required to have an internet-enabled computer with headset (preferred) or microphone/earphones, and a web camera while online. Technical requirements and other information can be found at <u>http://online.bentley.edu</u> If you have questions please e-mail: <u>hybrid@bentley.edu</u>.



## <u>Summer I</u>:

| CIN 370    | Hollywood Rebels: A History of American Independent Films - Hybrid |
|------------|--|
| FI 305     | Principles of Accounting and Finance - Remote                      |
| GB 410 R01 | Strategic Management - Synchronous Remote                          |
| GLS 100    | U.S. Government and Politics - Hybrid                              |
| IDCC 250   | Public Relations Theory and Practice - Synchronous Remote          |
| LA 315     | Alternative Dispute Resolution in Business – Synchronous Remote    |
| LA 316     | Sports and Entertainment Law - Synchronous Remote                  |
| MG 335     | Entrepreneurial Thinking – Hybrid                                  |
| MK 400     | Marketing Management – Hybrid                                      |
| NASE 313   | Human Nutrition: Science to Life - Hybrid                          |
| SO 132     | Issues and Investigations in Sociology - Synchronous Remote        |

### <u>Summer II</u>:

| AC 470  | Financial Statement Auditing - Hybrid          |
|---------|--|
| CIN 375 | Women and Film – Hybrid                        |
| FI 380  | Advanced Managerial Finance - Hybrid           |
| HI 308  | Drug Trades in World History - Hybrid          |
| GB 215  | Human Behavior and Organizations- Hybrid       |
| MC 300  | Antiheroes of American Television – Hybrid     |
| MG 250  | Human Resource Management - Synchronous Remote |
| MK 361  | eMarketing – Hybrid                            |
| SO 242  | Social Problems – Hybrid                       |

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

# New or Seldom Offered Evening Courses!

AN OPPORTUNITY TO TAKE A NEW OR SELDOM-OFFERED COURSE DURING THE SUMMER SESSIONS! **ENGLISH AND MEDIA STUDIES:** CIN 370 **Hollywood Rebels** LIT 394 **Major Black Writers** MC 300 **Antiheroes in American Television COMPUTER INFORMATION SYSTEMS:** CS 150 INTRODUCTION TO DATA AND INFORMATION MANAGEMENT FINANCE: FI 392 **International Project Finance** INFORMATION DESIGN AND CORPORATE COMMUNICATIONS: IDCC 399 **Innovative Consumer PR** IDCC 390 The Business of Social Media Communication MANAGEMENT: MG 340 **Creativity Tools for Business Problem Solving** MARKETING: MK 401 **Corporate Immersion** MK 403 **Brand Management and Communication** MODERN LANGUAGES: MLCH 398 **Advanced Chinese for Social Entrepreneurs** MLSP 102 **Elementary Spanish 2 NATURAL AND APPLIED SCIENCE:** PS 230 **Sports Psychology** SOCIOLOGY: SO 398 SOCIOLOGY OF SPORTS

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

# NASE 334 – Coastal Geology of Cape Cod – 2013

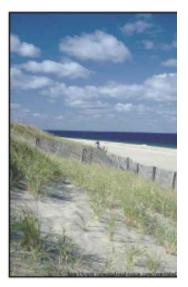
### \*\*\* SPECIAL REGISTRATION INSTRUCTIONS & LOGISTICS \*\*\*

Course enrollment is LIMITED TO 16 STUDENTS.

Registration Procedure: Registration for this and other summer courses begins on Monday, April 8<sup>th</sup> for full-time undergraduates (April 1<sup>st</sup> for part-time/evening students). Enrollment is limited and early registration is encouraged! Because this is an off-campus course involving travel and fieldwork, you must discuss your interests and background with Prof. Oches (<u>roches@bentley.edu</u>) and complete an application. Preference is given to EEGS LSM or Sustainability Science students, although anyone may complete an application and be admitted.

**Logistics**: Except for the mandatory pre-session on April 19<sup>th</sup>, the entire course is conducted on Cape Cod. All students must stay with the group in the course hotel on Cape Cod. No exceptions are permitted. Field activities require willingness to spend full days outdoors in conditions ranging from warm and sunny to cold and rainy.

The field course setting results in some unusual situations, requirements, and expenses (please see below). Students will receive additional information at the pre-session, which will include a full explanation of course logistics and expectations.



### Total costs are as follows:

- Participants must have their student accounts cleared prior to registration.
- Tuition is \$1968 (as for all summer courses), and is due prior to May 10<sup>th</sup>.
- Field Fee of \$300 includes four night's motel stay, course book, field notebook, field supplies, various entry/parking fees, special activities, and two group dinners. The non-refundable field fee must be paid prior to the April 19<sup>th</sup> pre-session.
- Transportation and all other meals are the participant's responsibility.

**Transportation:** Students will provide their own transportation to Cape Cod. Car pool groups will be worked out during the pre-session meeting for anyone who is interested. We will meet on Sunday, May 12<sup>th</sup> at 9:00 a.m. at the Sagamore Park & Ride Information Center to begin the field course. It is expected that students who share transportation will also share vehicle costs (gas, etc.)

**Lodging:** Because of the field setting, this course requires participants to be housed at course headquarters in Wellfleet, MA. Bentley University will arrange reservations for the group (double or triple occupancy). Roommate assignments will be determined during the pre-session. Any special preference for roommates, or other accommodations needs, should be discussed with Professor Oches before the pre-session.

### **Clothing and Equipment:**

Required: Laptop, pencils, pens, ruler, calculator, writing paper, and a field notebook.

Clothing: Field clothes! Warm clothes in layers – it can get cold at times! Rain gear!!! **We go out for the day, rain or shine**! Comfortable walking shoes and/or boots (preferably waterproof) and/or extra sneakers... we do a **LOT** of walking. **Your shoes WILL GET WET** – bring a second pair. The motel has coin-op laundry facilities. Recommended: small lunch cooler, water bottle, camera, sunglasses, binoculars, daypack, basic first aid/medical necessities, sunblock, swimsuit (motel has an indoor pool), etc.

**Meals:** Bring your lunch for the first day. Dinners will be on your own, or occasionally as a group, in local restaurants. Lunch each day will be in the field. We will arrange a grocery stop in the evening for food for the next day's breakfast and lunch. Eat breakfast before leaving each morning and be awake, alert, and ready for fieldwork at 8:30 a.m.!

# Summer Intensives 2013 May 13 to 17 -- 9:00 AM to 5:00 PM

Mandatory Pre-session: Friday, April 19, 2013 6:00pm – 8:00 pm. <u>Registration ends on April 18.</u>

| CRN   | Course       | Title                          | Instructor | Prerequisites   |
|-------|--------------|--------------------------------|------------|---|
| 50013 | COM 311 S11  | Money, Power, Communication    | Nichols    | PREQ: Expository Writing I Mandatory  |
|       |              |                                |            | Pre-Session April 19, 6-8 pm  |
| 50019 | FI 320 S11   | Financial Markets and Invest   | Raman      | PREQ: (FI 305 or (FI 310 & AC 260))<br>or (FI 310 & AC 312) & (CC5 or WP).                  |
|       |              |                                |            | Mandatory Pre-Session April 19, 6-8   |
|       |              |                                |            | pm  |
| 50021 | FI 340 S11   | Intro to Prof Financial Plan   | Milton     | PRE or CO-REQ: FI 380 or FI 320 &<br>(CC5 or WP). Mandatory Pre-Session<br>April 19, 6-8 pm |
| 50024 | FI 392 S11   | International Project Finance  | Uhlmann    | (Formerly FI 402) PREQ: FI 320 &  |
|       |              |                                |            | (CC5 or WP). Mandatory Pre-Session<br>April 19, 6-8 pm                                      |
| 50035 | GLS 102 S11  | Comp Govt & Politics           | Kotchikian | Mandatory Pre-Session April 19, 6-8<br>pm   |
| 50037 | HI 381 E11   | The Civil War                  | Veeser     | Mandatory Pre-Session April 19, 6-8<br>pm   |
| 50039 | IDCC 399 S11 | Innovative Consumer PR         | Cross      | PREQ: Expository Writing I.   |
|       |              |                                |            | Mandatory Pre-Session April 19, 6-8   |
| 50040 | LA 106 S11   | Outsiders and the Law          | Kulow      | pm<br>PREQ: GB 103 or GB 110. Mandatory   |
|       |              |                                |            | Pre-Session April 19, 6-8 pm  |
| 50043 | LIT 394 S11  | Major Black Writers            | Stuckey    | Mandatory Pre-Session April 19, 6-8<br>pm   |
| 50046 | MG 334 S11   | International Mgmt Behavior    | Asgary     | PREQ: (GB 102 or GB 215).   |
|       |              |                                |            | Mandatory Pre-Session April 19, 6-8<br>pm   |
| 50048 | MG 340 S11   | Creativity Tools Bus Prob Solv | Salsbury   | Mandatory Pre-Session April 19, 6-8   |
| 50051 | MK 244 C11   | Data Wax                       | Marana     | pm  |
| 50051 | MK 344 S11   | Retailing                      | Moore      | PREQ: (MK 160 or GB 301 or GB 214).<br>Mandatory Pre-Session April 19, 6-8<br>pm            |
| 50055 | NASE 309 S11 | The Science & Bus of Biotech   | Arenella   | PREQ: Any NASC course and (GB 112   |
|       |              |                                |            | or GB 101). Mandatory Pre-Session<br>April 19, 6-8 pm. This class MAY NOT                   |
|       |              |                                |            | be taken Pass/Fail.   |
| 50057 | NASE 328 S11 | Water Quality                  | Wohlers    | Mandatory Pre-Session April 19, 6-8<br>pm   |
| 50060 | PS 311 S11   | Social Psychology              | Hall       | Mandatory Pre-Session April 19, 6-8   |
| 50121 | SO 285 S11   | Sociology of Sports            | David      | pm<br>Mandatory Pre-session April 19, 6-8   |
| 50121 | 50 205 511   | SUCIOLOGY OF SPORTS            | Daviu      | pm  |
|       |              |                                | Course     |   |

**Field Course** 

May 12 – May 16, Sunday - Thursday

| 50058 | NASE 334 F11 | Coastal Geology of Cape Cod | Oches | PREQ: Any NASC, registration              |
|-------|--------------|-----------------------------|-------|---|
|       |              |                             |       | not available on the web.                 |
|       |              |                             |       | Consent of Instructor Required.           |
|       |              |                             |       | Contact Professor Oches.                  |
|       |              |                             |       | Mandatory Pre-session, April 19,          |
|       |              |                             |       | 6-8 pm. Class meets Sunday,               |
|       |              |                             |       | May 12 – Thursday, May 16 <sup>th</sup> . |
|       |              |                             |       | Additional fees required.                 |

# SUMMER INTENSIVE 2013 COURSE DESCRIPTIONS

# COM 311 Money, Power, Communication

Prerequisite: EXP 101

Musicians have sung about it; filmmakers 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 how we relate our perceptions of those things to other categories such as gender, race, and sexuality.

### FI 320 Financial Markets and Investments

*Prerequisite(s):* Junior-level standing and FI 305 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 340 Introduction to Professional Financial Planning

Prerequisite(s): FI 305 and junior level standing Provides an overview of the personal financial planning process, including the establishment of goals and objectives, forecasting of lifetime income and expenditures, evaluation of alternative investments, money management, taxation, and retirement and estate planning. Covers the concepts, theories and analytical methods used in professional financial planning. Investments considered include home ownership, securities, money market funds, investment partnerships, insurance, business ownership, real estate, and retirement programs. Analyzes the effects of inflation, changing interest rates and taxation on these investments. Designed to give an in-depth exposure to financial planning issues to students with a professional interest in the field.

### FI 392 International Project Finance

*Prerequisite(s):* FI 320 and junior level standing 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 government.

# GLS 102 Comparative Government and Politics Note: Formerly GO 120

This course offers an introduction to comparative politics. It provides students with the basic knowledge and conceptual tools for analyzing the varieties of national states, regimes (democratic, nondemocratic and hybrid), political institutions and processes. It is designed to help students learn about the historical, economic and cultural contexts of political change (such as democratization, revolution or reform), and understand how and why political systems function differently and the consequences of the differences.

### HI 381 The Civil War *Note:* formerly Hi 355

The Civil War was arguably the most cataclysmic event in American history. This course explores reasons for the war, the war itself, and consequences of the war.

### IDCC 399 Innovative Consumer PR

Prerequisite(s): EXP 101

Building a product's public identity using innovation in digital media is essential for businesses socially and economically, globally and locally. It's how businesses learn to engage with new consumers they must attract: whether to promote an overall corporate identity, or sell a product or service. Corporations are embracing Cloud Computing, Mobile and Social Media to interact with creative consumers and the networks they are creating politically, economically, technologically and socially. This means that PR practitioners must understand the activities and preferences of tech-influenced new consumers.

### LA 106 Outsiders and the Law

Prerequisite(s): GB103 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.

#### LIT 394 Major Black Writers

This course is designed to offer an in-depth look at three of the defining figures in contemporary African American literature: August Wilson, Tony Morrison, and Maya Angelou. Students will examine these writers in a wide variety of contexts such as interviews, documentaries, and spoken-word performances. Readings will span multiple genres: drama, poetry, novels, and essays.

### MG 334 International Management Behavior

*Prerequisite(s):* GB 102 or GB 215

This course deals with understanding differences in behavior which stem from diverse national cultures and developing tools for effectively managing those differences. Many management concepts, techniques, and systems taught in North American business schools are based on North American cultural beliefs and values. These concepts, techniques and systems may not work as intended in other cultures, and, if used improperly, can compound manager's problems. It contributes to the development of knowledge and skills needed to manage effectively in other cultural environments and/or to work effectively with people from other cultures and develops awareness of the pervasive and hidden influence of culture on behavior, particularly with respect to management and management practices; familiarity with the types of situations and issues which managers often confront when working internationally; and appreciation of the impact on personal behavior of living and working in another culture.

#### MG 340 Creativity Tools for Business Problem Solving

People often use the terms "creativity" and "innovation" interchangeably. For our purposes, we will make a distinction between the two. "Creativity" is the ability of people to generate new ideas and designs related to products, services, and problems which were previously unknown to the creator. "Innovation," on the other hand, is the process of selecting from among such new ideas and actually making them a reality. So, "creativity" involves the generation of new ideas, while "innovation" involves the selection, refinement, and application of such new ideas.

### MK 344 Retailing

#### Prerequisite(s): GB 301 or GB 214

This course aims to expose and teach students state-ofthe-art retail practices and to prepare students to make decisions in an industry that is complex and constantly changing. It is expected that through this process, students will feel the excitement, see the changes, and become aware of the opportunities that exist in today's retail environment. Upon completion of the course, it is expected that students will be able to view and understand the business objectives of various retailers. In addition, student will be able to view retail offerings with a trained critical eye and have ability to discern retailers' strengths, weaknesses, opportunities, and threats. This is a full semester course in retailing. The emphasis will primarily be placed on retailing in the United States. Some time and readings will be devoted to multicultural retailing. This will include specific segments of the discussion which pay particular attention to Hispanic, African, and Asian American shoppers, respectively. While only a cursory introduction to this topic, some light will be shed on the importance of these particular segments to retailing in general. In addition, the influence and subsequent marketing offerings targeted to these consumers will also be discussed.

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 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, seacliffs, 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 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.

#### SO 285 Sociology of Sports

Sports play a major role in society. They are a major industry, a major recreational outlet, and one of the main mechanisms Americans and others around the globe use for keeping fit and socializing with friends. This course examines the role sports play in a range of social settings, including professional sports, sports in educational institutions, and sports for personal recreation and leisure activities. The course will cover such topics as inequality, the social construction of race, gender, and class through sports, socialization into the culture of sports, sports and identity, deviance and sports (including drug use and violence), the globalization of sports, and sports and the media.

### **Summer 2013 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, 230, 234, 240, 280, 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

**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             |          |
| <b>CS</b> 340, 1 | 350, 359, 30 | 50, 401  | , 402, 421, 44 | 40, 450, |
| 460 & 47         | 6            |          |                |          |
| EC 211,          | 224, 225, 2  | 31, 232  | 2, 233, 245, 2 | 70, 271, |
| 272, 299         | (Spring 20)  | 11), 311 | 1, 314, 315, 3 | 33, 346, |
| 361, 371,        | , 381 & 391  |          |                |          |
| HONR 4           | 40           |          |                |          |
| <b>ID</b> 306, 3 | 350          |          |                |          |
| LA (200          | or higher)   |          |                |          |
| <b>SO</b> 263;   | -            |          |                |          |
| Note: AC         | majors ma    | y only t | take 3 credits | of AC    |
| in               | addition to  | their m  | najor 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 <u>MG</u> 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.

### Undergraduate Summer Programs Summer Session I 2013

| Semester Course Dates: | M/W Classes  | May 20 - June 26 | All courses are 3 credits unless otherwise indicated.<br>Memorial day make-up scheduled for May 31st. |
|------------------------|--------------|------------------|---|
|                        | T/TH Classes | May 21 - June 27 |   |
|                        | A One Week   | May 13 - 17      | ***Mandatory Pre-session, April 19, 6-8 PM  |

### Accountancy

| CRN   | Course     | CoR | Pt | Cr | Title                          | Days | Begin & End Time | Instructor | Prerequisites   | Focus |
|-------|------------|-----|----|----|--------------------------------|------|------------------|------------|---|-------|
| 50006 | AC 310 E11 |     |    |    | Cost Management                | MW   | 06:00pm 09:00pm  | Haselkorn  | PREQ: GB 202 or GB 212                                  |       |
| 50007 | AC 311 E11 |     |    |    | Financial Acc and Reporting I  | TR   | 06:00pm 09:00pm  | Speros     | PREQ: GB 202 or GB 212.                                 |       |
| 50008 | AC 312 E11 |     |    |    | Financial Acc and Reporting II | TR   | 06:00pm 09:00pm  | McConville | PREQ: (AC 211 or AC 311).                               |       |
| 50009 | AC 340 E11 |     |    |    | Accounting Information Systems | MW   | 06:00pm 09:00pm  | Gupta      | PREQ: (AC 311 (CPR) or AC 211) & (Pre or Co-req GB 310) | С     |
| 50010 | AC 350 E11 |     |    |    | Federal Taxation               | MW   | 06:00pm 09:00pm  | Freed      | PREQ: GB 202 or GB 212.                                 |       |
| 50011 | 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 |
|-------|------------|-----|----|----|------------------------|------|------------------|------------|---------------|-------|
| 50014 | CS 150 E11 |     |    |    | Intro Data & Info Mgmt | TR   | 06:00pm 09:00pm  | Ahmed      | PREQ: IT 101  |       |

### **Economics**

| CRN   | Course     | CoR | Pt | Cr | Title                        | Days | Begin & End Time | Instructor | Prerequisites                    | Focus |
|-------|------------|-----|----|----|------------------------------|------|------------------|------------|----------------------------------|-------|
| 50015 | EC 111 E11 |     |    |    | Principles of Microeconomics | MW   | 06:00pm 09:00pm  | Snyder     | PREQ: 3 credits of MA 100 level. |       |
| 50016 | EC 224 E11 |     |    |    | Intermediate Price Theory    | TR   | 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 |
|-------|-------------|-----|----|----|------------------|------|------------------|------------|---|-------|
| 50012 | CIN 370 R11 |     |    |    | Hollywood Rebels | MW   | 06:00pm 09:00pm  | Stern      | Fulfills LIT requirement or A&S elec. REMOTE CLASS. |       |

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| 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<br>(CC5) = Junior standing, 51 credits complete<br>(CC7) = Senior standing, 84 credits complete<br>(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.   |   |

Mar 14, 2013 9:20 PM

## **Bentley University** Undergraduate Summer Programs Summer Session I 2013

| CRN   | Course      | CoR | Pt | Cr | Title                       | Days  | Begin & End Time | Instructor | Prerequisites  | Focus |
|-------|-------------|-----|----|----|-----------------------------|-------|------------------|------------|--|-------|
| 50013 | COM 311 S11 |     | A  |    | Money, Power, Communication | MTWRF | 09:00am 05:00pm  | Nichols    | PREQ: Expository Writing I Mandatory Pre-Session<br>April 19, 6-8 pm | C, D  |
| 50043 | LIT 394 S11 |     | Α  |    | Major Black Writers         | MTWRF | 09:00am 05:00pm  | Stuckey    | Mandatory Pre-Session April 19, 6-8 pm                               | D     |

## Finance

| CRN   | Course     | CoR | Pt | Cr | Title                         | Days  | Begin & End Time | Instructor | Prerequisites  | Focus |
|-------|------------|-----|----|----|-------------------------------|-------|------------------|------------|--|-------|
| 50017 | FI 305 R11 |     |    |    | Prin of Accounting & Finance  | TR    | 06:00pm 09:00pm  | Milton     | PREQ: (GB 202 or GB 212) & GB 213 CPR & EC 112 CPR). REMOTE CLASS.   |       |
| 50018 | FI 320 E11 |     |    |    | Financial Markets and Invest  | TR    | 06:00pm 09:00pm  | Uhlmann    | PREQ: (FI 305 or (FI 310 & AC 260)) or (FI 310 & AC 312) & (CC5 or WP).  |       |
| 50019 | FI 320 S11 |     | A  |    | Financial Markets and Invest  | MTWRF | 09:00am 05:00pm  | Raman      | PREQ: (FI 305 or (FI 310 & AC 260)) or (FI 310 & AC 312) & (CC5 or WP). Mandatory Pre-<br>Session April 19, 6-8 pm |       |
| 50021 | FI 340 S11 |     | A  |    | Intro to Prof Financial Plan  | MTWRF | 09:00am 05:00pm  | Milton     | PRE or CO-REQ: FI 380 or FI 320 & (CC5 or<br>WP). Mandatory Pre-Session April 19, 6-8 pm                           |       |
| 50022 | FI 351 E11 |     |    |    | International Finance         | MW    | 06:00pm 09:00pm  | Zampieron  | PREQ: FI 320 or FI 380 & (CC7 or WP).  | С     |
| 50023 | FI 380 E11 |     |    |    | Advanced Managerial Finance   | MW    | 06:00pm 09:00pm  | Leabman    | PREQ: FI 305 or (FI 310 & AC 260) or (FI 310 & AC 312) & (CC5 or WP).  |       |
| 50024 | FI 392 S11 |     | A  |    | International Project Finance | MTWRF | 09:00am 05:00pm  | Uhlmann    | (Formerly FI 402) PREQ: FI 320 & (CC5 or WP).<br>Mandatory Pre-Session April 19, 6-8 pm                            | I     |
|       |            |     |    |    |                               |       |                  |            |  |       |

## **General Business**

| CRN   | Course     | CoR | Pt | Cr | Title                          | Days | Begin & End Time | Instructor | Prerequisites  | Focus |
|-------|------------|-----|----|----|--------------------------------|------|------------------|------------|--|-------|
| 50025 | GB 112 E11 |     |    |    | Tools & Concepts in AC & FI    | MW   | 06:00pm 09:00pm  | Kelly      | Not open to students that are required to take GB 201.   |       |
| 50026 | GB 212 E11 |     |    |    | Practice & Applic in AC & FI   | TR   | 06:00pm 09:00pm  | Malgwi     | PREQ: GB 112   |       |
| 50027 | GB 213 E11 |     |    |    | Business Statistics            | MW   | 06:00pm 09:00pm  | Scholten   | PREQ: (MA 126, MA 139 or MA 141) & IT 101 &<br>GB 112. For students on the old business core<br>this course will replace GB 210. |       |
| 50028 | GB 214 E11 |     |    |    | Marketing-Operations Fundament | TR   | 06:00pm 09:00pm  | Bravo      | PREQ:(CC3 or WP). Marketing instr is Moore.  |       |

| 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  | FOR UP-TO-DATE COURSE AVAILABILITY, GO TO http://www.bentley.edu/registrar/ |
| (CC7) = Senior standing, 84 credits complete  | FOR OF-TO-DATE COOKSE AVAILABILITT, GO TO http://www.bendey.edu/registral/  |
| (CPR) Concurrent prerequisite.  |   |
| IP Instructor permission is required, course not available through BannerWEB.   |   |

### Undergraduate Summer Programs Summer Session I 2013

| CRN   | Course     | CoR | Pt | Cr | Title                        | Days | Begin & End Time | Instructor | Prerequisites  | Focus |
|-------|------------|-----|----|----|------------------------------|------|------------------|------------|--|-------|
| 50029 | GB 310 E11 |     |    |    | Business Processes & Systems | TR   | 06:00pm 09:00pm  | Anderson   | PREQ: GB 212, GB 213 & GB 214  |       |
| 50030 | GB 320 E11 |     |    |    | Integrated Business Project  | TR   | 06:00pm 09:00pm  | Chin       | PREQ: GB 212 & GB 213 & GB 214 & GB 215 & (CC5 or WP). Taught with Yeoh & Shepherd   |       |
| 50031 | GB 320 E12 |     |    |    | Integrated Business Project  | TR   | 06:00pm 09:00pm  | Yeoh       | PREQ: GB 212 & GB 213 & GB 214 & GB 215 &<br>(CC5 or WP). Taught with Chin & Shepherd  |       |
| 50032 | GB 320 E13 |     |    |    | Integrated Business Project  | TR   | 06:00pm 09:00pm  | Shepherd   | PREQ: GB 212 & GB 213 & GB 214 & GB 215 &<br>(CC5 or WP). Taught with Chin & Yeoh  |       |
| 50033 | GB 410 R11 |     |    |    | Global Strategy              | MW   | 06:00pm 09:00pm  | Chin       | PREQ: (All 100 and 200 level GB courses & GB<br>310) and GB 320 CPR & (CC7 or WP). Students<br>that are required to take GB 401 should take this<br>class in it's place. REMOTE CLASS. |       |

## **Global Studies**

| CRN   | Course      | CoR | Pt | Cr | Title                | Days  | Begin & End Time | Instructor | Prerequisites                          | Focus |
|-------|-------------|-----|----|----|----------------------|-------|------------------|------------|--|-------|
| 50034 | GLS 100 L11 |     |    |    | US Govt & Politics   | TR    | 06:00pm 09:00pm  | Gulati     | HYBRID CLASS.                          |       |
| 50035 | GLS 102 S11 |     | Α  |    | Comp Govt & Politics | MTWRF | 09:00am 05:00pm  | Kotchikian | Mandatory Pre-Session April 19, 6-8 pm | I     |

### History

| CRN   | Course     | CoR | Pt | Cr | Title                          | Days  | Begin & End Time | Instructor | Prerequisites                          | Focus |
|-------|------------|-----|----|----|--------------------------------|-------|------------------|------------|--|-------|
| 50036 | HI 343 E11 |     |    |    | Modern US History 1920-Present | TR    | 06:00pm 09:00pm  | Putney     |  | D     |
| 50037 | HI 381 E11 |     | Α  |    | The Civil War                  | MTWRF | 09:00am 05:00pm  | Veeser     | Mandatory Pre-Session April 19, 6-8 pm | D     |

# Info Design and Corporate Comm

| CRN   | Course       | CoR | Pt | Cr | Title                         | Days  | Begin & End Time | Instructor | Prerequisites  | Focus |
|-------|--------------|-----|----|----|-------------------------------|-------|------------------|------------|--|-------|
| 50038 | IDCC 250 R11 |     |    |    | Pub Relations Theory&Practice | MW    | 06:00pm 09:00pm  | Moore      | PREQ: Expository Writing I. REMOTE CLASS.                              | С     |
| 50039 | IDCC 399 S11 |     | Α  |    | Innovative Consumer PR        | MTWRF | 09:00am 05:00pm  | Cross      | PREQ: Expository Writing I. Mandatory Pre-<br>Session April 19, 6-8 pm | С     |

## Law, Tax & Financial Planning

| CoR Courses with a ** in the CoR field are Cluster courses (corequisites).  | D Diversity   |
|---|---|
| or - Contest with a - In the close the closes (conception).<br>Pt - All courses are Full senset ruless 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<br>(CC5) = Junior standing, 51 credits complete<br>(CC7) = Senior standing, 84 credits complete<br>(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.   |   |

### Undergraduate Summer Programs Summer Session I 2013

| CRN   | Course     | CoR | Pt | Cr | Title                         | Days  | Begin & End Time | Instructor | Prerequisites   | Focus |
|-------|------------|-----|----|----|-------------------------------|-------|------------------|------------|---|-------|
| 50040 | LA 106 S11 |     | A  |    | Outsiders and the Law         | MTWRF | 09:00am 05:00pm  | Kulow      | PREQ: GB 103 or GB 110. Mandatory Pre-Session<br>April 19, 6-8 pm | D     |
| 50041 | LA 315 R11 |     |    |    | Alt Dispute Resolution in Bus | TR    | 06:00pm 09:00pm  | Pasciuto   | PREQ: GB 103 or GB 110. REMOTE CLASS.                             |       |
| 50042 | LA 316 R11 |     |    |    | Sports & Entertainment Law    | MW    | 06:00pm 09:00pm  | Weisman    | PREQ: GB 103 or GB 110. REMOTE CLASS.                             |       |

## Management

| CRN   | Course     | CoR | Pt | Cr | Title                          | Days  | Begin & End Time | Instructor | Prerequisites   | Focus |
|-------|------------|-----|----|----|--------------------------------|-------|------------------|------------|---|-------|
| 50045 | MG 225 E11 |     |    |    | Career Management              | MW    | 06:00pm 09:00pm  | Lombardi   | PREQ: (GB 102 or GB 215).   |       |
| 50046 | MG 334 S11 |     | A  |    | International Mgmt Behavior    | MTWRF | 09:00am 05:00pm  | Asgary     | PREQ: (GB 102 or GB 215). Mandatory Pre-<br>Session April 19, 6-8 pm        | I     |
| 50047 | MG 335 L11 |     |    |    | Entrepreneurial Thinking       | TR    | 06:00pm 09:00pm  | Blakelock  | PREQ: (GB 102 or GB 215). HYBRID CLASS.                                     |       |
| 50048 | MG 340 S11 |     | Α  |    | Creativity Tools Bus Prob Solv | MTWRF | 09:00am 05:00pm  | Salsbury   | Mandatory Pre-Session April 19, 6-8 pm                                      |       |
| 50049 | MG 360 E11 |     |    |    | Negotiating                    | TR    | 06:00pm 09:00pm  | O'Halloran | PREQ: (GB 102 or GB 215). Pass/Fail option not<br>available on this course. | С     |

## Marketing

| CRN   | Course     | CoR | Pt | Cr | Title                      | Days  | Begin & End Time | Instructor   | Prerequisites   | Focus |
|-------|------------|-----|----|----|----------------------------|-------|------------------|--------------|---|-------|
| 50050 | MK 330 E11 |     |    |    | New Product Develop & Mktg | MW    | 06:00pm 09:00pm  | Pouliopoulos | PREQ: (MK 160 or GB 301 or GB 214).   |       |
| 50051 | MK 344 S11 |     | A  |    | Retailing                  | MTWRF | 09:00am 05:00pm  | Moore        | PREQ: (MK 160 or GB 301 or GB 214). Mandatory<br>Pre-Session April 19, 6-8 pm                     |       |
| 50052 | MK 400 L11 |     |    |    | Marketing Management       | TR    | 06:00pm 09:00pm  | Pellant      | PREQ: (MK 160 or GB 301 or GB 214) & 2 other<br>Marketing courses & (CC7 or WP). HYBRID<br>CLASS. | С     |
| 50053 | MK 401 E11 |     |    |    | Corporate Immersion        |       |                  | Lowe         | Registration on the web is not available. Consent of the instructor is required.                  |       |

## Mathematical 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   |   |
| (CCS) = Junior standing, 51 credits complete  | FOR UP-TO-DATE COURSE AVAILABILITY, GO TO http://www.bentley.edu/registrar/ |
| (CC7) = Senior standing, 84 credits complete  | Tok of To-bate cookse availabletti, oo to http://www.bendey.cod/registar/   |
| (CPR) Concurrent prerequisite.  |   |
| IP Instructor permission is required, course not available through BannerWEB.   |   |

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### Undergraduate Summer Programs Summer Session I 2013

| CRN   | Course     | CoR | Pt | Cr | Title                      | Days | Begin & End Time | Instructor | Prerequisites | Focus |
|-------|------------|-----|----|----|----------------------------|------|------------------|------------|---------------|-------|
| 50044 | MA 123 E11 |     |    |    | Applied Calculus for Bus I | MW   | 06:00pm 09:00pm  | Harnden    |               |       |

## Modern Languages

| CRN   | Course       | CoR | Pt | Cr | Title                 | Days | Begin & End Time | Instructor     | Prerequisites  | Focus |
|-------|--------------|-----|----|----|-----------------------|------|------------------|----------------|--|-------|
| 50054 | MLSP 102 E11 |     |    |    | Elementary Spanish II | TR   | 06:00pm 09:00pm  | Melendez-Lopez | (Formerly ML 122) PREQ: 1-2 years of high<br>school Spanish or one semester of elementary<br>spanish at the college level. | I     |

## Natural & Applied Sciences

| CRN   | Course       | CoR | Pt | Cr | Title                        | Days  | Begin & End Time | Instructor | Prerequisites  | Focus |
|-------|--------------|-----|----|----|------------------------------|-------|------------------|------------|--|-------|
| 50055 | NASE 309 S11 |     | Α  |    | The Science & Bus of Biotech | MTWRF | 09:00am 05:00pm  | Arenella   | PREQ: Any NASC course and (GB 112 or GB 101).<br>Mandatory Pre-Session April 19, 6-8 pm. This<br>class MAY NOT be taken Pass/Fail.   | С     |
| 50056 | NASE 313 L11 |     |    |    | Human Nutrition:Sci to Life  | TR    | 06:00pm 09:00pm  | Simons     | PREQ: NASC 110, 111, 112, 121. HYBRID CLASS.   |       |
| 50057 | NASE 328 S11 |     | Α  |    | Water Quality                | MTWRF | 09:00am 05:00pm  | Wohlers    | Mandatory Pre-Session April 19, 6-8 pm   |       |
| 50058 | NASE 334 F11 |     | Α  |    | Coastal Geology of Cape Cod  | UMTWR | 09:00am 05:00pm  | Oches      | PREQ: Any NASC, registration not available on the<br>web. Consent of Instructor Required. Contact<br>Professor Oches. Mandatory Pre-session, April 19,<br>6-8 pm. Class meets Sunday - Thursday. |       |
| 50059 | NASE 341 E11 |     |    |    | Sports Physics               | MW    | 06:00pm 09:00pm  | Nichols    |  |       |
| 50060 | PS 311 S11   |     | Α  |    | Social Psychology            | MTWRF | 09:00am 05:00pm  | Hall       | Mandatory Pre-Session April 19, 6-8 pm   | D     |

### Sociology

| CRN   | Course     | CoR | Pt | Cr | Title                          | Days  | Begin & End Time | Instructor | Prerequisites                           | Focus |
|-------|------------|-----|----|----|--------------------------------|-------|------------------|------------|---|-------|
| 50061 | SO 132 R11 |     |    |    | Issues & Investigations in Soc | MW    | 06:00pm 09:00pm  | Stenerson  | REMOTE CLASS.                           | D     |
| 50062 | SO 225 E11 |     |    |    | Drugs and Society              | TR    | 06:00pm 09:00pm  | Rawls      |   |       |
| 50121 | SO 285 S11 |     | Α  |    | Sociology of Sports            | MTWRF | 09:00am 05:00pm  | David      | Mandatory Pre-session April 19, 6-8 pm. |       |

| 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  | FOR UP-TO-DATE COURSE AVAILABILITY, GO TO http://www.bentley.edu/registrar/ |
| (CC7) = Senior standing, 84 credits complete  | Tok of To-bate cookse Avaibaber 1, oo To hap.//www.benaey.cou/registrary    |
| (CPR) Concurrent prerequisite.  |   |
| IP Instructor permission is required, course not available through BannerWEB.   |   |

## Bentley University Undergraduate Summer Programs Summer Session II2013

| Semester Course Dates: | M/W Classes  | July 1 - August 7 | All courses are 3 credits unless otherwise indicated.<br>July 4th make-up scheduled for July 12. |
|------------------------|--------------|-------------------|--|
|                        | T/TH Classes | July 2 - August 8 |  |

## Accountancy

| CRN   | Course     | CoR | Pt | Cr | Title                          | Days | Begin & End Time | Instructor | Prerequisites                                    | Focus |
|-------|------------|-----|----|----|--------------------------------|------|------------------|------------|--|-------|
| 70001 | AC 312 E21 |     |    |    | Financial Acc and Reporting II | MW   | 06:00pm 09:00pm  | MacIver    | PREQ: (AC 211 or AC 311).                        |       |
| 70002 | AC 332 E21 |     |    |    | Fraud Examination              | TR   | 06:00pm 09:00pm  | McConville | PREQ: GB 202 or GB 212                           |       |
| 70003 | AC 470 L21 |     |    |    | Financial Statement Auditing   | MW   | 06:00pm 09:00pm  | TBA        | PREQ: (AC 311 or AC 211) & AC 340. HYBRID CLASS. |       |

## **Economics**

| CRN   | Course     | CoR | Pt | Cr | Title                        | Days | Begin & End Time | Instructor | Prerequisites          | Focus |
|-------|------------|-----|----|----|------------------------------|------|------------------|------------|------------------------|-------|
| 70005 | EC 112 E21 |     |    |    | Principles of Macroeconomics | MW   | 06:00pm 09:00pm  | Shepherd   | PREQ: EC 111.          |       |
| 70006 | EC 225 E21 |     |    |    | 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 |
|-------|-------------|-----|----|----|---------------------------|------|------------------|------------|---|-------|
| 70004 | CIN 375 L21 |     |    |    | Women and Film            | MW   | 06:00pm 09:00pm  |            | Fulfills LIT requirement or A&S elec. HYBRID CLASS. | D     |
| 70009 | EXP 201 E21 |     |    |    | Expository Writing II     | MW   | 06:00pm 09:00pm  | Morales    | PREQ: Expository Writing I.                         |       |
| 70018 | MC 300 L21  |     |    |    | Antiheroes of American TV | MW   | 06:00pm 09:00pm  | LeDoux     | HYBRID CLASS.                                       |       |

# Finance

| CRN   | Course     | CoR | Pt | Cr | Title                        | Days | Begin & End Time | Instructor | Prerequisites   | Focus |
|-------|------------|-----|----|----|------------------------------|------|------------------|------------|---|-------|
| 70010 | FI 305 E21 |     |    |    | Prin of Accounting & Finance | TR   | 06:00pm 09:00pm  | TBA        | PREQ: (GB 202 or GB 212) & GB 213 CPR & EC 112 CPR).                                |       |
| 70011 | FI 380 L21 |     |    |    | Advanced Managerial Finance  | MW   | 06:00pm 09:00pm  | Hartman    | PREQ: FI 305 or (FI 310 & AC 260) or (FI 310 & AC 312) & (CC5 or WP). HYBRID CLASS. |       |

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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. |   |
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| (CC5) = Junior standing, 51 credits complete  | FOR UP-TO-DATE COURSE AVAILABILITY, GO TO http://www.bentley.edu/registrar/ |
| (CC7) = Senior standing, 84 credits complete  | FOR OF-TO-DATE COOKSE AVAILABILITT, GO TO http://www.behuey.edu/regisual/   |
| (CPR) Concurrent prerequisite.  |   |
| IP Instructor permission is required, course not available through BannerWEB.   |   |

# Bentley University Undergraduate Summer Programs

Summer Session II2013

## **General Business**

| CRN   | Course     | CoR | Pt | Cr | Title                          | Days | Begin & End Time | Instructor | Prerequisites  | Focus |
|-------|------------|-----|----|----|--------------------------------|------|------------------|------------|--|-------|
| 70012 | GB 212 E21 |     |    |    | Practice & Applic in AC & FI   | TR   | 06:00pm 09:00pm  | O'Leary    | PREQ: GB 112   |       |
| 70013 | GB 213 E21 |     |    |    | Business Statistics            | MW   | 06:00pm 09:00pm  | Callan     | PREQ: (MA 126, MA 139 or MA 141) & IT 101 & GB 112. For students on the old business core this course will replace GB 210.   |       |
| 70014 | GB 215 E21 |     |    |    | Human Behavior & Organizations | MW   | 06:00pm 09:00pm  | Fusco      | PREQ: (CC3 or WP).   |       |
| 70015 | GB 410 E21 |     |    |    | Global Strategy                | TR   | 06:00pm 09:00pm  | Jurgens    | PREQ: (All 100 and 200 level GB courses & GB<br>310) and GB 320 CPR & (CC7 or WP). Students<br>that are required to take GB 401 should take this<br>class in it's place. |       |

### History

| CRN   | Course     | CoR | Pt | Cr | Title                         | Days | Begin & End Time | Instructor | Prerequisites | Focus |
|-------|------------|-----|----|----|-------------------------------|------|------------------|------------|---------------|-------|
| 70016 | HI 308 L21 |     |    |    | Drugs Trades in World History | TR   | 06:00pm 09:00pm  | Andrews    | HYBRID CLASS. | I     |

### Management

| CRN   | Course     | CoR | Pt | Cr | Title                          | Days | Begin & End Time | Instructor | Prerequisites                           | Focus |
|-------|------------|-----|----|----|--------------------------------|------|------------------|------------|---|-------|
| 70019 | MG 240 E21 |     |    |    | Interpersonal Relations in Mgt | MW   | 06:00pm 09:00pm  | Camson     | PREQ: (GB 102 or GB 215).               | С     |
| 70020 | MG 241 L21 |     |    |    | Leadership, Power and Politics | MW   | 06:00pm 09:00pm  | Payne      | PREQ: (GB 102 or GB 215). HYBRID CLASS. |       |
| 70021 | MG 250 R21 |     |    |    | Human Resource Management      | TR   | 06:00pm 09:00pm  | Wilson     | PREQ: (GB 102 or GB 215). REMOTE CLASS. |       |

## Marketing

| CRN   | Course     | CoR | Pt | Cr | Title                      | Days | Begin & End Time | Instructor | Prerequisites                                     | Focus |
|-------|------------|-----|----|----|----------------------------|------|------------------|------------|---|-------|
| 70022 | MK 361 L21 |     |    |    | e-Marketing                | TR   | 06:00pm 09:00pm  | Pellant    | PREQ: (GB 214 or GB 301 or MK 160). HYBRID CLASS. |       |
| 70023 | MK 403 E21 |     |    |    | Brand Mgmt & Communication | MW   | 06:00pm 09:00pm  | Kinch      | PREQ: (GB 214 or GB 301 or MK 160)                |       |

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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. |   |
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| (CC5) = Junior standing, 51 credits complete  | FOR UP-TO-DATE COURSE AVAILABILITY, GO TO http://www.bentley.edu/registrar/ |
| (CC7) = Senior standing, 84 credits complete  | Tok of To bare cookse availablet 1, oo To hap., www.bendey.edu/registal/    |
| (CPR) Concurrent prerequisite.  |   |
| IP Instructor permission is required, course not available through BannerWEB.   |   |

Undergraduate Summer Programs Summer Session II2013

## Mathematical Sciences

| CRN   | Course     | CoR | Pt | Cr | Title                       | Days | Begin & End Time | Instructor | Prerequisites           | Focus |
|-------|------------|-----|----|----|-----------------------------|------|------------------|------------|-------------------------|-------|
| 70017 | MA 126 E21 |     |    |    | Applied Calculus for Bus II | TR   | 06:00pm 09:00pm  | Bossi      | PREQ: MA 123 or MA 123L |       |

## Modern Languages

| CR  | UN  | Course       | CoR | Pt | Cr | Title                          | Days | Begin & End Time | Instructor | Prerequisites   | Focus |
|-----|-----|--------------|-----|----|----|--------------------------------|------|------------------|------------|---|-------|
| 700 | )24 | MLCH 398 E21 |     |    |    | Adv Chinese: Soc Entrenpreneur | TR   | 06:00pm 09:00pm  |            | PREQ: Advanced non- native speakers of<br>Mandarin Chinese, or heritage speakers. |       |

## Natural & Applied Sciences

| CRN   | Course     | CoR | Pt | Cr | Title             | Days | Begin & End Time | Instructor    | Prerequisites | Focus |
|-------|------------|-----|----|----|-------------------|------|------------------|---------------|---------------|-------|
| 70025 | PS 230 E21 |     |    |    | Sports Psychology | TR   | 06:00pm 09:00pm  | Freeman-Young |               |       |

# Sociology

| CRN   | Course     | CoR | Pt | Cr | Title           | Days | Begin & End Time | Instructor | Prerequisites | Focus |
|-------|------------|-----|----|----|-----------------|------|------------------|------------|---------------|-------|
| 70026 | SO 242 L21 |     |    |    | Social Problems | MW   | 06:00pm 09:00pm  | Holland    | HYBRID CLASS. |       |

| 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  | FOR UP-TO-DATE COURSE AVAILABILITY, GO TO http://www.bentley.edu/registrar/ |  |  |
| (CC7) = Senior standing, 84 credits complete  | FOR OF-TO-DATE COOKSE AVAIDABLETT, GO TO Hup.//www.bendey.edu/regisual/     |  |  |
| (CPR) Concurrent prerequisite.  |   |  |  |
| 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

Prerequisite(s): GB 202 or GB 212

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 Prerequisite(s): GB 202 or GB 212

### *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

Prerequisite(s): AC 211 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) & (GB 203 or GB 310) 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 and 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.

### **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):* 3 credits of 100 level Math and 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 economicsfinance 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 and economics-finance majors.

### **English and Media Studies**

### **CIN 370 Hollywood Rebels**

The term "independent film" has come to be defined rather broadly. It can mean a film that was produced outside of a major Hollywood studio. It can mean a film that was made for a miniscule budget. It can refer to a style of storytelling and a mode of production that stands in contrast to what we think of as a conventional Hollywood film. Add to this the rapid advances in digital technology that have made filmmaking equipment vastly more affordable and the fact that the Internet now allows millions to distribute their work without the help of traditional gatekeepers, and the definition of "independent film" becomes even more complex. This course will examine American independent film from all of these angles: financial, cultural, technological, aesthetic and historic. We will try to place American independent film within the context of its times. Starting with independents working in the Studio Era, through the work of John Cassavetes, into the golden age of the 1990's, and ending with the "mumblecore" films of Lena Dunham and Andrew Bujalski, this course will survey the American independent film landscape and study the key works of the 20<sup>th</sup> and early 21<sup>st</sup> century.

#### CIN 375 Women and Film

This course will focus on the major contributions that women have made to cinema, as characters in the stories being told, as actresses playing the parts, as filmmakers directing and producing films, and as critics who have, in the past thirty years, substantially reshaped the way we think about, talk about, and even make films. The specific emphasis will vary from semester to semester, but each version of this course will pay special attention to the issue of gender in cinema.

# EXP 201 Expository Writing II: Advanced Inquiry in Writing with Lab

Expository Writing II reinforces and advances the lessons of Expository Writing I, leading students toward understanding and mastery of the processes involved in sustained inquiry: questioning, hypothesizing, testing, rehypothesizing, and re-testing. Students undertake an ambitious intellectual project that culminates in a final paper in which they report on the progress they have made through extensive, in-depth inquiry. Projects may draw on library and Internet sources and/or may entail original research such as interviews, observations, surveys, and service-learning experiences.

Designed for students who can benefit from an intensive writing lab.

### MC 300 Film, Television, and New Media Theory "Mad Men and Bad Men: Antiheroes of American Television Dramas"

The antihero provides an interesting yet far more complex character study in literature and film because the notion of conclusive morality is put into question. He may possess some of the same noble and even extraordinary qualities of the archetypal hero. Yet, he may also exhibit certain traits of an antagonist but in stark contrast with the archetypal villain. Television's long-form and episodic format makes it an ideal conduit for this type of character study. In particular, such antiheroes as Dexter Morgan of Dexter, Don Draper of Mad Men, and Walter White of Breaking Bad serve this exploration well. Other possible television programs may include Battlestar Galactica, Lost, Game of Thrones, The Riches, Supernatural, The Walking Dead, and Weeds. Expectations for this hybrid course include viewing certain episodes/clips from some of the programs listed above, which will be on reserve at the library and arranged via streaming services. Specific focus will be paid to the entire series of Breaking Bad. Additionally, extensive participation during discussions, weekly written blog analyses, and an original analysis paper will be required.

### Finance

### FI 305 Principles of Accounting and Finance

*Prerequisite(s):* EC 112 ((CPR) & (GB 201 & GB 202 and GB 210) or (GB 212 & GB 213 (CPR))

This course serves as the gateway to the Finance, Economics & Finance and Corporate Finance & Accounting majors. An overview of financial statements and approaches to financial statement analysis are covered first, followed by the basics of valuation and the management of working capital. Specific topic areas include time value of money, risk and return, valuation of financial securities, estimating the cost of capital, working capital management and financial planning and forecasting.

### FI 320 Financial Markets and Investments

*Prerequisite(s):* Junior-level standing and FI 305 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 and senior level standing 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 and junior level standing This course builds on materials covered in FI 305. Topics covered include capital budgeting under uncertainty, capital structure and payout policy, investment banking and public offerings of securities, lease financing and hybrid securities, mergers, acquisitions and other forms of corporate restructuring, bankruptcy and liquidations, and an introduction to derivative securities and corporate risk management. Course pedagogy includes the use of cases to bridge the gap between finance theory and real-world applications.

### **General Business**

### GB 112 Tools & Concepts in Accounting & Finance Note: Not open to students who have taken 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

### **GB 212 Practice & Applications in Accounting & Finance** *Prerequisite(s):* GB 112

financial securities and projects valuation.

*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 or MK160 and OM280

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): Class Code 3

# *Note:* Not open to students who have completed MG150 or GB102

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, intergroup 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 310 Business Processes & Systems

Prerequisite(s): GB 212, GB 213, GB214 This course introduces students to the concept of a business as an integrated set of business processes and associated systems designed to deliver value to customers. Hands-on experience with SAP, a market leading enterprise system, will demonstrate how information systems can be used to support and improve business processes. Hands-on experience with a process modeling application will demonstrate how information technology can be used to model, analyze, and simulate typical business processes. Learning about emerging technologies and basic infrastructure concepts will enable students to envision creative IT solutions to business problems. Throughout the course, students will be learning how people, processes, and systems can be integrated most effectively to achieve organizational objectives.

#### **GB 320 Integrated Business Project**

Prerequisite(s): GB 212 & GB 213 & GB 214 & GB 215 & Junior Standing

Pre- or corequisite(s): GB 310

Note: Not open to students who have taken GB 301 In this course, students work on a project team to solve real world problems for real organizations. The project enables students to develop a better understanding of how the traditional business functions are integrated in the workplace. Students review key principles in accounting, business processes, finance, management, marketing and operations within the context of project management. They will analyze the problem facing the client company, develop and evaluate a set of alternative solutions and present a program of recommendations to the sponsoring organization at the end of the semester. The project enables teams to analyze real firms' potential to introduce new goods and/or services, introduce existing goods and/or services to new markets, and/or develop other growth opportunities, as well as to present a business proposal.

### **GB 410 Global Strategy**

Note: Not open to students who have taken GB 401 This course replaces GB401 in the Business Core

Global strategy focuses on the role of the general manager or top management team in formulating and implementing short and long-term business and corporate level strategies. In business, strategy is formulated in a multi-faceted, international environment of social, political, economic, and legal entities. In global strategy students will be analyzing the internal and external environments of the organization, formulating recommendations with respect to actions firms can take to enhance firm-level performance and sustainable competitive advantage, and suggesting ways in which those actions can be implemented which recognizing the critical long and short-term implications of their recommendations for the total enterprise.

### **Global Studies**

#### GLS 100 US Government & Politics Note: formerly GO 100 American Government

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.

### Government

See "Global Studies" above.

### History

### HI 308 Drugs Trades in World History

Drugs trades - licit and illicit - are often controversial. By examining the histories of **trade** in drugs - both small, easily transported and large bulk commodities - this course aims to explore the long history of the global economy and its relevance to contemporary problems of 'globalization.

## HI 343 Modern United States History (1920-present)

Note: Formerly HI 256

This course provides an overview of U.S. history from the aftermath of World War I to the present. Some of the possible topics covered include Prohibition, the Depression, the New Deal, World War II, the Korean War, the McCarthy Era, campaigns for civil rights (including rights for African Americans, gays and women), the Vietnam War, the countercultural Sixties, the Watergate Scandal, the ¿Reagan Revolution,¿ and 9/11.

### Info Design & Corporation Communication

**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.

### Law, Tax & Financial Planning

### LA 315 Alternative Dispute Resolution in Business [Prerequisite(s): GB 103 or GB 110 Note: This course fulfills a business or unrestricted elective

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 and Entertainment Law

### *Prerequisite(s):* GB 103 or GB 110 Note: This course fulfills a business or unrestricted elective

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 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 250 Human Resources Management

Prerequisite(s): GB 102 or GB 215

Examines various aspects of human resources management, including employment planning, recruitment and selection, performance appraisal, training and development, compensation and benefits, and labor relations. Focuses on personnel problems of major concern to managers in general as well as to professionals in the field of human resources management

#### MG 335 Entrepreneurial 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 360 Negotiating

Prerequisite(s): GB 102 or GB 215

Explores the theory and practice of negotiating, with a special emphasis on developing students' analytical, communication and interpersonal skills. Develops both an understanding of bargaining concepts and models and the skill to apply this knowledge in actual negotiating situations. Uses role plays and simulations to increase

student involvement and to deepen understanding of negotiating principles.

### Marketing

#### **MK 330 New Product Development and Marketing** *Prerequisite(s):* GB 301 or GB 214

Considers the role of new products in the survival and growth strategies of organizations. Focuses on the major problems firms encounter in directing and managing their product development and marketing activities. Examines the development process from conception of ideas to commercial introduction using best practices information technology. Also considers the shorter marketing life cycle from introduction to deletion of products in the information age.

#### MK 361 eMarketing

Prerequisite(s): GB 301 or GB 214. Internet, computer communication and presentation skills. The development of information technology has changed how individuals and organizations acquire and market goods and services. This course adopts a managerial, applied perspective to examine continuing technologydriven changes in consumers, business activities, and the marketplace itself

#### MK 400 Marketing Management

*Prerequisite(s):* Senior-level standing, (GB 301 or GB 214), and six credit hours of MK courses

#### Note: This course is required for marketing majors

Serves as a capstone course for marketing majors. A case driven course that integrates materials covered in the marketing curriculum and relates them to the design and implementation of marketing strategy. Selected cases will emphasize the integration of technology into the marketing process. Students are expected to demonstrate competency in analytical and presentation skills. Additionally, students will be required to utilize contemporary hi-tech tools.

### MK 401 Corporate Immersion

Prerequisite: GB214

Instructor Permission required. Submit resume to Professor Perry Lowe (<u>plowe@bentley.edu</u>) to qualify for interview.

Summer Corporate Immersion Directed Study will work with Venture Capitalist Woody Benson'80 to see if Startup Company is viable. Conduct Proof of Concept Research. Develop new Business Models. Create Pitch Deck for potential investors. Prepare Term Sheet financial offer to Company.

#### **MK 403 Brand Management and Communication** *Prerequisite(s):* GB 214

This course offers students an opportunity to obtain an indepth understanding of brand management amid radical changes in today's marketing environment. It exposes students to concepts, frameworks, and theories critical to developing branding and brand communications strategy in the twenty-first century, including brand building, brand positioning, target audiences definition, integrated marketing communications, the influence of social media, and assessment of branding effectiveness. Examines a specific and major marketing topic(s) or theme(s).

### **Mathematical Sciences**

### MA 123 Applied Calculus for Business I

Presents basic concepts of functions, graphs and differential calculus. Special emphasis is placed on business applications such as break-even analysis, depreciation, marginal profit/revenue/cost and optimization. Topics include the notion of a function; properties of linear, quadratic, exponential and logarithmic functions; and basic techniques of differential calculus.

### MA 126 Applied Calculus for Business II

*Prerequisite(s):* MA 123 or MA 123L

Continues MA 123. Presents the basics of math of finance, integral calculus and probability. Specific emphasis is placed on business applications. Math of finance topics include simple/compound interest, present/future value, annuities and amortization. Other topics include evaluating indefinite and definite integrals using substitution, improper integrals and an introduction to probability.

### Modern Language

### **MLSP 102 Elementary Spanish II**

*Prerequisite(s):* MLSP 101 or one-two years of high school Spanish

MLSP 102 is the second course in the elementary Spanish sequence. The course provides a brief review of the most basic grammar and vocabulary and continues with the study of more complex structures and cultural contexts. This interactive class focuses on oral communication although writing is also emphasized in other activities.

# MLCH 398 Advanced Chinese for social entrepreneurship in the local setting

*Prerequisite:* Advanced non- native speakers of Mandarin Chinese, or heritage speakers

This class will focus on extending the classroom experience to the local community. Students will focus on helping the illiterate and less fortunate low-income Chinese

population in Boston. Students will work in groups on

applying their Chinese language skills to promote social awareness, gathering information about funding and grant governance. By the end of the six weeks, students will have developed a social entrepreneurship model that they can apply in future charitable settings. This class is designed for heritage Chinese speakers or advanced students of Mandarin Chinese. Experimental Course in Chinese

### Natural & Applied Sciences

### NASE 313 Human Nutrition: From Science to Life Prerequisite(s): NASC 110, 111, 112, 121 Note: Satisfies the MA/NS or Arts and Sciences elective requirement.

Covers the fundamental principles of nutrition science and its applications to personal health and fitness at different stages of the life cycle: the nature and sources of nutrients, their actions, interactions, and balance in relation to health and disease; the anatomy and physiology of ingestion, digestion, absorption, transport, utilization, and excretion of nutrients, their metabolites, as well as other components in food; the effects of nutrient inadequacies and excesses in our diets in relation to physical and mental well-being and the etiology of disease; the social, economic, cultural, and psychological factors that affect the dietary behavior of individuals and population groups; and associated local, national, and global nutritional issues and problems. Emphasis is placed on acquiring both scientific and practical knowledge of the essentials of nutrition with the goal of learning to think critically about nutrition issues as lifelong consumers.

### NASE 341 Sports Physics

### Prerequisite(s): NASC 140 Note: Satisfies the MA/NS or Arts and Sciences elective requirement.

Explores the physics behind a variety of sports. This course builds on the concepts learned in basic physics and investigates both simple and complex sports - track and field, baseball, golf, rock climbing, karate and more. Students will use a range of methods to explore details

### PS 230 Sports Psychology

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

This course involves the study of athletes and sport using concepts and theories from psychology. Topics include the development, personality and emotional life of the athlete, as well as performance enhancement issues such as arousal regulation, attention, motivation, control of cognition, relaxation techniques, coaching and counseling. The course applies fundamental concepts of general psychology to the subspecialty of sports.

### Sociology

### SO 132 Issues and Investigations in Sociology

Introduces the student to the discipline of sociology as both a body of knowledge and as a perspective from which to view the world. This course will examine the basic concepts, theories and methods of sociology inquiry in the context of a substantive area. The goal is to develop in the student an appreciation of the social forces that shape, organize and constitute human behavior.

### SO 225 Drugs and Society

This course explicates the basic principles of sociology in the context of an investigation of the sociocultural milieu within which drug use occurs. The aim is to locate patterns of drug use and abuse within a historical, legal and sociological context, to familiarize students with methods of intervention and treatment, and to develop a more accurate appreciation of the effect of various drugs on the individual.

### SO 242 Social Problems

Examines the nature and significance of social problems in contemporary society. The specific problems addressed vary from year to year, but may include poverty, racism, youth alienation, illiteracy, gender-related issues, war and environmental crises. These concrete problems will be studied from a variety of sociological perspectives which address aspects of the social construction of problems, for example, processes through which problems are discovered, defined and publicized. Such processes and the problems they shape will be considered within the context of a sociological overview of historical and structural tendencies in modern societies.

# Summer 2013 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 Room 111, 175 Forest Street, Waltham MA 02452 Fax: 781-891-3428

|   | BENTLEY   |
|---|---|
| For office use:   | UNIVERSITE  |
| Bentley ID#   |   |
| Name:   | Email:  |
|   |   |
| Address:  | City/State/Zip:   |
| Employer:   | City/State/Zip:   |
| Phone (w): Phone (h):   | Phone (c):  |
| REQUIRED INFORMATION  |   |
| Anticipated Bentley Degree (circle one): <u>Bachelor's / Certificate / Non-D</u>                  | Degree Major: Undecided                                       |
| Do you have a bachelor's degree?  Yes No Visiting   | Student, transfer credit back to:                             |
| Date of Birth (MM/DD/YYYY):   |   |
| 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-<br>*For demographic reporting | Hispanic H Hispanic I American Indian N Non-Resident O Other* |
| 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   |
|   |   |
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|   |   |
|   |   |
|   |   |
| 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: I            | Jndergraduate :               |
|---|---|-----------------------------|-------------------------------|
| Name:   |   | P                           | ost baccalaureate:            |
| Are you an international student  | attending classes on a VISA? (ple                                     | ease circle): Yes No        |                               |
| If you attended Bentley under ar  | nother name, please list your form                                    | ner name:                   |                               |
|   | attending classes (e.g. your pare<br>ss as a permanent address to con | 5                           | ress). International students |
| Street:   |   |                             |                               |
| City/State/Zip:   |   |                             |                               |
| Country:  |   |                             |                               |
| Phone:  |   |                             |                               |
|   | То:   |                             |                               |
| <b>New Local Address (LO)</b><br>This is only updated if you are ar<br>school | n international student or if you h                                   | ave a different permanent ( | address when not attending    |
| Street:   |   |                             |                               |
| City/State/Zip:   |   |                             |                               |
| Phone:  |   |                             |                               |
| Address Effective date: From:   | То:   |                             |                               |
| <b>New Business Address (BU)</b><br>No official mailings from the uni         | versity will be sent to this address                                  | 5                           |                               |
| Street:   |   |                             |                               |
| City/State/Zip:   |   |                             |                               |
| Phone:  |   |                             |                               |
| Address Effective date: From:   | То:   |                             |                               |
| Please return to: Bentley Ur  | niversity, The Office of the Regist                                   |                             | St., Waltham, MA 02452        |

Fax: 781.891.3428

# Office of Academic Services

OAS is the central advising and administrative office for undergraduate evening students.

Our professional advisors can help you fit all of the pieces of Bentley Academic together!

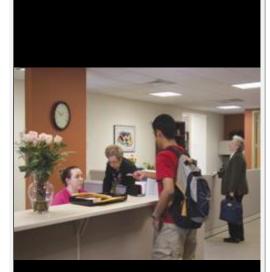
# Our advising team is:

| Jane Ellis                      | Associate Dean  |
|---------------------------------|---|
| Gerry Stenerson                 | Associate Dean  |
| Leslie Doolittle                | Assistant Dean<br>Director, Academic Support Services |
| PJ Dickson                      | Assistant Dean<br>Director, Academic Advising Center  |
| Henrietta Genfi                 | Assistant Director, Advising Center                   |
| Melissa Jenkins                 | Assistant Director, Advising Center                   |
| Meghan Charbonneau              | Academic Advisor                                      |
| Amy Weber                       | Academic Advisor                                      |
| <b>lan Cross</b><br>(Marketing) | Faculty Academic Advisor                              |
| Jerry Leabman                   | Faculty Academic Advisor (Finance)                    |

Meet regularly with an advisor for:

- ✓ A complete review of your degree requirements
- ✓ Help with course selection and long range planning
- ✓ Selecting a major or minor

# bentley.edu/offices/academic-services/



# Location

21 Lindsay 781.891.2803

# **Office Hours**

# <u>Academic Year</u>

Monday through Friday 8:30 am – 4:30 pm

Evening Appointments are available Tuesdays from 4:30 – 7:00 pm

# <u>Summer</u>

Monday through Thursday 8:00 am – 5:30 pm

Evening Appointments are available by request.