

# Summer Session

# @UNION

# 2002



# Summer Session @ Union

Summer Session is a great time for people of all ages to study at Union College and take advantage of the Capital Region's many attractions and events.

Choose from a wide variety of courses—from humanities, social sciences, science and engineering, to graduate programs in business, teacher education, computer science and engineering.

Recreational activities abound on the Mohawk and Hudson Rivers, in the resort village of Lake George and the Adirondack Mountains. Attend performances by the New York City Ballet, Philadelphia Orchestra, and a myriad of concerts offered by the Saratoga Performing Arts Center, including the Newport Jazz Festival.

Cooperstown's Baseball Hall of Fame and world class opera, Glimmerglass; Tanglewood (summer home of the Boston Symphony); Jacob's Pillow (home of world class classical and modern dance); and Williamstown (home of the Williamstown Theatre Festival) are all within easy access. Explore the historic homes of famous writers such as Edith Wharton, Herman Melville, Emily Dickinson, Nathaniel Hawthorn, and Edna St. Vincent Millay.

Finally, New York City, Boston, and Montreal are only three hours away by car or bus, less by train. Union's Summer Program schedule allows for three-day weekends, so take an excursion to these great cities, and have a great summer!

## Calendar

### May

13 Registration begins

### June

7 Registration ends for Term I\*

17 Term I begins – GMI only

18 Classes begin – Ed Studies/PSY 046 only

24 Classes begin – All others

### July

19 Registration ends Term II\* – GMI only

23 Term I ends – GMI only

24 Term II begins – GMI only

### August

24 Term II ends – GMI only

### Last day to drop/add or register:

Within 7 calendar days of the first class meeting.

\*A \$50 late fee is charged after this date.

## OFFICE HOURS

Monday – Friday 9:00 a.m. – 4:00 p.m

## SUMMER REGISTRATION

Visiting and new students who enroll in summer courses are designated as non-degree or special students. Visiting students from other colleges and universities should obtain permission from an appropriate official of their own school if they wish to transfer credit from Union College.

Qualified high school students may enroll in any of the lower level undergraduate courses. A high school recommendation is required.

All first-time students must submit an application form prior to registration.

## Center for Graduate Education and Special Programs

Lamont House

Union College

Schenectady, New York 12308

Telephone: (518) 388-6148

# General Information

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## CREDIT SYSTEM

Union College is on a trimester system; course units rather than hours are applied. Unless otherwise noted, each course is equivalent to 3<sup>1</sup>/<sub>3</sub> semester hours or five-quarter hours.

The course numbering system has four levels. Courses numbered 010-099 are those for which only undergraduate credit is given. Courses numbered 100-199 may be taken for upper level undergraduate or for graduate credit, although some programs may limit the number of 100-level courses which may be taken for graduate credit. Courses numbered 200-299 are graduate courses open to undergraduate students on approval of the student's academic advisor or the course instructor. Those numbered 300-399 are courses open to graduate students only.

## DINING

Cafeteria service will be available at the Reamer Campus Center during the summer.

## FEES

- Application Fee** . . . . . \$50
- Registration Deposit** . . . . . \$100
- All registrations must be accompanied by a deposit of \$100. This minimum fee is non-refundable unless courses are cancelled by the College. The deposit is applicable to tuition but must be paid before registration will be processed.
  
- Late Registration** . . . . . \$50
- A late registration fee will be charged after the last day of registration for each term.
  
- Laboratory fees** vary with course
- Transcript** . . . . . \$3
- Late Payment Fee** . . . . . \$50

## GRADING

Grades are awarded according to the following systems:

### Undergraduate

A	4.0	B+	3.3	C+	2.3	D	1.0
A-	3.7	B	3.0	C	2.0	F	0.0
		B-	2.7	C-	1.7		

### Graduate

A	4.0	B+	3.3	C	2.0	F	0.0
A-	3.7	B	3.0				
		B-	2.7				

Good standing in graduate studies requires a 3.0 average.

## HOUSING

Limited housing is available on campus. All inquiries should be directed to the Director of Residence Life, Old Chapel, Schenectady, New York 12308, (518) 388-6117.

## IDENTIFICATION CARDS

Students wishing to use college facilities must present their Summer School Identification Card, which is issued when full tuition payment is received. ID cards are issued at Office of Campus Safety. ID cards issued during the regular academic year are not acceptable.

## INDEPENDENT STUDY

Matriculated Union College students who intend to register for independent study during the summer must submit their proposal to the faculty member who will supervise the student's study, the student's departmental advisor and the appropriate dean. Approval forms are available at the Center for Graduate Education and Special Programs.

## IMPORTANT NOTICE to All Students Planning to Enroll in Summer Courses

All students attending New York State colleges and universities, whose birthdate is on or before January 1, 1957, are required to show proof of immunity against measles, mumps, rubella, and tuberculosis.

Proof of immunization must be submitted to the Health Services Office prior to registration. A form is available for this purpose. Students may also provide a physician's written statement as proof of immunization, but such documentation must provide all required information and be attached to our form. Health Services Office will provide the student with a "Health Clearance" form indicating compliance with the law. This form must be presented in order to register.

Students whose religious beliefs prohibit immunization, or for whom these immunizations would be detrimental to their health, will be required to submit documentation in support of their request for waiver. Questions concerning immunization requirements should be directed to the Health Services Office at (518) 388-6120.

## PARKING

Parking decals are necessary during the summer. Students must register their cars with the Office of Campus Safety and should obtain a list of Parking Regulations. Parking areas are indicated in gray on the map in the back of this catalog.

## TRANSCRIPTS

Official transcripts from Union College must be requested in writing. They cannot be sent to the student but will be mailed to other educational institutions, employers, and prospective employers. This insures the privacy of the student's academic records. Students however, may request an "unofficial" copy for their own use. If you are requesting that credit be transferred to another college, you must complete an Official Transcript Request Form available at the Center for Graduate Education and Special Programs. Transcripts are \$3.00 (official and unofficial).

## TUITION, REFUNDS, AND WITHDRAWALS

Full tuition payments are due on the last day of the registration period for each term as listed in the calendar. Tuition for undergraduate and graduate courses is listed below along with the schedule of fees for withdrawal.

## FEES FOR WITHDRAWAL FROM COURSES

Type of Course	Tuition	Within 7 days of First Class Meeting
Graduate Engineering . . . . .	\$2,036 . . .	\$150
Undergraduate Science & Engineering, Liberal Arts . . . . .	\$2,036 . . .	\$150
MBA . . . . .	\$1,716 . . .	\$150
Educational Studies . . . . .	\$1,382 . . .	\$150

To withdraw from a course, a student must notify the Center for Graduate Education and Special Programs **in writing**. Withdrawals prior to the first class meeting will receive a full tuition refund, less the \$100 deposit. Withdrawals **within seven calendar days** of the first class meeting will be charged a \$150 withdrawal fee. Withdrawals **after seven calendar days** from the first class meeting will be charged **full tuition** and will be recorded on the transcript as a "W."

Students may withdraw from a course up until the end of the fourth week of class. Withdrawal after the fourth week of class will appear as an "F." Any student who stops attending a course without written notification to the Center for Graduate Education and Special Programs will also receive an "F."

**Please note:** Students will not be permitted to withdraw if there is an outstanding balance on their bill.

## VETERANS ADMINISTRATION

Veterans who are eligible to receive educational benefits under the various chapters administered by the V.A. may obtain more information by contacting the Center for Graduate Education and Special Programs.

Entitlement will vary depending on the program. Veterans pay tuition and fees upon registering and subsequently receive benefit checks from the V.A. on a timely basis.

## BUILDING CODE KEY

BAIL	Bailey Hall
BUTR	Butterfield Hall
HUMN	Humanities
NWSE	North Wing of Sci & Eng Bldg
OLIN	Olin Center
STMZ	Steinmetz Hall

**Please note:** For matriculated Undergraduate students taking summer courses to fulfill their General Educational Curriculum or Writing Across the Curriculum requirements, please refer to the current Academic Register.

The information in this catalog was prepared as of April 1, 2002. Provisions of this publication are not to be regarded as an irrevocable contract between the student and Union College. The College reserves the right to make changes in its course offerings, degree requirements, regulations and procedures, and fees and expenses, as educational and financial considerations require.

Union College does not discriminate on the basis of age, sex, race, color, religious belief, disability, sexual orientation, or national origin. The College's policy of nondiscrimination extends to all areas of college operations, including but not limited to admissions, student aid, athletics, employment, and educational programs.

## Registration

Because certain courses have a limited enrollment, students are encouraged to register early, either by mail or in person. All payments must be made by check or credit card (MasterCard/Visa). An initial payment of \$100.00 must accompany your registration forms. Full tuition payments are due the first week of class.

The College retains the right to cancel a course if the enrollment is insufficient.

You will be notified by phone if a course is cancelled; therefore, it is imperative that you list a local number where you can be reached during the day.

### HOW TO FILL OUT REGISTRATION FORM

Please PRINT clearly.

- Complete all information on registration form.
  - I.D. Number
    - New Students: numbers will be assigned at the time of registration.
    - Previous Students: numbers provided on mailing labels.
  - Print full name.
  - Check applicable boxes.
  - Print course number and section in the boxes provided.
  - Tuition and lab fee: given for each course.
- A student submitting the registration materials and deposit will be sent a receipt and "balance due" statement. Those paid in full will receive a summer ID card entitling them to use campus facilities and services.
- Provided you have received immunization clearance, and have the proper signatures, you may mail your registration forms (with the \$100 deposit or full payment) to:

Center for Graduate Education and Special Programs  
Lamont House  
Union College  
Schenectady, New York 12308

Otherwise you must register in person. If you are paying by credit card, you may FAX your registration form to (518) 388-6686.

## Campus Resources

### ALUMNI GYM . . . . . (518) 388-6284

June 17– August 30  
Monday – Friday 9:00a.m. – 6:00p.m.  
Regular hours will resume on September 2

### COLLEGE BOOKSTORE . . . . . (518) 388-6188

The College Bookstore, located in Reamer Campus Center, is open Monday – Friday, 8:15a.m. – 4:00p.m.

#### Special Summer Hours:

Monday, June 17 8:15 a.m. – 6:00 p.m.  
Monday, June 24 8:15 a.m. – 6:00 p.m.  
Wednesday, July 24 8:15 a.m. – 6:00 p.m.

### SCHAFFER LIBRARY . . . . . (518) 388-6277

June 17– August 29  
Monday – Thursday 9:00 a.m.–10:00 p.m.  
Friday 9:00 a.m.– 5:00 p.m.  
Saturday Closed  
Sunday Noon – 5:00 p.m.

### SPORTS CAMPS . . . . . (518) 388-6284

Each summer, the athletic department of Union College sponsors a series of one-week sports camps for boys and girls entering grades four through twelve. Please call for more information.

### ACADEMIC ENRICHMENT PROGRAMS . . . . . (518) 388-6148

The Center for Graduate Education and Special Programs offers a series of one-week academic enrichment courses for students entering grades six through nine. Please call for more information.

# Courses at a Glance

Registration:	May 13 – June 7
June 17	Term I begins - GMI only
June 18	Classes begin – Ed Studies/ PSY 046 only
June 24	Classes begin – All other
July 24	Term II Begins – GMI only

## UNDERGRADUATE COURSE OFFERINGS

### ACCOUNTING

ACC 010	Survey of Accounting	June 24 – August 1	M/W	1 – 4 p.m.	St. John
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### ANTHROPOLOGY

ANT 080	North American Indians	June 24 – August 1	M/W	9 – noon	Schaefer
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### BIOLOGY

BIO 011	Topics in Contemporary Biology Lab	June 24 – August 1	T/TH TH	9 – noon 1 – 4 p.m.	Ott
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### CLASSICS

CLS 043	Classical Mythology	June 24 – August 1	T/TH	9 – noon	J. Sargent
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### ENGINEERING

EER 016	Digital Evolution Lab	June 24 – August 15	T/TH TH	4:30 – 6:20 p.m. 6:30 – 9:30 p.m.	Hedrick
EER 133	Communication Circuits Lab	June 24 – August 15	M/W W	4:30 – 6:20 p.m. 6:30 – 9:30 p.m.	Hassib

### ENGLISH

EGL 023	American Short Story	June 24 – August 1	T/TH	1 – 4 p.m.	Slade
EGL 031a	Genre Studies: How to Read Poetry	June 24 – August 1	M/W	9 – noon	Stevenson
EGL 038	Modern European Short Fiction	June 24 – August 1	T/TH	9 – noon.	Heinegg
EGL 055	Shakespeare to 1600	June 24 – August 1	T/TH	9 – noon	Stevenson
ESL	English as a Second Language* <i>*This is a non-credit course</i>	June 24 – August 1	T	1 – 4 p.m.	Dworkin

### HISTORY

HST 083	Mystics, Magic & Witchcraft	June 24 – August 1	T/TH	1 – 4 p.m.	S. Sargent
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### MODERN LANGUAGES

SPN 014	Practical Conversations in Spanish	June 24 – August 1	T/TH	1 – 4 p.m.	Gonzales
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### POLITICAL SCIENCE

PSC 012	International Politics	June 24 – August 1	T/TH	1 – 4 p.m.	Brown
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### PSYCHOLOGY

PSY 010	A First Course in Psychology	June 24 – August 1	M/W	6 – 9 p.m.	Spring
PSY 030	Personality	June 24 – August 1	M/W	1 – 4 p.m.	Spring
PSY 046	Introduction to the Neurosciences* <i>*5 week course</i>	June 18 – July 16	T/W/TH	9 – noon	Rieg

## GRADUATE COURSE OFFERINGS

### EDUCATIONAL STUDIES

EDS 211	Curriculum and Methods of Teaching English
EDS 212	Curriculum and Methods of Teaching Mathematics
EDS 213	Curriculum and Methods of Teaching Languages
EDS 214	Curriculum and Methods of Teaching Science
EDS 215	Curriculum and Methods of Teaching Social Studies
EDS 216	Curriculum and Methods of Teaching Technology
EDS 240	Psychology of Teaching
EDS 240L	Microteaching Laboratory

### MBA COURSES

#### TERM I June 17th – July 23rd (T/TH classes must make provisions for July 4th Holiday)

GMI 200	Managing Ethically in a Global Environment	T/Th	6 – 9:30 p.m.	Belasen
GMI 210	Financial Accounting	M/W	6 – 9:30 p.m.	Arnold
GMI 225	Marketing Management and Strategy	M/W	6 – 9:30 p.m.	Barth
GMI 264	Entrepreneurship ( <i>Held off campus</i> )	M/W	6 – 9:30 p.m.	Schwartz/Sinopoli

#### TERM II July 24th – August 29th

GMI 212	Managerial Accounting and Finance	M/W	6 – 9:30 p.m.	St. John
GMI 251	Managing People and Teams	T/TH	6 – 9:30 p.m.	Nydegger
GMI 260	Executive Decision Processes in Global Environments	M/W	6 – 9:30 p.m.	Belasen

# Courses

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## Undergraduate Course Descriptions

All courses are six weeks unless otherwise stated  
**TTH classes** must make provisions for the July 4th Holiday

### ACCOUNTING

#### ACC 010. Survey of Accounting

*St. John; MW 1:00-4:00* *STMZ 106*

A survey of selected topics within various areas of accounting such as managerial accounting, financial accounting and tax accounting. Emphasis will be placed on concepts and not on record keeping.

### ANTHROPOLOGY

#### ANT 080. North American Indians

*Schaefer; MW 9:00-12:00* *NWSE 222*

A survey of North American Indians including their pre-history, the historical changes they have experienced, and a discussion of their current lifestyles, government policies, and problems.

### BIOLOGY

#### BIO 011. Topics in Contemporary Biology (with lab)

*Ott; TTH 9:00-12:00* *NWSE 222*  
*Lab TH 1:00-4:00* *SWSE 301*

Introduces students to methods and thought processes of experimental and descriptive biology. Topics include an overview of DNA structure and function; basic Mendelian genetics; evolution and natural selection at the population level; the process of speciation and the resulting diversity of animal and plant life; interaction between species, the ecology of communities, and their interactions with abiotic factors of the environment. One lab per week.

### CLASSICS

#### CLS 043. Classical Mythology

*J. Sargent; TTH 9:00-12:00* *BAIL 306*

Greek and Roman myths, with an emphasis on the ancient sources. All readings will be in English.

### ENGINEERING

#### EER 016. Digital Evolution (8 week course)

*Hedrick; TTH 4:30-6:20* *BUTR 300*  
*Lab TH 6:30-9:30* *NWSE 104*

Topics include the description of the digital computer, its main components, how it works, binary numbers, combinational logic counters and registers, semiconductors, the BJT and FET as a switch, introduction to VLSI scaling, inverters, pass logic. Includes a lab. Not open to students who have taken EE-18.

#### EER 133. Communication Circuits (8 week course)

*Hassib; MW 4:30-6:20* *STMZ 106*  
*Lab W 6:30-9:30* *NWSE 108*

Communication circuits, including coupling networks, electrical noise, high-frequency amplifiers, mixers, phase locked loops, high efficiency and broadband amplifiers,

modulators and demodulators, pulse modulation techniques. Design projects required. (Prerequisite: EE 50, 63 or permission of the instructor)

### ENGLISH

#### EGL 023. The American Short Story

*Slade; TTH 1:00-4:00* *BAIL 312*

The short story's evolution. Among the writers given special attention: Poe, Hawthorne, Melville, James, Anderson, Hemingway, Faulkner, and Barth.

#### EGL 031a. Genre Studies: How to Read Poetry

*Stevenson; MW 9:00-12:00* *OLIN 305*

Students will examine a broad sampling of poetry in order to investigate sources and characteristics of the unique powers claimed throughout the centuries for poets and poems, to formulate notions of how poems operate in ways peculiar to themselves, and to develop and defend standards of personal aesthetic preference.

#### EGL 038. Modern European Short Fiction

*Heinegg; TTH 9:00-12:00* *BUTR 300*

The landscapes of modern life—often grim and desolate, populated by lost souls and broken hearts—as seen by seven great writers, Gustave Flaubert, Anton Chekhov, Thomas Mann, Isaac Babel, Franz Kafka, and I. B. Singer, who challenge the dehumanization of their times with the splendor of their art.

#### EGL 055. Shakespeare to 1600

*Stevenson; TTH 9:00-12:00* *NWSE 210*

The early plays and poems considered as forms of experimentation and development within the frame-work of Elizabethan culture.

#### English As A Second Language

*Dworkin; T 1:00-4:00* *OLIN 106*

**\*\*This is a non-credit course, price \$320\*\***

The English course is intended for students who want to gain a high level of English proficiency. It will be a program for the non-native student. Students will actively participate in activities focused on listening, speaking, reading and writing skills. These practice tasks will be authentic exercises which will draw on the learner's own experience and will enable him/her to participate effectively. Case discussions, oral presentations and negotiations will be combined with the development of social skills for transactional situations (ordering meals, hiring a taxi, etc.) to give students the necessary confidence to interact with native speakers.

### HISTORY

#### HST 083. Mystics, Magic & Witchcraft

*S. Sargent; TTH 1:00-4:00* *BAIL 300*

A survey of learned and popular beliefs about the influence of supernatural and occult powers on individuals and society.

## MODERN LANGUAGES

### SPN 014. Practical Conversations in Spanish

Gonzales; TTH 1:00-4:00 OLIN 305

This course will focus on practicing conversational skills in Spanish, making use of audiovisual material and other cultural texts. Grammar review and vocabulary growth will also be implemented. The course will provide the necessary conversational skills to prepare students who plan to complete a term abroad, and/or those who want to increase their spoken proficiency in Spanish.

## POLITICAL SCIENCE

### PSC 012 . Introduction to International Politics

Brown; TTH 1:00-4:00 OLIN 301

Political relations among states, evolution of the Western state system, nationalism, the balance of power, diplomacy, international organization and law; the problems of war and peace in the context of the Cold War and after.

## PSYCHOLOGY

### PSY 010. A First Course in Psychology

Spring; MW 6:00-9:00 BAIL 306

The activities and experiences of the human being. Personality and its development, motives, learning and intelligence, and behavior in conflict.

### PSY 030. Personality

Spring; MW 1:00-4:00 BUTR 300

Classical and contemporary theories of personality, with an emphasis on current issues and research in the field. (Prerequisite: Psychology 10 or equivalent)

### PSY 046. Introduction to the Neurosciences

Rieg; TWTH 9:00-12:00 BAIL 312  
begins June 18 – July 16 (5 week course)

Basic concepts of brain functioning as they relate to psychological phenomena. Neuroanatomy, neurotransmission, and brain sites Important in the mediation of consummatory behavior, emotions, pleasure, sleep, and memory. (Prerequisite: Psychology 10 or equivalent)

## Educational Studies

All Educational Studies courses are part of their eight-week summer program which begins June 18. Please call the Educational Studies office at (518) 388-6361 for specific dates, locations, and times of each course listed.

### EDS 211. Curriculum and Methods of Teaching English

Moore HUM 116

Curricular planning and instruction for the teaching of English at the secondary school level. The course will include an analysis of secondary school language arts curricula, instructional techniques and strategies, designing and locating instructional materials, planning, implementing and evaluating units and lessons.

### EDS 212. Curriculum and Methods of Teaching Mathematics

Staff HUM 012

Curricular planning and instruction for the teaching of mathematics at the secondary school level. The course will include an analysis of classic and current secondary mathematics curricula, instructional techniques and strategies for teaching mathematical concepts, designing and locating instructional materials, planning, implementing and evaluating units and lessons.

### EDS 213. Curriculum and Methods of Teaching Languages

Staff HUM 010

Curricular planning and instruction for the teaching of modern and classical languages at the secondary school level. The course will include an analysis of secondary language curricula and methodologies, the teaching of speaking, listening, reading and writing, designing and locating instructional materials, planning, implementing and evaluating units and lessons.

### EDS 214. Curriculum and Methods of Teaching Science

Scott HUM 014, 016

Curricular planning and instruction for the teaching of science at the secondary school level. The course will include an analysis of classic and current secondary science curricula, techniques and strategies for teaching scientific concepts, laboratory methods and safety, designing and locating instructional materials, planning, implementing and evaluating units and lessons.

### EDS 215. Curriculum and Methods of Teaching Social Studies

R. Reynolds HUM 112, 117

Curricular planning and instruction for the teaching of social sciences at the secondary school level. The course will include an analysis of secondary social studies curricula, models and techniques for teaching and integrating the various social sciences, designing and locating instructional materials, planning, implementing and evaluating units and lessons.

### EDS 216. Curriculum and Methods of Teaching Technology

HUM 019

Designed for those with a technology or engineering background, this course will help prepare technology educators to promote students' learning by the use of multiple instructional models. This course builds teacher skills in lesson planning, content organization, and hard and software evaluation and use. New York State Standards for technology and evolving approaches to integration of technology in the teaching/learning process will also be explored. Only matriculated MAT students may enroll in this course.

### **EDS 240. Psychology of Teaching**

*Allen/Blom/Hall/Snyder*

*HUM 115*

Theories of learning and cognition applied to instruction; models and research on teaching in secondary schools, including essential elements of literacy teaching in the content areas. This course will include a laboratory component with microteaching experiences and must be taken in the summer preceding the teaching internship. Only matriculated MAT students may enroll in this course. (Co-requisite: EDS 240 LAB)

### **EDS 240L. Microteaching Laboratory**

*Kelley/Kennedy/Merriman HUM 014,016,019,008*

Students prepare and present several 5-30 minute lessons using a variety of modes and models. Lessons are videotaped and critiqued by peer-coaches and laboratory faculty. (Co-requisite: EDS 240 recitation)

## **MBA Course Descriptions**

**Term I:** June 17 – July 23

**Term II:** July 24 – August 29

TTH classes must make provisions for the July 4th Holiday

### **GMI 200. Managing Ethically in a Global Environment**

**TERM I** *Belasen; TTH 6-9:30 p.m. HU 008*

This course examines issues of team functioning, ethics, and managing differences, all in an increasingly global business environment. Students work individually and in groups to improve written and verbal communication skills.

### **GMI 210. Financial Accounting**

**TERM I** *Arnold; MW 6-9:30 p.m. HU 008*

A study of the accounting cycle, including preparation and analysis of income statement and balance sheets, price level problems, ratio analysis, and funds flow-cash flow; a critical study of generally-accepted accounting principles.

### **GMI 225. Marketing Management and Strategy**

**TERM I** *Barth; MW 6-9:30 p.m. OLIN 102*

This course presents readings and case studies in strategic market planning, a discussion of the product life cycle, marketing mix, product policy, pricing strategies, channels of distribution, promotion, international marketing, and marketing organization with special emphasis on long term implications.

### **GMI 264. Entrepreneurship**

**TERM I** *Sinopoli/Schwartz; M/W 6-9:30 p.m.*

*Course held off campus, 8 Airport Park Blvd, Latham, NY (<http://www.shggroup.com.contactus.htm>) for directions*

The primary objective of this course is to develop an awareness of the process of new venture creation, whether it is an intrapreneurial or entrepreneurial event. The skills, knowledge and attitudes important for creating new ventures, and the complex tasks faced by individuals who start and manage new and growing businesses as

well as corporate ventures and franchises will be addressed. The course is designed to provide a broad overview of management, and financial issues. We will pay particular attention to: entrepreneurial decision making, techniques entrepreneurs and investors use for evaluating and testing the feasibility of business opportunities, understanding the impact of market and industry forces on start up, performance and survival of new ventures, financing a business opportunity, etc.

### **GMI 212. Managerial Accounting and Finance**

**TERM II** *St. John; MW 6-9:30 p.m. HU 008*

An introduction to the tools and techniques of financial analysis and decision-making. Topics covered include financial statement analysis, cost classification and behavior, cost-volume-profit analysis, incremental cost analysis, time value of money, capital budgeting, risk and return, capital structure and the cost of capital, and financial planning. Spreadsheet programs are used extensively in this course. (Prerequisite: GMI 210)

### **GMI 251. Managing People and Teams in Organizations**

**TERM II** *Nydegger; TTH 6-9:30 p.m. HU 008*

This course approaches management issues from the "human" side. By relying on text materials related to basic theory and research in management, and by integrating activities and "hands-on" learning opportunities, students have a broad range of techniques that equip them to function as effective managers in modern organizations. Particular emphasis is given to skills and activities associated with Total Quality Management.

### **GMI 260. Executive Decision Processes in Global Environments**

**TERM II** *Belasen; MW 6-9:30 p.m. OLIN 102*

Along with information technology, international management is the major challenge facing organization in the hypercompetitive global marketplace. Companies that once served a specific geographic area or serviced a specific need have learned to compete with Anybody, Anywhere, Anytime. Needing to diversify in order to compete effectively, an increasing number of multinational companies are finding it essential to anticipate changes and innovate continually to become world-class organizations. Global management requires visionary leaders and strategic thinkers who are driven by a customer focus and continuous improvement, supported by a fluid virtual organization and sustained by creative human capital and extensive information technology. These leaders must also recognize the existence of cognitive barriers to decision-making and how to overcome decision traps and make better choices for their multinational companies. Using internet-based search engines, cases, and small group projects, students will have hands-on experiences and acquire the skills necessary to become successful decision makers for their multinational companies.

# Administration & Faculty

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## ADMINISTRATION

**Roger H. Hull**, J.D., President

**Christina E. Sorum**, Ph.D., Vice President for Academic Affairs/Dean of Faculty

**Sue Lehrman, Ph.D.**, Dean, Center for Graduate Education and Special Programs

**Lloyd Tredwell**, Associate Dean, Center for Graduate Education and Special Programs

**Mary D'Amelia**, Director, Center for Graduate Education and Special Programs

## FACULTY

**Patrick F. Allen**, Director of Educational Studies; B.A. 1963, University of California; M.A. 1967, Ph.D. 1974, Indiana University

**Donald F. Arnold**, Professor of Management; B.S. 1966, State University of New York at Albany; M.B.A. 1968, Ph.D. 1972, State University of New York at Buffalo

**Robert Barth**, Adjunct Associate Professor of Management. B.S., University of Florida; M.B.A., Oklahoma City University

**Alan T. Belasen**, Adjunct Associate Professor of Management; B.A. 1979, M.P.A. 1981, Hebrew University of Jerusalem; Ph.D. 1987, State University of New York at Albany

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