

FALL 2006 ABROAD AT AU COURSES

ABROAD AT AU COURSE CODE	AU COURSE CODE	TITLE	DEPARTMENT	SCHOOL	LEVEL	NO OF CREDITS	COURSE DESCRIPTION
ACCT-095-001	ACCT-240-002	Principles of Financial Acct	Accounting / Taxation	Kogod School of Business	SA	3	An introduction to the principles and concepts underlying financial statements. Includes an introduction to the accounting profession, control, concepts, business entities, and all elements of basic financial statements. Usually offered every term. May not be taken in the first semester of freshman year.
ACCT-095-002	ACCT-240-006	Principles of Financial Acct	Accounting / Taxation	Kogod School of Business	SA	3	An introduction to the principles and concepts underlying financial statements. Includes an introduction to the accounting profession, control, concepts, business entities, and all elements of basic financial statements. Usually offered every term. May not be taken in the first semester of freshman year.
ACCT-095-003	ACCT-549-001	Contemp Assurance & Audit Serv	Accounting / Taxation	Kogod School of Business	500	3	Introduces the role of the audit and assurance services in financial markets. Focuses on the ethical and legal obligations of audit professionals, practice standards, risk assessment and the evaluation of internal controls, audit evidence, levels of assurance, attestation requirements, and the impact of information technology on audit practice. Usually offered every spring. Prerequisite: ACCT-340 and senior standing, or graduate standing.
ACCT-095-004	ACCT-560-001	Govt & Not-For-Profit Acct	Accounting / Taxation	Kogod School of Business	SA	3	Accounting and financial reporting concepts and standards applicable to local, state, and federal governments, and non-profit entities such as colleges and universities, health care entities, and voluntary health and welfare organizations. Emphasizes the nature of governmental organizations and their financial characteristics and differences in reporting standards from the private sector. Financial management and audit issues particular to non-profits are also discussed. Prerequisite: ACCT-340 and senior standing, or ACCT-607, or permission of department chair.
AMST-095-001	AMST-140-002	Wash DC: Life in a Monument	American Studies	College of Arts and Sciences	SA	3	Explores the unique nature of Washington as an international city, national capital, black-American cultural center, and home for its varied residents. Discussions include tensions between federal presence and local democracy, tourism, political and cultural activities, migration and immigration, geography and the cityscape and neighborhood life. Usually offered every spring and summer.

AMST-095-002	AMST-206-001	American Dreams/American Lives	American Studies	College of Arts and Sciences	SA	3	An interdisciplinary study of key themes in American self-definition including equality, opportunity, and the changing landscape, as articulated by theorists and as challenged by an increasingly diverse urban and technological nation. Explores changing American ideals and experiences, with emphasis on ordinary citizens as well as institutions. Usually offered every fall.
AMST-095-003	AMST-334-002	Thomas Jefferson's Legacy	American Studies	College of Arts and Sciences	SA	3	An examination of Thomas Jefferson's life and his lasting impact on the United States
ANTH-095-001	ANTH-110-001	Culture: Human Mirror	Anthropology	College of Arts and Sciences	SA	3	People around the world create and use systems of symbols to express their identities as members of social groups. This course draws on diverse life-cycle experiences in tribal, state-level, and post-colonial societies to explore ways that both tradition and contact with other cultures contribute to the cultural pluralism of the contemporary world. Usually offered every term.
ANTH-095-002	ANTH-150-001	Anthro of American Life	Anthropology	College of Arts and Sciences	SA	3	How race, gender, class, ethnicity, age, and region affect Americans' experiences of interwoven historical, economic, political, scientific, religious, and cultural processes. Usually offered every fall.
ARTS-095-001	ARTS-344-001	Ceramics	Art	College of Arts and Sciences	SA	3	May be repeated for credit but not in the same term. Basic principles of working with clay. Instruction both in wheel and in other methods of making pottery. Usually offered every term.
COMM-095-001	COMM-100-001	Understanding Mass Media	Communication	School of Communication	SA	3	Building on students' individual and collective experiences of mass media (print, film, radio, television, and digital media), this course analyzes American media institutions: their development and social role; the economic and political constraints they face; and their effect on us as a society and as individuals. Usually offered every term.
COMM-095-002	COMM-100-002	Understanding Mass Media	Communication	School of Communication	SA	3	Building on students' individual and collective experiences of mass media (print, film, radio, television, and digital media), this course analyzes American media institutions: their development and social role; the economic and political constraints they face; and their effect on us as a society and as individuals. Usually offered every term.
COMM-095-003	COMM-100-005	Understanding Mass Media	Communication	School of Communication	SA	3	Building on students' individual and collective experiences of mass media (print, film, radio, television, and digital media), this course analyzes American media institutions: their development and social role; the economic and political constraints they face; and their effect on us as a society and as individuals. Usually offered every term.

COMM-095-004	COMM-105-001	Visual Literacy	Communication	School of Communication	SA	3	Introduces students to ways of understanding visual images in a variety of contexts: art, media (including film, photography, television, graphic design), and drawing. Students learn about aesthetics as well as the production aspects of visual images; they discover intuitive dimensions of seeing as well as the major influence of culture on visual symbols and constructs. Usually offered every term.
COMM-095-006	COMM-200-009	Writing for Mass Communication	Communication	School of Communication	SA	3	A course stressing basic writing techniques for informing a mass audience. Intensive practice in writing for mass media. Required of all school majors. Usually offered every term. Prerequisite: completion of College Writing and English Competency requirement.
COMM-095-007	COMM-209-002	Communication and Society	Communication	School of Communication	SA	3	The central role communication processes play in human life and society, with consideration of the practical ramifications as well as the theoretical implications of communication. Communication process issues involving gender, race, culture, ethnicity, class, and conflict and power are also analyzed. Usually offered every term. Prerequisite: sophomore standing.
COMM-095-008	COMM-105-004	Visual Literacy	Communication	School of Communication	SA	3	Introduces students to ways of understanding visual images in a variety of contexts: art, media (including film, photography, television, graphic design), and drawing. Students learn about aesthetics as well as the production aspects of visual images; they discover intuitive dimensions of seeing as well as the major influence of culture on visual symbols and constructs. Usually offered every term.
COMM-095-008	COMM-280-001	Contemp Media Global Soc	Communication	School of Communication	SA	3	An exploration of the relationship between international communication and foreign policy, with an emphasis on the traditions, practices, legal aspects, government controls, and attitudes in various countries and their impact on freedom of thought and expression. Usually offered every fall. Prerequisite for General Education credit: ECON-110G or GOVT-130G or HIST-120G or SIS-105G or SIS-110G.
COMM-095-009	COMM-300-001	Interpersonal Communication	Communication	School of Communication	SA	3	Principles of interpersonal communication: communication models and systems; the role of perception in communication; verbal and nonverbal message elements; and communication barriers, breakdowns, and methods of improvement. Classroom exercises in interviewing techniques, small-group problem solving, and public speaking. Usually offered every term. Prerequisite: COMM-200, COMM-205, COMM-301 (may be taken concurrently), and public communication major.

ECON-095-001	ECON-100-002	Macroeconomics	Economics	College of Arts and Sciences	SA	3	An introduction to the basic principles of macroeconomics, stressing national income, unemployment, inflation, economic growth, depression, prosperity, international economics, economic development, alternative approaches to economics, and current issues and controversies. Usually offered every term.
ECON-095-002	ECON-100-004	Macroeconomics	Economics	College of Arts and Sciences	SA	3	An introduction to the basic principles of macroeconomics, stressing national income, unemployment, inflation, economic growth, depression, prosperity, international economics, economic development, alternative approaches to economics, and current issues and controversies. Usually offered every term.
ECON-095-003	ECON-100-007	Macroeconomics	Economics	College of Arts and Sciences	SA	3	An introduction to the basic principles of macroeconomics, stressing national income, unemployment, inflation, economic growth, depression, prosperity, international economics, economic development, alternative approaches to economics, and current issues and controversies. Usually offered every term.
ECON-095-004	ECON-110-001	The Global Majority	Economics	College of Arts and Sciences	SA	3	Introduction to the plight of less-developed countries, to alternative paths of development, and to the relationships between the more-developed and less-developed countries. The central theme of economic development is based on elementary economic theory. Equally important, human dimensions of development are emphasized through the use of novels and films from less-developed countries. Usually offered every term.
ECON-095-005	ECON-200-004H	Microeconomics	Economics	College of Arts and Sciences	SA	3	The basic principles of microeconomics and their applications; supply and demand, operation of markets, consumer and enterprise behavior, competition and monopoly, income distribution, discrimination, and alternative approaches to economics. Usually offered every term.
ECON-095-006	ECON-301-002	Intermediate Macroeconomics	Economics	College of Arts and Sciences	SA	3	Concepts and theory of national income determination, employment, and economic growth. Usually offered every term. Prerequisite: ECON-100 and ECON-200
ECON-095-007	ECON-346-001	Competition, Regulation, and Business Strategies	Economics	College of Arts and Sciences	SA	3	Historical and contemporary analysis of industrial market structures and of the behavior of business firms in the United States. The rise of large corporations, monopoly power and its effects on economic and social welfare, control over large corporations, and governmental regulation of business. Usually offered every fall. Prerequisite: ECON-100 and ECON-200
ECON-095-008	ECON-361-001	Economic Development	Economics	College of Arts and Sciences	SA	3	Survey of major issues related to and the policies designed to promote economic development. Includes international trade policy, international capital flows, exchange rate policy, inflation, public finance, monetary policy, agriculture, population, and the environment. Usually offered every term. Prerequisite: ECON-100 and ECON-200.

ECON-095-009	ECON-370-002	International Economics	Economics	College of Arts and Sciences	SA	3	Introduction to the economics of international trade and finance, including why countries trade, commercial trade policies and their effects, balance of payments and the economics of foreign exchange markets, and the operation and effects of fixed and flexible exchange rates. Usually offered every term. Prerequisite: ECON-100 and ECON-200.
ECON-095-010	ECON-372-001	International Econ: Finance	Economics	College of Arts and Sciences	SA	3	Determination of income, employment, and inflation in open economies; international impact of monetary-fiscal policies under fixed and flexible exchange rates; theories of exchange-rate determination; and international monetary organization and reform. Usually offered every fall. Prerequisite: ECON-301. STAT-202 is recommended
ECON-095-011	ECON-551-001	Comparative Economic Systems	Economics	College of Arts and Sciences	SA	3	A theoretical and historical evaluation of the effects of different economic institutions and their combinations on economic democracy, efficiency, and equity. Distinctive features of the French, British, German, Swedish, and Japanese economies, as well as the historical experience of the formerly □ socialist □ economies are emphasized. Usually offered every fall. Prerequisite: ECON-603; or ECON-300, ECON-500 or ECON-703; and ECON-301, or ECON-501 or ECON-702.
ENVS-095-001	ENVS-396-001	Environmental Problem Solving	Biology	College of Arts and Sciences	SA	3	Environmental issues tend to be complex because they often cross geopolitical boundaries and involve many stake-holders. Developing solutions to such problems requires the use of an array of approaches. In this course, students apply scientific, political, economic, and ethical perspectives in understanding the complex nature of many emerging environmental problems including global climate change, loss of habitat and biodiversity, population growth, valuing ecosystem services, balancing incompatible demands on resources, and pollution trading.
FIN-095-001	FIN-200-001	Pers Finance & Finan Inst	Finance / Real Estate	Kogod School of Business	SA	3	Provides the background for making personal financial decisions within a social and institutional context and developing future financial plans. Shows how to set financial goals, devise strategies to attain them, and understand the tradeoffs inherent in the decision-making process. Includes cash flow control, banking, credit, taxes, financing houses and automobiles, insurance, investments, and estate planning. Usually offered every term.
FIN-095-002	FIN-200-002	Pers Finance & Finan Inst	Finance / Real Estate	Kogod School of Business	SA	3	Provides the background for making personal financial decisions within a social and institutional context and developing future financial plans. Shows how to set financial goals, devise strategies to attain them, and understand the tradeoffs inherent in the decision-making process. Includes cash flow control, banking, credit, taxes, financing houses and automobiles, insurance, investments, and estate planning. Usually offered every term.

FIN-095-003	FIN-365-002	Business Finance	Finance / Real Estate	Kogod School of Business	SA	3	Introduction to business finance, including global aspects, overview of money, and capital markets; financial analysis and time value of money; corporate securities, stock and bond pricing; acquisition and use of funds and cost of capital; capital budgeting; Also includes an introduction to portfolio diversification and asset pricing models. Usually offered every term. Prerequisite: ITEC-200.
FIN-095-004	FIN-468-001	Intermediate Corporate Finance	Finance / Real Estate	Kogod School of Business	SA	3	Investment, financing, and dividend-policy decisions of the financial manager. Case studies and problems are some of the tools used to enable the student to make and see the effects of financial decisions. Usually offered every term. Prerequisite: FIN-365 and senior standing.
GDES-095-001	GDES-200-001	Introduction to Graphic Design	Art	College of Arts and Sciences	SA	3	A studio design course integrating materials, visual principles, and the design process to solve graphic communication problems. Students develop fluency in visual language to form a basis of aesthetic judgement and develop methods of analysis and inquiry which underlie creative thinking. Studio practice combines with class critiques and site visits. Usually offered every term
GDES-095-002	GDES-210-001	Introduction to Typography	Art	College of Arts and Sciences	SA	3	Theory and analysis of letter forms as design and symbol. Study of typefaces, arrangement, and setting. Exploration of the use of typographic resources to create hierarchy, enhance communication, and support meaning. Usually offered every term
GDES-095-003	GDES-230-001	Graphic Design History	Art	College of Arts and Sciences	SA	3	Graphic images have been used from prehistory to the computer age. A lecture-discussion format presents the historical context for the graphic arts of calligraphy, typography, book design, diagramming, and illustration. Emphasis on the relationship of these applied arts to the fine arts, technology, and social history, as well as the application of this visual language to contemporary design problems. Usually offered every term.
GOV-095-001	GOVT-232-001	Politics of Postindustrial Soc	Government	School of Public Affairs	SA	3	Comparative study of participation, public policy, and policymaking in postindustrial societies. The effects of technology and science on values and social change. Usually offered every term.
GOVT-095-003	GOVT-541-001	Politics of Mass Communication	Government	School of Public Affairs	SA	3	Effects of mass communication on all levels of political life in modern societies; including socialization, participation, information, and opinion. Analysis of the relationship between mass communication and politics within a comparative context, i.e., societies with differing media structures (predominantly commercial, public, or state systems). Usually offered every spring.

GOVT-095-004	GOVT-310-002	Intro to Political Research	Government	School of Public Affairs	SA	3	An introduction to political science research, including the logic of analysis, research design, and the basics of quantitative analysis. Application of gathering data and of analytic and statistical techniques to contemporary political problems. Usually offered every term. Prerequisite: GOVT-110 or GOVT-120.
GOVT-095-004	GOVT-596-003	Corporate Power in Am Politics	Government	School of Public Affairs	SA	3	This course examines the factors that explain corporate political behavior, using business and political strategy techniques: scenarios, scenario drivers, fundamentals, market and non-market stimuli, and integrative modeling. Notions such as corporate political capital, reputation, branding, positioning, and corporate political culture and leadership are analyzed. Case studies include Enron, Orbitz, Microsoft, GE, and BP to illustrate governance and other issues.
HFIT-095-001	HFIT-180-001	Beginning Tennis	Health / Fitness	College of Arts and Sciences	UG	1	Designed for beginners who have had little or no playing experience or formal instruction. Students learn the forehand, backhand, serve, volley, history, scoring, rules, and basic strategy. Usually offered every term.
HIST-095-001	HIST-126-001	What is America?	History	College of Arts and Sciences	UG	3	This course studies the history and present day reality of the United States, exploring American society, politics, culture, economics, and foreign policy. It takes an interdisciplinary approach to discovering the essence of America and features guest lectures by professors from diverse fields of study. Usually offered every fall. Required course for the Abroad at AU certificate program.
HIST-095-002	HIST-319-001	Holocaust	History	College of Arts and Sciences	SA	3	Traces the history of anti-Semitism and the development of racism that led to the Holocaust. Examines the historical development of the Final Solution. Considers the variety of responses to Jewish persecution by the Nazi perpetrators, the Jews, and the nations of the world. Meets with HIST-619. Usually offered every fall.
HIST-095-003	HIST-327-001	Twentieth Century Europe	History	College of Arts and Sciences	SA	3	In this century Europe has experienced two major wars, a wave of communist revolution, a violent reaction in the form of fascism, and the horror of mass extermination. Yet Europe today is quite prosperous, and there are better links between the Western countries and their communist counterparts than could be imagined two decades ago. There is something in Europe's past that gives it a certain resilience. Meets with HIST-627. Usually offered alternate years.

HIST-095-004	HIST-380-002	Popular Culture in America	History	College of Arts and Sciences	SA	3	This course explores the commercial origins and cultural meanings of American popular culture in the twentieth century. Course readings introduce students to the cultural history of circuses, radio, and television. It pays close attention to how popular culture has embodied ideas about gender, class, and nation and how these ideas have changed, or not changed, over time. Finally, the course considers the role of audiences in shaping the cultural meanings, if not the commercial structure, of mass media. The class requires intensive reading in history and cultural studies. Meets with HIST-680 002.
HNRS-095-001	HNRS-302-011H	N. America: Union Or Community	Honors	University Honors	SA	3	This course explores the emergence of North America as the world's largest free trade area in gross product and population. Economic and social integration has accelerated since the North American Free Trade Agreement (NAFTA) in 1994, but the income gap between Mexico and its northern neighbors has widened. The course examines the different institutions and policies and the common values of the three countries; compares the North American experiment with Europe's; and analyzes new ways to reconfigure the continent and imagine a continental future. Prerequisite: permission of instructor. Meets with SIS-318 001 and HNRS-302 011H.
IBUS-095-001	IBUS-200-001	The Global Marketplace	International Business	Kogod School of Business	SA	3	An exploration of the global business environment, with a focus on the cultural dimensions involved in conducting business across national boundaries, as well as the role that business plays in both the international economy and in the preservation of finite world resources. Usually offered every term. Note: this course is designed for non-business majors.
IBUS-095-002	IBUS-200-002	The Global Marketplace	International Business	Kogod School of Business	SA	3	An exploration of the global business environment, with a focus on the cultural dimensions involved in conducting business across national boundaries, as well as the role that business plays in both the international economy and in the preservation of finite world resources. Usually offered every term. Note: this course is designed for non-business majors.
IBUS-095-003	IBUS-300-003	Fundamentals of Int'l Business	International Business	Kogod School of Business	SA	3	An introductory course that studies the nature and scope of international trade and investment, international institutions, the international monetary system and exchange markets, and some of the major issues involved in the functional aspects of international business. Usually offered every term. Prerequisite: 12 credit hours in business and completion of College Writing or English Competency requirement.

IBUS-095-004	IBUS-300-004	Fundamentals of Int'l Business	International Business	Kogod School of Business	SA	3	An introductory course that studies the nature and scope of international trade and investment, international institutions, the international monetary system and exchange markets, and some of the major issues involved in the functional aspects of international business. Usually offered every term. Prerequisite: 12 credit hours in business and completion of College Writing or English Competency requirement.
IBUS-095-005	IBUS-301-001	International Marketing	International Business	Kogod School of Business	SA	3	The concepts and practices of marketing across national borders and the adaptations to the marketing program required because of the different needs, environmental constraints, and forms of competition in foreign markets. Usually offered every term. Prerequisite: MKTG-300 and IBUS-300 and upper-division standing.
IBUS-095-006	IBUS-302-001	International Finance	International Business	Kogod School of Business	SA	3	The structure and nature of the international monetary system and the operation of exchange markets, foreign exchange exposure, and foreign capital markets. The cost of capital in an international context is also studied, as well as some of the major issues in international accounting, taxation, and banking. Usually offered every term. Prerequisite: IBUS-300, FIN-365 and upper-division standing.
IBUS-095-007	IBUS-408-001	Export-Import Management	International Business	Kogod School of Business	SA	3	The management of the marketing processes of export/import operations, particularly for small and medium size firms. Includes the decisions involved with export/import activities, market selection strategies, distributor and supplier selection considerations, financing operations, supporting documentation, and the general management of export/import marketing variables. Usually offered every term. Prerequisite: upper-division standing.
ITEC-095-001	ITEC-200-001	Edge of Information Technology	Information Technology	Kogod School of Business	SA	3	Students gain competency in a broad range of technologies used in the twenty-first century workplace through the use of hands-on learning. Includes an introduction to information systems applications used in planning, tracking, marketing, and management control, including spreadsheets, databases, and web-based tools. The course also provides the conceptual foundations in understanding technologies: computer platforms of hardware and software; networking; and security. Usually offered every term.
ITEC-095-002	ITEC-470-002	Databases/Data Mining/Know Mgt	Information Technology	Kogod School of Business	SA	3	This course introduces the important concept of data modeling in developing the skills needed to transform raw data into information and still further into knowledge, and then to identify and solve a variety of problems. Includes data warehousing, data mining, data visualization, search, and knowledge management. Prerequisite: ITEC-200 or permission of instructor.

JLS-095-001	JLS-110-004	Western Legal Tradition	Justice, Law / Society	School of Public Affairs	SA	3	From the biblical era to the American experiment, the Western legal tradition encompasses primitive, divine, natural, canon, secular, and common law. This course examines the key legal documents and issues of the tradition including the Code of Hammurabi, the Ten Commandments, the trials of Socrates and Jesus, the Magna Carta, the Rule of Law, and Common law. Usually offered every term.
LIT-095-001	LIT-100-010	College Writing	Literature	College of Arts and Sciences	SA	3	Develops students' skills in reading with understanding, summarizing and synthesizing information accurately, and writing correct, reasoned prose. Usually offered every term. Note: Completion of LIT-100 and LIT-101 with grades of C or better fulfills the university College Writing and English Competency Requirement.
LIT-095-002	LIT-240-001	Asian American Literature	Literature	College of Arts and Sciences	SA	3	The recent explosion of Asian American literature—defined as literature by writers of Chinese, Japanese, Korean, Indian, Pakistani, and Filipino descent living in North America—warrants close and historically-informed analysis. This course considers works by Asian American writers in light of orientalism, issues of race, ethnicity, gender, and identity, and historical pressures such as immigration policies and independence movements. Usually offered alternate springs. Prerequisite for General Education credit: ARTH-100G or LIT-125G or HIST-100G or HIST-110G or WGST-150G.
MATH-095-001	MATH-157-001	Finite Mathematics:Business	Math / Statistics	College of Arts and Sciences	SA	3	Fundamentals of algebraic, exponential, and logarithmic functions with emphasis on applications to problems in business and economics and the natural sciences. Usually offered every term. Prerequisite: three years of high school mathematics or equivalent. Note: Intended primarily for students planning to take MATH-211 Applied Calculus I. No credit toward mathematics major. Students may not receive credit for more than one course numbered MATH-15x.
MATH-095-002	MATH-310-001	Linear Algebra	Math / Statistics	College of Arts and Sciences	SA	3	Vector spaces, systems of linear equations, solutions by matrices, determinants, linear transformations, and algebraic forms. Usually offered every spring and summer. Prerequisite: MATH-212 or MATH-222 (may be taken concurrently).

MGMT-095-001	MGMT-100-001	Business 1.0	Management	Kogod School of Business	SA	3	This course provides an introduction to the fundamental elements of business from the perspectives of shareholders, management/employees, society, and other stakeholders. It develops an appreciation of the complex and integrated nature of these elements, which include decision making, leadership, technology, and globalization. Students learn what a business is, how it operates, and why. The course employs a variety of teaching methods, such as interactive learning technologies, guest speakers, and small group projects. Usually offered every fall.
MGMT-095-002	MGMT-201-001	Global Corporate Citizenship	Management	Kogod School of Business	SA	3	Understanding the complexity of the business environment requires an understanding of business as a citizen. Certainly a good business citizen obeys the law, but is that sufficient? Good business citizenship also requires participation in the social order and accepting and perpetuating common values. This course prepares students to be managers and leaders of businesses that practice good citizenship in the global economy. Usually offered every term. May not be taken in the first semester of freshman year.
MGMT-095-003	MGMT-381-001	Managing Human Capital	Management	Kogod School of Business	SA	3	Understanding the principles and operations of personnel administration and industrial-relations systems in organizations by analyzing and applying theoretical concepts to functional situations. Usually offered every term. Prerequisite: upper-division standing.
MGMT-095-004	MGMT-386-001	Entrepreneurship	Management	Kogod School of Business	SA	3	The entrepreneurship philosophy, attitudes, and characteristics. Entrepreneurship and new venture success and failure factors. Identifying and evaluating entrepreneurial opportunities. Developing a new venture business plan. Successfully managing the new venture. Applications cover creation and management of stand-alone ventures and of those developed within corporations. Usually offered every term. Prerequisite: MGMT-252, ECON-200, FIN-365, ACCT-201 and upper-division standing
MKTG-095-001	MKTG-250-003	Marketing & Business for Comm	Marketing	Kogod School of Business	SA	3	This course provides an introduction to the fundamentals of marketing and business relevant to media and communications. Includes an overview of the principles of marketing, the business environment, and business strategy and an introduction to microeconomics and financial statements. Usually offered every fall.

MKTG-095-002	MKTG-302-002	Marketing Research	Marketing	Kogod School of Business	SA	3	Study of research tools used to aid marketing decision making. Considers definition of research problems, selection of projects, and analysis of data. Execution of a consumer survey is a major component of the course. Students use computers to analyze research data. Usually offered every term. Prerequisite: MKTG-300, ACCT-241, STAT-202 and upper-division standing.
PERF-095-001	PERF-102-001	Modern Dance I	Performing Arts	College of Arts and Sciences	SA	3	Students learn interrelationships between dance and society, which form the context for movement expression. Skill development is accompanied by a study of twentieth century choreographers and the social conditions shaping their artistry. Readings, videos, concerts, classwork, written work, and work in technique enhance participants' knowledge. Usually offered every term.
PERF-095-001	PERF-124-001	Harmony I	Performing Arts	College of Arts and Sciences	SA	3	The principles of part-writing and harmonic progression through compositional and analytical work in which students harmonize given melodies or basses. Materials are limited to tonal music, triads and seventh chords with their inversions, cadences, harmonic progression, and simple modulations. Usually offered alternate falls. Prerequisite: PERF-120 or equivalent experience in music
PERF-095-002	PERF-104-001	Beginning Ballet	Performing Arts	College of Arts and Sciences	SA	3	Study of ballet from the sixteenth century European courts, as a form expressing the power and hierarchy of various monarchs, to its contemporary manifestations. Readings, videos, and concerts provide a social context while development of technical skill helps cultivate proficiency and understanding. Usually offered every term.
PERF-095-003	PERF-110-002	Understanding Music	Performing Arts	College of Arts and Sciences	SA	3	An introduction to musical language through listening and comprehension. The fundamentals of acoustics, melody, harmony, form, texture, and color in a wide range of music from ancient and global music to European concert music. Includes listening and concert attendance requirements. Usually offered every term.
PHIL-095-001	PHIL-105-002	Western Philosophy	Philosophy / Religion	College of Arts and Sciences	SA	3	A historical introduction to the Western philosophical tradition. Students closely examine classic and contemporary texts on the nature of reality, truth, morality, goodness, and justice; the possibility of knowledge; faith, reason, and the existence of God; and the issue of freedom and determinism. Usually offered every term.

PHIL-095-002	PHIL-105-004	Western Philosophy	Philosophy / Religion	College of Arts and Sciences	SA	3	A historical introduction to the Western philosophical tradition. Students closely examine classic and contemporary texts on the nature of reality, truth, morality, goodness, and justice; the possibility of knowledge; faith, reason, and the existence of God; and the issue of freedom and determinism. Usually offered every term.
PHIL-095-003	PHIL-220-002	Moral Philosophy	Philosophy / Religion	College of Arts and Sciences	SA	3	The theories concerning the nature of goodness found in Western philosophy. The major discussion issues are traditional principles for evaluating goodness and telling right from wrong; the difference between fact and value; the justification of normative judgments; objectivity in ethics; and the relationship between moral and nonmoral goodness. Usually offered every term.
PHIL-095-004	PHIL-235-001	Theories of Democracy	Philosophy / Religion	College of Arts and Sciences	SA	3	This course analyzes traditional Western theories of democracy and rights, both separately and in relation to each other, as well as contemporary approaches such as Habermasian, post-modern, feminist, and critical race theory. It also considers the East-West debate on human rights. Usually offered every spring.
PSYC-095-001	PSYC-105-001	Psych:Understand Hum Beh	Psychology	College of Arts and Sciences	SA	3	Survey of the social bases of behavior and the individual foundations of group and social behavior. The concepts and methodologies of psychology in such areas as social learning, motivation, personality, sex similarities and differences, and abnormal behavior. The interaction between the individual and social institutions is emphasized. Usually offered every term.
PSYC-095-002	PSYC-205-001	Social Psychology	Psychology	College of Arts and Sciences	SA	3	The processes of social thinking, such as the attribution of causality and the relation of attitudes to behavior; social influence, such as conformity, obedience, and persuasion; and social relations, including aggression, altruism, prejudice, and attraction. Focus on the individual in social settings. Research methods are emphasized. Usually offered every term.
RELG-095-001	RELG-185-003	Forms of the Sacred	Philosophy / Religion	College of Arts and Sciences	SA	3	An introduction to the method of studying the history of religions. A brief survey of primal religions and Judaism, Christianity, and Islam provides a basis for comparative analysis of the major Eastern religions: Hinduism, Buddhism, Chinese religion, and Shinto. Usually offered every term.
SIS-095-001	SIS-105-002	World Politics	International Service	School of International Service	SA	3	Patterns of conflict and cooperation in a rapidly-changing world. The primary focus is on concepts and theories which provide a framework for analyzing and understanding contemporary issues. The course examines the behavior of states and other international actors, seeks to explain foreign policies, and identifies the main characteristics of interaction among states. Usually offered every term.

SIS-095-002	SIS-105-004	World Politics	International Service	School of International Service	SA	3	Patterns of conflict and cooperation in a rapidly-changing world. The primary focus is on concepts and theories which provide a framework for analyzing and understanding contemporary issues. The course examines the behavior of states and other international actors, seeks to explain foreign policies, and identifies the main characteristics of interaction among states. Usually offered every term.
SIS-095-002	SIS-105-004	World Politics	International Service	School of International Service	SA	3	Patterns of conflict and cooperation in a rapidly-changing world. The primary focus is on concepts and theories which provide a framework for analyzing and understanding contemporary issues. The course examines the behavior of states and other international actors, seeks to explain foreign policies, and identifies the main characteristics of interaction among states. Usually offered every term.
SIS-095-003	SIS-105-007	World Politics	International Service	School of International Service	SA	3	Patterns of conflict and cooperation in a rapidly-changing world. The primary focus is on concepts and theories which provide a framework for analyzing and understanding contemporary issues. The course examines the behavior of states and other international actors, seeks to explain foreign policies, and identifies the main characteristics of interaction among states. Usually offered every term.
SIS-095-004	SIS-105-011	World Politics	International Service	School of International Service	SA	3	Patterns of conflict and cooperation in a rapidly-changing world. The primary focus is on concepts and theories which provide a framework for analyzing and understanding contemporary issues. The course examines the behavior of states and other international actors, seeks to explain foreign policies, and identifies the main characteristics of interaction among states. Usually offered every term.
SIS-095-005	SIS-105-012	World Politics	International Service	School of International Service	SA	3	Patterns of conflict and cooperation in a rapidly-changing world. The primary focus is on concepts and theories which provide a framework for analyzing and understanding contemporary issues. The course examines the behavior of states and other international actors, seeks to explain foreign policies, and identifies the main characteristics of interaction among states. Usually offered every term.
SIS-095-006	SIS-105-018	World Politics	International Service	School of International Service	SA	3	Patterns of conflict and cooperation in a rapidly-changing world. The primary focus is on concepts and theories which provide a framework for analyzing and understanding contemporary issues. The course examines the behavior of states and other international actors, seeks to explain foreign policies, and identifies the main characteristics of interaction among states. Usually offered every term.

SIS-095-007	SIS-110-001	Beyond Sovereignty	International Service	School of International Service	SA	3	The role of the sovereign state in a world of complex interdependence and the tension between nationalism and the necessity of cooperative global problem solving. Is the state becoming obsolete? Is global policy possible in such areas as environmental protection, resource management, and containment of the destructiveness of modern weapons? Usually offered every term.
SIS-095-008	SIS-140-002	Cross-Cultural Communic	International Service	School of International Service	SA	3	Examines the impact of culture on perception, thought patterns, values, and beliefs in order to better understand the behavior of individuals in different cultures. Specific concerns include cross-cultural conflict and negotiation; the relationship between dominant cultures and subcultures; the issues of race, gender, and class in various societies; and the dynamics of cross-cultural adjustment. Usually offered every term.
SIS-095-009	SIS-161-001	Civilizations of Asia	International Service	School of International Service	SA	3	Comparative study of the major historical, political, and cultural traditions of Chinese, Japanese, Indian, and Southeast Asian peoples. Usually offered every term.
SIS-095-010	SIS-206-007	Intro to Int'l Relations Rsrc	International Service	School of International Service	SA	3	Introduction to scientific method, data gathering, research design, statistical analysis, and computer applications for international relations and comparative studies research. The course is designed for the beginning student and employs a hands-on approach. The course also develops the analytical skills students need as active consumers of research findings. Applications are geared to research projects to be encountered in subsequent SIS courses. Usually offered every term.
SIS-095-011	SIS-215-002	Compet in Interdep World	International Service	School of International Service	SA	3	Economic competitiveness is a major contemporary issue, not only for the major powers, but also for newly industrializing countries and for developing nations. The forces affecting international competition and competitiveness are discussed through an examination of both domestic issues (debt, deficit, innovation, trade, education) and international issues, both political and economic. Usually offered every term.
SIS-095-012	SIS-255-003	China, Japan & the U.S.	International Service	School of International Service	SA	3	A multidisciplinary introduction to China and Japan that explores the history, culture, social structure, literature, art, politics, economics, and foreign relations of these important countries. Particular attention is paid to the context of East Asian international relations. Usually offered every term.
SIS-095-013	SIS-255-004	China, Japan & the U.S.	International Service	School of International Service	SA	3	A multidisciplinary introduction to China and Japan that explores the history, culture, social structure, literature, art, politics, economics, and foreign relations of these important countries. Particular attention is paid to the context of East Asian international relations. Usually offered every term.

SIS-095-014	SIS-258-001	Contemporary Russia	International Service	School of International Service	SA	3	Russia's contemporary political culture and its historical, economic, geographic, and social roots. Usually offered every fall.
SIS-095-015	SIS-296-001	Breakfast in the Americas	International Service	School of International Service	SA	3	This course applies an interdisciplinary approach to examine the political, economic, cultural, environmental, and social historical issues surrounding the commodities we commonly put on our breakfast table: coffee, sugar, bananas. By looking at the lives of people who produce the commodities, own the companies, and consume the products, the course considers how consumer practices affect the lives of those who produce these commodities, and the environment in which they are produced.
SIS-095-016	SIS-389-001	Domestic Sources of USFP	International Service	School of International Service	SA	3	Focuses on the societal forces of United States foreign policy including the media, interest groups, and public opinion. Considers the extent to which leaders can shape public opinion and the extent to which their actions are constrained by domestic politics.
SIS-095-017	SIS-396-004	Global Env Pol in Public Imag	International Service	School of International Service	SA	3	This course provides an introduction to global environmental politics as reflected in public imaginative discourse. Each week a work of fiction or literary non-fiction is paired with analytical articles on such issues as genetically modified organisms, climate change, nuclear testing, eco-terrorism, industrial pollution, and the tensions between environment and development.
SIS-095-018	SIS-528-002	Strat Comm, Intel & Nat'l Sec	International Service	School of International Service	SA	3	This course explores in detail the rising importance of communications factors in international relations as a strategic instrument of foreign policy and as a source of international conflict. The course concentrates on strategic intelligence collection, including the growth of intelligence gathering technologies, information-based military operations, cyber security and vulnerabilities, and the interaction of communications with transnational actors. The course also explores the current national structures of intelligence systems and decision-making processes, the role of so-called "information operations," and basic principles in the modern, network communications basis for the command and control of military forces. Also included is a comparative examination of specific cases where communications have been a major factor in either an escalation or de-escalation of hostilities.

SOCY-095-001	SOCY-100-002	American Society	Sociology	College of Arts and Sciences	SA	3	American pluralism and the variety of social arrangements and relationships found in American society. The emphasis is on how society is stratified; how organizations and institutions influence the way Americans think, talk, feel, and act; and how different groups (racial and ethnic) and divisions (gender and class) within society have differential access to power and privilege. Usually offered every term.
SOCY-095-002	SOCY-110-001	Views From the 3rd World	Sociology	College of Arts and Sciences	SA	3	Introduction to the sociology of the Third World through study of the works of its own intellectuals and political leaders. Reflections on Third World societal structures and explanations of dilemmas of development and of strategies for overcoming these dilemmas. The course links texts to their Third World context. Usually offered every term.
SOCY-095-003	SOCY-315-001	Major Social Theorists	Sociology	College of Arts and Sciences	SA	3	Examines the contributions of major thinkers in social theory. Focus on both □classical□ thinkers, such as Marx, Durkheim, and Weber, and more contemporary theorists, such as George Herbert Mead, Talcot Parsons, and Simone de Beauvoir. Traces formative influences on existing schools of social theory. Usually offered every fall. Prerequisite: SOCY-100 or SOCY-150
SOCY-095-004	SOCY-320-001	Intro to Social Research	Sociology	College of Arts and Sciences	SA	3	An introduction to the major research methods in social science, their links to theory and practice, and their use in research projects. Usually offered every fall. Prerequisite: SOCY-100 or permission of instructor.
STAT-095-001	STAT-510-001	Theory of Sampling I	Math / Statistics	College of Arts and Sciences	SA	3	Mathematical development of basic principles of survey design, including methods for determining expected value, bias, variance, and mean square error; simple random, systematic, stratified, cluster, multistage, and double sampling; unbiased, ratio, regression, and composite estimation; optimum allocation of resources; controlled and other nonsimple methods of selection; introduction to measurement error; and comparison of alternative designs. Usually offered alternate falls. Prerequisite: STAT-502 or equivalent.
STAT-095-002	STAT-530-001	Mathematical Statistics I	Math / Statistics	Sciences	SA	3	order statistics, point estimation, maximum likelihood, confidence