

**CATALOG**  
*of*  
**STUDY**  
**2022**





# ACT STATEMENT OF ACCREDITATION

The American College of Thessaloniki, a division of Anatolia in Thessaloniki, Greece, is accredited by the New England Commission of Higher Education (NECHE).

Accreditation of an institution of higher education by NECHE indicates that it meets or exceeds criteria for the assessment of institutional quality periodically applied through a peer review process.

An accredited college or university is one which has available the necessary resources to achieve its stated purposes through appropriate educational programs, is substantially doing so, and gives reasonable evidence that it will continue to do so in the foreseeable future. Institutional integrity is also addressed through accreditation. Accreditation by NECHE is not partial but applies to the institution as a whole. As such, it is not a guarantee of every course or program offered, or the competence of individual graduates. Rather, it provides reasonable assurance about the quality of opportunities available to students who attend the institution.

Inquiries regarding the accreditation status by NECHE should be directed to the administrative staff of the institution.

Individuals may also contact:

New England Commission of Higher Education  
3 Burlington Woods Drive, Suite 100  
Burlington, MA 01803-4514  
781-425-7785  
e-mail: [info@neche.org](mailto:info@neche.org)  
web-site: [www.neche.org](http://www.neche.org)



## **OPEN UNIVERSITY VALIDATION:**

### **Institutional Approval and Program validation by The Open University**

The American College of Thessaloniki is approved by The Open University (OU) as an appropriate organization to offer higher education programs leading to Open University validated awards.

All of ACT's undergraduate degree programs- BSc (Hons) Business Administration, BSc (Hons) Business Computing, BSc(Hons) Computer Science, BA (Hons) English, BSc (Hons) in Psychology and BA (Hons) Political Science and International Relations - are currently validated by The Open University. Starting Fall 2013, all entering students follow a program of studies leading simultaneously to a dual degree: an American degree and a European degree awarded by The Open University. ACT is one among few institutions to enjoy such a privilege in international higher education. Details on these programs are available from the Admissions Office and the Provost's Office.

For more information about The Open University and its validation services, including the Student's guide to studying on a program validated by The Open University, please visit <https://www.open.ac.uk/about/validation-partnerships>

### **Institutional Memberships**

The American College of Thessaloniki holds institutional membership in the following organizations:

1. Association of American Colleges of Greece (AACG)
2. Association of American International Colleges and Universities (AAICU)
3. The Institute of International Education (IIE)
4. American International Consortium of Academic Libraries (AMICAL)
5. Committee for the Support of Libraries (CSL)





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# UNDERGRADUATE DEGREE PROGRAMS

## Fall 2021

Resit Exams for Spring I, Spring II and Summer Terms	September 6-17 (M-F)
Study Abroad Housing Opens/ On-campus Housing Opens	September 13 (M)
New Student Orientation/Study Abroad Orientation/Registration	September 15-17 (W-F)
First Day of Classes	September 20 (M)
Last Day for Course Changes	September 24 (F)
Fall Break	October 26-28 (Tu-Th)
Last Day to Withdraw from a Course	October 29 (F)
Polytechnic Day, no classes	November 17 (W)
Last day of classes	December 3 (F)
Final Exams for all courses	December 6-14 (M-Tu)
Study Abroad Housing Closes	December 15 (W)

## Spring I 2022

Study Abroad Housing Opens	January 4 (Tu)
New Student Orientation/Study Abroad Orientation/Registration	January 5 & 7 (W & F)
First Day of Classes	January 10 (M)
Last Day for Course Changes	January 14 (F)
OU Exam Board (tentative)	January 31-February 3 (M-Th)
Fall Resit Exams, No Classes	February 10-11 (Th-F)
Last Day to Withdraw from a Course	February 18 (F)
Shrove Monday (Kathara Deftera), No Classes	March 7 (M)
Last Day of Classes	March 24 (Th)
Independence Day, No Classes	March 25 (F)
Final Exams for all courses	March 28-April 1 (M-F)
Study Abroad Housing Closes	April 6 (W)

## Spring II 2022

Study Abroad Housing Opens	April 3 (Sun)
First Day of Classes	April 4 (M)
Last Day for Course Changes	April 7 (Th)
Last day before Easter break	April 15 (F)
Classes resume	May 2 (M)
Last Day to Withdraw from a Course	May 11 (F)
Last Day of Classes	June 3 (F)
Final Exams for all courses	June 6-7 (M-Tu)
Study Abroad Housing Closes	June 8 (W)

## Summer 2022

Study Abroad Housing Opens	June 10 (F)
Study Abroad Orientation	June 14 (Tu)
First Day of Classes	June 15 (W)
Last Day for Course Changes	June 16 (Th)
Last Day to Withdraw from a Course	June 27 (M)
OU Exam Board (tentative)	June 27-30 (M-Th)
Commencement	July 5 (Tu - Tentative)
Last Day of Classes	July 13 (W)
Reading Day	July 14 (Th)
Final Examinations	July 15 (F)
Study Abroad Housing Closes	July 17 (Sun)



# GRADUATE PROGRAMS

## Fall 2021

### Term 1

First day of Classes	September 27 (M)
No Classes	October 25-29 (M-F)
Classes Resume	November 1 (M)
No Classes	November 15-19 (M-F)
Final Examinations	November 22-26 (M-F)

### Quarter 2

First day of Classes	November 29 (M)
Last day of Classes before Winter break	December 23 (Th)
Classes Resume	January 10 (M)
No Classes	January 24-27 (M-Th)
Make up day for December 24	January 28 (F)
Final Examinations	January 31- February 4 (M-F)

## Spring 2022

### Term 3

First day of Classes	February 7 (M)
Shrove Monday, No Classes	March 7 (M)
Make up day for March 7	March 21 (M)
No Classes	March 22-25 (Tu-F)
Final Examinations	March 28 - April 1 (M-F)

### Term 4

First day of Classes	April 4 (M)
Last day of Classes before Spring break	April 15 (F)
Classes Resume	May 2 (M)
Final Examinations	May 30 - June 3 (M-F)





## ACADEMIC & STUDENT AFFAIRS AND INTERNATIONAL PROGRAMS

### Associate Dean for Administration & Student Affairs

**Dr. Grigoris Baglavas**

Stavros Constantinidis Hall, Ground Floor  
2310-398382  
grigoris@act.edu

### Associate Dean of Academic Affairs

**Dr. Sevasti Kessapidou**  
Office 21, Bissell Library  
2310 398-387  
skessapi@act.edu

The Provost's office oversees and coordinates all aspects of academic & co-curricular life at ACT. The Office aims to foster intellectual, emotional and physical growth and leadership potential in an environment that supports and challenges the student population. The College's size and commitment to personal attention allows faculty advisors and Student Services staff to engage students in a variety of student clubs and academic societies, leadership development and community service opportunities, athletics, and recreational sports.

All issues relating to academic affairs & student services / policies are clearly defined and detailed in the ACT Student Handbook. It is intended to address some of the common questions and concerns relating to academic and student life.

## OFFICE OF INTERNATIONAL PROGRAMS

### Director of International Programs

**Ms. Heather Funk Theodoridi**  
Stavros Constantinidis Hall, First Fl.  
2310-398215  
heather@act.edu

### Study Abroad Coordinator

**Ms. Miranda Margariti**  
Stavros Constantinidis Hall  
2310-398-205  
Email: mmargari@act.edu

### Enrolment Office for North America

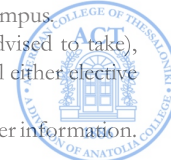
**Vanessa Constantinidis**  
**Associate Director of Enrollment for North America**  
Anatolia College Trustees Office  
18 Tremont Str., Suite 784, 7th Floor  
Boston, MA 02108  
(877) 524-7301 toll free (in US)  
(617) 742-7992 (US Office)  
Email: abroad@act.edu

## Study Abroad Opportunities US Students Coming to ACT

The Study Abroad Program at ACT has been growing in the past few years with a large number of students coming to ACT from the US each year. The Office of International Programs is responsible for the Study Abroad Program at ACT (for US students studying at ACT). All study abroad students are bound to the rules and regulations of the Handbook and the Catalog of Study.

The ACT study abroad program includes a two-day comprehensive study abroad orientation, two cultural excursions per semester or summer program, many optional group field trips and excursions and an exit evaluation. Study-abroad students are fully integrated into ACT's regular courses and programs during their semester (or year) on campus. In addition to Modern Greek (which all study-abroad students not fluent in the language are strongly advised to take), students are free to enroll in any other courses they wish, offered during a given semester, in order to fulfill either elective or major requirements at their home institution.

Students interested in studying abroad at ACT should address the Office of International Programs for further information.



## ACT Students Studying in the US or Europe

ACT has signed a number of study abroad and exchange agreements with colleges and universities that enable students to spend a semester (or, in some cases, an academic year) studying abroad. Through these study abroad and exchange agreements, ACT students may spend a semester, usually in their second or third year of study, at a college in the US or Europe, and upon return to ACT receive full transfer credit for all courses successfully completed while abroad. Agreements with partner schools allow ACT students to enroll at collaborating institutions for a semester while continuing to pay ACT tuition and fees.

## FINANCIAL POLICIES

### Vice President for Finances & Human Resources/CFO

Mr. Pavlos Floros

Stephens Hall, First Floor

2310 398-214

Email: pfloros@act.edu

All issues relating to financial policies / administration are clearly defined in the ACT Student Handbook. Following is a synopsis of the financial aid policy and the eligibility criteria applicable for interested students.

## Scholarships at ACT

The very definition of the word ‘scholarship’ embodies what the college experience is all about – learning, knowledge acquired by study, and the academic achievements of a student. ACT recognizes top students for outstanding academic achievement and helps them build a better future.

ACT strives to be not only the first choice, but also an affordable choice for the education of youth from Greece, Southeast Europe, the US and beyond. To that end, the College awards financial aid to a substantial number of students in each entering class. Financial aid awards aim to make quality education affordable to students in need, particularly during these difficult times, and also reward a student’s academic accomplishments and potential. The American College of Thessaloniki has developed a well-established program of financial aid to assist students in their quest for college education. This program ensures that no student should be deprived from attending ACT because of financial strains.

Our goal is to provide opportunities for academically talented students to achieve their aspirations through the pursuit of college education. At ACT, we foster an environment of recognition and equal opportunities that lead to academic excellence.



## **Financial Aid Scholarships at ACT**

### **What is a financial aid scholarship?**

The financial aid program grants awards to both local and international undergraduate and graduate students. Financial aid grants will be determined according to student or family financial need, as appropriate, and academic merit within College budget limitations. Financial aid is a percentage reduction in the ACT tuition fees.

### **How can I apply?**

Candidates should submit the following documents to the Admissions Office:

- a letter explaining in detail the financial situation of the candidate's family, and his/her educational objectives;
- the complete tax statements of the people financially responsible for the candidate (parents/guardians) for the last two years, including the real estate tax statement;
- a personal CV;
- a completed ACT Financial Aid Application Form (online).

### **When should I apply?**

Candidates who wish to be considered for a Financial Aid Scholarship must complete ACT's Financial Aid Application online in addition to their application for admission. The application must be submitted, complete with all supporting material, at the time of admission application. Due to the limitation of funds available, it is advisable to apply in time. A Financial Aid scholarship is normally renewed on an annual basis, pending availability of funds, and providing that the recipient:

- Maintains a good academic standing based on the award level received.
- Maintains a full-time status; except for graduating seniors in their last semester.
- Continues to demonstrate financial need

The financial aid committee consists of administrative and faculty staff members. The committee decides based on the credentials submitted by the applicants and the availability of funds. Notification regarding a financial aid scholarship is normally made within a month after the application.

### **Who is eligible for a financial aid scholarship?**

Any candidate applying for admission to the school may apply for a financial aid scholarship. ACT does not discriminate on the basis of race, creed, color, sex, national origin, age or disability in the administration of its academic and admission policies, scholarship and financial assistance programs.

In order to be considered for the Institutional Financial Aid program, certain requirements must be met:

- Be enrolled or accepted for enrollment.
- Be degree-seeking.
- Demonstrate financial need through submitting the financial aid application.

An interview maybe required, either in person, for Greek residents, or via skype, for international applicants.



## THE BISSELL LIBRARY

The Bissell Library of the American College of Thessaloniki (ACT) opened in the fall of 2002 and is one of the largest English language libraries in Greece and southeast Europe. The three-level, 4,500-square meter building houses the Bissell Library, plus the Stavros Niarchos Technology Center which is located in the basement. The Bissell Library offers a collection of over 30,000 books in print, over 200,000 electronic books, DVDs, and other media. The Library collection concentrates on business, English language and literature, international relations, politics, Balkan studies, computing, hospitality and tourism, psychology and media studies. Additionally, there is a Study Skills Collection (designed to support students' learning, research, writing, and presentation and English language skills), a Faculty Development Collection, a Wellbeing Collection, Librarians' Development Collection, and a wide selection of fiction in English.

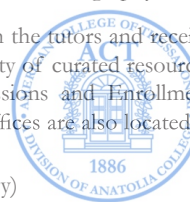
Library staff are available all hours the Library is open to assist with research and information literacy. In addition, during periods the Library building is compelled to close as a physical space (such as the COVID-19 emergency) Library staff provide online support and a scanning service via email. Students are encouraged to contact the Bissell Library with any questions, Library resource suggestions, and research support requests by phone (2310 398 390), via GoogleMeet online meetings or email at [bissell@act.edu](mailto:bissell@act.edu). For more information please visit the Bissell Library website at <https://anatolia.libguides.com/bissell>. The Anatolia Libraries (Bissell Library of ACT, the Eleftheriades Library of Anatolia College, and the Anatolia Elementary School Library) share a Library catalog in which collections of all Libraries may be searched. All currently enrolled students are entitled to full use of the Anatolia Libraries holdings. A current ACT student or alumnus identification card or public membership account is required to use the collections.

Facilities and services provided:

- access to a wealth of academic content via the library website
- how to access our “Online Library” guide
- around 15,000 full-text journals, magazines, and newspapers
- 44 research databases
- 24/7 access to the online library and library catalog both on- and off-campus
- a wi-fi enabled building including network ports
- 250 seating places and 4 computers
- Library lab for up to 24 students
- quiet, group study, social zones and study rooms
- a designated Academic Liaison Librarian for each division
- subject specific research guides
- information literacy program
- research support (drop-in or by appointment), including online
- self-service printing, photocopying and scanning
- laptops, chargers, adaptors and calculators for borrowing
- popular magazines
- filtered water fountain and coffee machine
- regular art exhibitions
- ebook and audio fiction collections and biography

The Learning Hub is located on the upper level of the Library. Students are invited to meet with the tutors and receive assistance with their writing, study, English language, science and digital skills needs. A wide variety of curated resources designed to support student learning are available at: [www.act.edu/learninghub](http://www.act.edu/learninghub). The Admissions and Enrollment Department as well as the Career Services & Alumni Relations and the Entrepreneurship Hub offices are also located in the Bissell Library.

Follow us on Facebook to be informed of Bissell Library events ([www.facebook.com/bisselllibrary](http://www.facebook.com/bisselllibrary))



## UNDERGRADUATE DEGREE REQUIREMENTS

In order to successfully complete all requirements for graduation from the College, students must fulfill or have:

1. A minimum of forty courses, or at least 121 credit hours, including at least one laboratory session.
2. An 'Introduction to College Life' non-credit course (ACT 100) during the first year of studies.
3. General Education Requirements (GER): The courses listed below satisfy the GER, and in some cases, may be used to also satisfy requirements for certain majors.

### (I) The Arts and Humanities

#### *Group A (Communication):*

English 101, 102, 203 /204

#### *Group B (Philosophy):*

Philosophy 101, 203

#### *Group C (Literature & Fine Arts):*

One course from: English 120, Art 120 or 121, Music 120

### (II) The Sciences

#### *Group A (Natural and Physical Sciences):*

One course from: Biology 112, Chemistry 115, Ecology 110, Physics 120, Nutrition 130

#### *Group B (Mathematics and Statistics):*

One course from: Math 100, 101, 115, 120, Statistics 205

#### *Group C (Computer Science):*

One course from: Computer Science 101, 105, 107, 151

Plus one additional course from any of Groups A-C



(III) The Social Sciences

*Group A (Politics and Economics):*

Economics 101, Politics 101

*Group B (Anthropology, Psychology, Sociology):*

One course from: Anthropology 101, Psychology 101, Sociology 101

*Group C (History):*

One course from: History 120 or Social Science 210

4. All prescribed requirements in the student's declared major(s)-concentration(s)-minor(s), as these are specified under each program. Students are encouraged to consult the Student Handbook for more information on General Education Objectives.
5. An overall GPA of 2.0 (C) or better.
6. After fulfilling all GER/major/concentration requirements for their degree, students may use any residual courses up to the minimum graduation requirement of 40 courses in order to complete a second concentration, a minor, or even a double major. Students must fulfill all prescribed work in their declared major(s) - concentration(s)-minor(s), but may use a common course required in more than one major or minor to satisfy the requirements of both programs, unless otherwise specified.
7. Minimum Residency Requirement: Students must complete at least one fourth of their undergraduate program, including advanced work in the major or concentration, at the institution awarding the degree. As a consequence, all candidates for an ACT degree must have been in residence at the College for at least the last two semesters of full-time instruction, assuming availability and equivalency of transferable courses.
8. Starting with Fall 2013, all entering students complete a single course of studies leading simultaneously to a dual degree: an American degree and a European degree (validated Honors Diploma) awarded by the British Open University: All of ACT's undergraduate degree programs - BSc (Hons) Business Administration, BSc (Hons) Business Computing, BSc (Hons) Computer Science, BA (Hons) English, BSc (Hons) in Psychology and BA (Hons) Political Science and International Relations - are currently validated by The Open University.

A student must meet a common set of degree requirements for the dual degree. All ACT degree requirements must be met in order to confer an Open University validated degree. Details on course offerings and program requirements can be found under each Division.

Students are subject to all ACT academic policies and regulations and in addition are subject to the Open University regulations for the validated program of studies. The ACT Student Handbook includes all applicable policies and regulations.



## ACADEMIC DIVISIONS & AREAS









## DIVISION of BUSINESS STUDIES

**Dr. Nikolaos L. Hourvoulides, Professor of Finance, Chair of the ACT Business School**  
 BA Economics, Aristotle University of Thessaloniki;  
 MBA Yale School of Management, Yale University;  
 PhD in Financial Derivatives, Aristotle University of Thessaloniki  
 Tel.: +30-2310-398385  
 Email: hourvoul@act.edu

**Mr. Anastasiou Anestis, Assistant Professor,  
 Coordinator, Tourism & Hospitality**  
 BEng Mechanical Engineering, University College of London; MSc Energy Management, City University;  
 MSc International Management, Kings College; Pg Dip Higher Education Teaching, University of Aber-  
 tray Dundee; MA Politics & Economics, University of Macedonia  
 Tel: +30-2310-398389  
 Email: anestis@act.edu

### Academic staff

**Mr. Anastasiades Georgios**, Adjunct Professor  
*BSc Economics & Econometrics, Essex University; MPhil International Macroeconomics, Essex University*

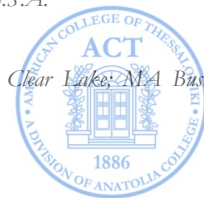
**Mr. Amthoulidis Yiannis**, Adjunct Professor  
*BA in Tourism Management, ATEI Thessaloniki, Greece; MBA, University of Macedonia, Greece*

**Mr. Antoniou Konstantinos**, Adjunct Professor  
*BA Economics, Essex University; MSc International Banking & Finance, University of Wales*

**Mr. Blatsas Vassilios**, Associate Professor  
*BS Economics, BSc Biology Loras College; MBA Management, Roosevelt University*

**Dr. Fassas George**, Adjunct Professor  
*BA Business Administration-University of Macedonia, Greece; MBA-NYU Stern School of Business, U.S.A.*

**Ms. Gantina Evita**, Adjunct Professor  
*Diploma in Business Administration, SBALA; BS Business Management, University of Houston Clear Lake; MA Business  
 Communication & Public Relations, European University Montreux*



**Dr. Gkimperiti Athanasia**, Adjunct Professor

*BSc Social Policy & Anthropology, Panteion University; MSc Health Management, City University London; PhD e-Health, University of Macedonia*

**Dr. Kessapidou Sevasti**, Professor

*BA English Language & Literature, Aristotle University of Thessaloniki; MA English, Kent State University; PhD English, Kent State University*

**Dr. Klimis Kostas**, Adjunct Professor

*BSc Business Administration, Aristotle University of Thessaloniki; MSc Financial & Managerial Controls, University of Southampton; PhD Bank Marketing, University of Macedonia*

**Dr. Koulikidou Kleopatra**, Adjunct Professor

*BSc Economics, University of Macedonia; MSc in Banking & Finance, IHU; PhD Finance & Accounting, IHU*

**Mr. Kouris Spyros**, Adjunct Professor

*PgDip Tourism Management, Northumbria University; MSc International Hospitality Management, Strathclyde University*

**Dr. Krassas Ioannis**, Assistant Professor

*BSc Mathematics, University of Crete; MSc Financial Economics, University of Cardiff; PhD Finance, University of Exeter*

**Dr. Monastiridis Prodromos**, Adjunct Professor

*BA in Marketing - Technological Education Institute of Thessaloniki, Greece; MA in Marketing - Business School, University of Sunderland, UK; M. Phil - University of Sunderland, UK; PhD, Department of Journalism & Mass Communications, Aristotle University of Thessaloniki, Greece*

**Dr. Naoum Mylonas**, Adjunct Professor

*BS Economics, Aristotle University of Thessaloniki; MS Development Management, London School of Economics & Political Science; MS International & European Economics, Athens University of Economics & Business; PhD Entrepreneurship, Aristotle University of Thessaloniki*

**Mr. Papageorgiou Angelos**, Adjunct Professor

*BA in Business Administration -Aristotle University of Thessaloniki Greece; MSc in Management - New Jersey Institute of Technology, USA*

**Dr. Papakonstantinou Mariana**, Adjunct Professor

*BA in Continuing Education, Department of Educational and Social Policy, University of Macedonia, Greece; MA in Human Resource Development and Consulting, Lancaster University, UK; PhD in Human Resource Management, University of Macedonia, Greece*

**Ms. Papamavroudi Foteini**, Adjunct Professor

*BA Accounting & Financial Management, Essex University; MA International Management & Finance, Bradford University*

**Mr. Papanestoros Theodore**, Adjunct Professor

*BS Marketing, Deree College; MA Marketing, Middlesex University*

**Mr. Pengas Spyros**, Adjunct Professor

*MA in International Relations, Contemporary and American History, Ludwig-Maximilian University, Germany*

**Ms. Semertzian Rania**, Adjunct Professor

*BA English and French, Berea College Kentucky; MA Patterson School of Diplomacy and International Commerce, University of Kentucky, USA*

**Ms. Tavanidou Ioanna**, Adjunct Professor

*BA Economics, Aristotle University of Thessaloniki; MSc International Banking & Finance, Southampton University*

**Ms Zografaki Yota**, Adjunct Instructor

*BS Economics, Aristotle University of Thessaloniki; MS Information Management-Business Analysis, Lancaster University*



## Goals and Objectives

ACT's programs in business are designed to lead to U.S.-accredited and EU-validated BS and graduate degrees, as well as to offer a forum for communicating new insights into management and marketing research and applications among the academic, business and entrepreneurial communities of Greece & Southeast Europe. The business education envisioned by ACT is unique for its comprehensive view of management and explicit focus on fostering entrepreneurial approaches to management in the region. Graduates will have acquired an appreciation of the interactions among all elements of an organization and be ideally equipped to lead entrepreneurial activity throughout Southeast Europe over the next decades. The foremost goal of the business curriculum is to develop and strengthen students' coherent and logical thinking processes in order to make and implement sound, ethically responsible business decisions throughout their careers.

## Our Vision

**Graduate Program:** To provide quality education to a diverse graduate student body who will be immediately effective in cutting edge business organizations.

**Undergraduate Program:** To provide the highest quality business education to a diverse student body which reflects the realities of the business world.

## Our Mission

**Graduate Program:** Our graduate programs prepare our students to be decision-makers, leaders, and entrepreneurs, ready for a broad spectrum of managerial responsibilities and/or for success as higher level professional specialists. We affirm our commitment to intellectual contributions that enhance our teaching, particularly to applied scholarship and instructional development. We employ our professional skills in service to the College, scholarly and professional organizations, the business community, and the regional community.

**Undergraduate Program:** Our undergraduate programs prepare our students for successful careers and life-long learning in a rapidly changing world. We guide our students in the development of their intellectual experience.

## Our Stakeholders

We recognize the following stakeholders as significant partners in our success:

- Current and potential students
- Employers
- The business and professional community
- Our alumni
- The academic community
- Anatolia College
- Greek public policy makers and non-profit and community organizations



## **Our Educational Philosophy**

To prepare our students for the roles we have described we must assure their mastery of:

*Thinking Skills:* logical, critical and integrated analysis, the capacity to exercise good judgment; creative and non-traditional problem solving; and proficiency in ethical reasoning.

*Discipline-Specific Knowledge and Competencies:* e.g., information technology and quantitative skills appropriate to problem solving in real work settings.

*Communications Skills:* proficiency in oral, written, presentation, and distance communication.

*Change Management:* understanding and shaping the forces of change, including globalization, and using this understanding to formulate, evaluate, and select from alternative strategies to achieve sustainable competitive advantage for themselves and for their companies and organizations.

*Self-Development:* the capacity to engage in the effective self-management of lifelong learning to achieve continuous professional and personal growth.

## **Our Core Strategies**

To realize our vision, to implement our mission and to act according to our educational philosophy we must:

- Creatively intervene in the student recruitment, selection and advising process
- Forge numerous collaborations and affiliations with leading educational institutions and organizations
- Promote mutually beneficial partnerships and strategic alliances with our stakeholders
- Review, reconsider and implement faculty staffing and development strategies
- Continuously develop and enhance our curriculum

## **Indicative List of Strategic Alliances**

- Tippie School of Business, University of Iowa
- California State University Fresno
- Ohio University
- University of Michigan
- World Bank
- Greek Institute of Banking
- Karamanlis Institute
- American-Hellenic Chamber of Commerce
- Koc University
- American University in Bulgaria

## **Experiential Learning**

*Tell me and I will forget  
Show me and I might remember,  
Involve me and I will understand,*

Following this rubric, business students are given multiple opportunities to be involved through: company visits, internship opportunities, participation in student clubs and participation in the prestigious John Pappajohn Annual Business Plan Competition which offers both graduate and undergraduate students the opportunity to test their entrepreneurial skills and earn project seed money of up to \$ 5,000 doing so.



## THE ENTREPRENEURSHIP HUB

The Entrepreneurship Hub aims to bridge existing gaps in the entrepreneurial ecosystem and leverage on existing structures. Entrepreneurship is a team sport and the Entrepreneurship Hub acts as the glue to bring ecosystem stakeholders together and provide with a sturdy springboard for entrepreneurial activity to launch.

During 2014, more than 400 individuals have reached out to the Entrepreneurship Hub giving us the opportunity to interact with them and the entrepreneurial community for more than 6 hours each on average (seminars, training, evaluation etc).

The Entrepreneurship Hub has attracted prominent business figures to strengthen its network. In its first year of operation more than 30 invited speakers and a network of 10 mentors have supported its activities. We have also launched supporting legal and accounting services with Deloitte to facilitate participant teams with their important initial decisions and steps.



## GRADUATE BUSINESS PROGRAMS

The graduate business programs offered by ACT include comprehensive Full Time / Part Time graduate programs.

### MBA Program

Participants in ACT's MBA program may choose one of more of the following program concentrations:

- Banking & Finance
- Entrepreneurship
- Management
- Marketing in the Digital Era (Digital Marketing)

These concentrations share certain core skill-based and knowledge-based goals essential to managerial effectiveness. The MBA program is designed to provide students with a comprehensive understanding of contemporary organizational theories and practices and to provide students with enhanced capabilities in analytical problem solving, decision-making, communication, critical thinking, and leadership skills.

Regardless of concentration, the program consists of sixteen courses (48 credits) taken in four (4) 6-week sessions (3 class meetings per month) and a final exam.

In Session 1 students are introduced to and begin to develop skills in intellectual inquiry through courses in Communications, Managerial Accounting and Applied Business Statistics, and Management Information Systems.

In Session 2 students continue defining the managerial process through courses in Marketing, Organizational Behavior, Operations Management and Strategic Management.

In Session 3 students formulate answers to the managerial questions through courses in International Business, Organizational Leadership, Managerial Economics and Corporate Finance.

In Session 4 students specialize in their chosen track by taking 3 courses in their specialization and select topics for the Capstone MBA course which is an integrative case study that combines all components of the MBA curriculum.

Classes are held on weekday evenings and/or Saturday morning.



**MBA PROGRAM OF STUDY**

<b>Quarter One</b>	MBA-ACC 501: Managerial Accounting MBA-STAT 505: Applied Statistics for Business Decisions MBA-COM 515: Leadership Communication Skills MBA-MIS 550: Management Information Systems
<b>Quarter Two</b>	MBA-MNGT 520: Organizational Behavior MBA-MNGT 525: Operations Management MBA-MKTG 530: Marketing Management MBA-BUS 580: Strategic Management
<b>Quarter Three</b>	MBA-MNGT 521: Organizational Leadership & Change MBA-ECON 510: Managerial Economics MBA-BUS 570: International Business MBA-FIN 540: Corporate Finance
<b>Quarter Four</b>	Digital Marketing concentration Management concentration Entrepreneurship concentration Banking & Finance concentration + 2 concentration electives
<b>Closure Requirement</b>	MBA-BUS 599: Integrated Case Study





## MS IN TOURISM AND HOSPITALITY

### Tourism studies at ACT.

#### An education that takes you places.

We see tourism as the future; an ever-booming business that never seems to fade, whatever the circumstances. People will always have the need to travel and move places, pursue their happiness, advance their career, enjoy an exciting new experience. For Greece, tourism is part of our culture and the greatest industry in the country. Hospitality is in our DNA. Businesses revolve around it and professionals strive to become a part of it and gain from its winning trajectory.

ACT is now the first to offer a fully integrated solution in hospitality and tourism studies that will help both high school graduates enter the field and expand their knowledge, but also post-graduate students and business professionals to hone their skills and advance their career.

The newest Master program in Hospitality and Tourism Management at ACT is the perfect opportunity to gain international expertise and get right into (the) business.

### Our Mission

- To develop the right kind of skills and values in order to perform efficiently in the hospitality and tourism industry
- To provide learning, network and practicum opportunities to the students
- To impart to the students the latest knowledge from the field of hotel and tourism management

### Our Objectives

- Contribute in the further development of professionals who work in the greater industry sector
- Provide a stimulating study environment
- Offer continuing professional development to participating students
- Closely monitor industry developments and changes and cover new needs and demands
- Motivate participants to explore their career opportunities in the industry
- Create new recruits who will contribute in hospitality and tourism firms
- Teach participants a critical approach to the operational processes within the industry
- Develop solid theoretical and professional skills



## Why choose the MS in Hospitality and Tourism Management at ACT?

Remain competitive within the tourism and hospitality industry.

Enter the field for the first time as a trained professional.

You may be striving for pure personal growth, or you may want to start your own business.

You may be pursuing a top management position, or you may already be there – without the advanced business training the position demands.

## What we offer

**A highly flexible Master's program that is tailored to your needs:**

- A Master's program you can complete in 1 year, with only 3 quarters of studies at ACT.
- Classes held twice a week in the afternoon, to accommodate working professionals and those living outside of Thessaloniki.
- Thesis can be included within the time frame of the program.

## Guaranteed internship placement for all:

- ACT has developed strategic partnerships in order to provide all MS in Hospitality and Tourism Management students with an internship during their final semester, stretching from May to September
- Strong industry synergies with hotels, associations, agents, etc.
- Expected collaborations and exchange programs with famous US colleges.

## Program duration

The duration of the whole program could vary from:

- A 12-month period, for those attending on a full-time basis, or
- A 24-month period, for those selecting a part-time basis



## Program description

In Session 1 students are introduced to the basic business ideas and are urged to develop their quantitative and qualitative skills through courses in Strategic Management and Operations Management.

In Session 2 students continue their business education with Corporate Finance and start their tourism and hospitality training with significant industry courses such as Hospitality Management, Marketing for Tourism and Revenue Management.

In Session 3 students focus only in the courses of tourism and hospitality and they specialize in courses such as HR in Hotel & Tourism, Events Management, Destination Management and Tourism e-business.

In the final stage of their program, students undertake their Internship course in order to engage in real-life conditions and enhance their knowledge. In the end of the MS program there is their integrated case study Applied Project course that combines all components of the MS curriculum.

The program consists of nine courses (36 credits) taken in three (3) 6-week sessions (3 class meetings per month)

### For further information about graduate applications:

**Enrolment Management Office**

Bissell Library, First Floor

2310-398398

Email: [admissions@act.edu](mailto:admissions@act.edu)



## MS Tourism and Hospitality Program of Study

Quarter 1:	MBA BUS 580: Strategic Management MBA FIN 540: Corporate Finance
Quarter 2:	MBA MNGT 525: Operations Management <b>Any two of the following:</b> MS 545: Hospitality Management MS 532: Marketing for Tourism MS 548: Revenue Management
Quarter 3:	<b>Any two of the following</b> MS 535: HR in Hotel & Tourism MS 562: Events management MS 565: Destination Management MS 585: Tourism e-business
Quarter 4: (no classes)	MS 595: Internship MS 598: Applied Project





## GRADUATE COURSES

### **MBA-ACC 501: Managerial Accounting**

This course introduces the use and analysis of accounting data so that managers may better conduct planning, controlling, and decision-making. In the first part, students will be exposed to the nature of costs, as well as to cost analysis for decision-making. The second part of the course relates to accounting for control, and is intended to deepen knowledge of processes, including budgetary control, divisional performance appraisal, profit centers, transfer prices, management planning and control systems. Lastly, students will gain an understanding of technical information and learn how to apply this information within several organizational contexts. **Required** (Quarter One)

### **MBA-STAT 505: Applied Statistics for Business Decisions**

This course introduces statistical techniques used in business decision-making and focuses on enhancing students' ability to select the appropriate statistical method to draw informative conclusions successfully. Topics covered include: analytic and graphical representation of data, descriptive statistics, estimation for means and proportions, hypothesis testing for decision-making, control charts, linear and multiple regression, and an overview of time series methods. Statistical software is employed for all projects. **Required** (Quarter One)

### **MBA-ECON 510: Managerial Economics**

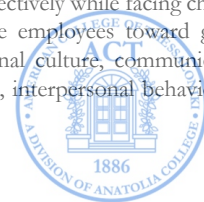
This course applies economic theory and statistics to managerial decision-making in a micro- and macro-economic environment. Topics covered include capital budgeting, cost and demand analysis, forecasting, pricing, the competitive environment, investment appraisal, labor market issues, and government regulation. **Required** (Quarter Three)

### **MBA-COM 515: Leadership Communication Skills**

This course builds upon principles of effective written and oral business communication. The course develops the framework for intercultural communication and analyzes concepts of managerial communication necessary for corporate leadership. Topics include: communication strategies, writing business letters and memos, as well as managerial reports, syntax, diction, editing, format and delivery as these apply to both written and oral business communication. **Required** (Quarter One)

### **MBA-MNGT 520: Organizational Behavior**

This course is designed to improve both interpersonal and conceptual skills. Among the issues considered: Why do people behave as they do at work? How can individuals, groups, and organizations work together effectively while facing changes, restructurings, downsizings, and global competition? What can managers do to motivate employees toward greater productivity? Topics covered include the context of organizational behavior, organizational culture, communication, motivation, leadership, empowerment and participation, attitudes, job satisfaction, conflicts, interpersonal behavior and dynamics, teambuilding, change, job stress, power, and politics. **Required** (Quarter Two)



**MBA-MNGT 521: Organizational Leadership and Change**

This course examines leadership and its role in the change process. Students learn how to catalyze action by creating a vision and build momentum for change. In the process, they learn more about themselves as leaders. **Required** (Quarter Three)

**MBA-MNGT 525: Operations Management**

This course introduces the modeling tools used to manage the complex 21st century business environment. It includes examination of decision analysis, probabilistic models, simulation techniques, regression-based inference and mathematical programming. **Required** (Quarter Two)

**MBA-BUS 528: Essentials of Working Capital**

This course provides a comprehensive introduction to working capital. Emphasis is given to the perspective that there is a limited access to credit and short term funding, so efficient working capital management is essential for freeing up funds and optimizing liquidity. The course covers the latest trends concerning working capital, including cash management, bank relations, accounts receivable, inventory, accounts payable and foreign exchange. In addition, the course explores the gathering and management of information and forecast data to effectively use funds and identify risk. **Elective** (Quarter Four)

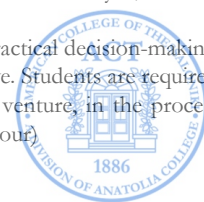
**MBA-MKTG 530: Marketing Management**

This course introduces students to marketing strategy and management and provides a rigorous analytical framework for developing, pricing, distributing and promoting products and services. Emphasis is placed on developing the approaches and skills necessary to assess marketing opportunities by analyzing customers, competitors and the company (“3 Cs”) and to design effective marketing programs by choosing and applying appropriate strategies for pricing, promotion, place and product (“4 Ps”). The course explains marketing’s role and its linkages with other functions and the firm’s strategy, and introduces and argues the need for a market orientation in company planning and thinking. The focus is on identifying, analyzing and solving marketing problems, and students are provided with opportunities to present and defend their own marketing analyses and recommendations. Lectures, cases and classroom discussion are used to develop themes and issues. **Required** (Quarter Two)

**MBA-MKTG 531: New Product Development**

The course focuses on the strategic management of new products and the new product development process. It aims to provide a thorough understanding of the steps involved in bringing a new product (or service) successfully from idea to launch; to develop the concepts, issues and decisions involved in new product development; and to examine techniques and analytical models designed to assess new product readiness. The course lays out the Stage-Gate™ process for managing the development of new products and outlines the process ingredients that are critical in improving the probability of success in new product development. Techniques for managing a firm’s new product portfolio and for developing a firm’s new product strategy are addressed along with ideation techniques and market research methods used to incorporate the perspective of the relevant consumer in product definition, design and positioning. Models available to analyze/evaluate opportunities and the innovation diffusion process are explored and utilized in case applications.

Teaching includes lectures, class discussions, and case analyses. The overall focus is on applied, practical decision-making and the skills and tools involved. This decision orientation is challenging and can be time-intensive. Students are required to work in teams to create an idea for a product or service that is worthy as a new business venture, in the process implementing the new product development process as taught in the course. **Elective** (Quarter Four)



**MBA-MKTG 536: Global Marketing**

This course recognizes the cultural differences and related implications for marketing strategy and tactics. An understanding is developed of the pros and cons of international trade, learning how to assess and target countries/markets, understanding the intricacies of organizing and managing cross-cultural teams in a global market, as well as developing strategy and marketing plans to enter country markets. In addition, contemporary trends in sustainable marketing business practices are examined and critically evaluated. **Elective** (Quarter Four)

**MBA-MKTG 539: Market Research**

Marketing managers depend on the availability of timely and accurate market information to reduce risk in decision-making. This course explores the methods and techniques of securing information essential to the efficient solution of marketing problems. This course includes topics such as qualitative and quantitative market research techniques, electronic and traditional formats, sampling and data collection procedure, demand forecasting, product search and test marketing. **Elective** (Quarter Four)

**MBA-MKTG 540: Branding in the New Digital Era**

Today you can build powerful, enduring brands by integrating classic brand positioning concepts with 21st century digital strategies, tools, and practices. The course will present new ways to uncover, communicate, and evolve brand position, embed branding in organizational culture, and collaborate with brand community. In addition, the concept of Marketing 2.0 will also be explored. **Elective** (Quarter Three)

**MBA-MKTG 541: Strategic Brand Management**

Branding is a hot topic. Companies, countries, and even individuals are concerned about their “brand”. They all need to understand the financial value of their brand and its products; manage brands strategically; and deliver implementations to customers that are relevant, differentiated and powerful to build an emotional bond and loyalty. The course focuses primarily on three topics: brand strategy and valuation; visual identity and experiential branding; and organizational branding issues. Students will learn to combine analytical and strategic thinking with the creative development of ideas and their implementation; they will be exposed to branding case studies, successful and some not so much — and some unsuccessful — so they learn what to do and not to do in their own job. Students will learn about frameworks and concepts and be equipped with methodologies and tools to manage a branding project. **Elective** (Quarter Four)

**MBA-FIN 540: Corporate Finance**

This course provides an introduction to the interpretation of financial information. It adopts the decision-maker’s perspective, emphasizing the interplay between publicly available accounting data and proprietary information on underlying economic values. Topics include valuations, capital restructuring, asymmetric information and incentive problems, bankruptcy, and elements of risk management. **Required** (Quarter Two)

**MBA-FIN 541: Banking: Theory and Practice**

The major focus of this course is in providing students with an understanding of the operating and regulatory environments of the banking industry. Topics include the financial statements of banks, measuring and evaluating the performance of banks, asset-liability management techniques, investment banking and real-world management actions of banking managers. **Banking & Finance concentration requirement** (Quarter Four)





**MBA-FIN 542: Portfolio Analysis and Management**

This course covers the elements of an “ideal” investment, the examination and testing of specific investment securities, and alternative approaches to the management of stock and fixed-income security portfolios. Topics include efficient capital markets, stock market analysis, derivative security analysis, swap contracts, convertible securities and professional asset management. Problems and cases are assigned for analysis. **Elective** (Quarter Four)

**MBA-FIN 545: Financing New Ventures**

This course introduces the financing tools available to the entrepreneur, with particular focus on the venture capital structure and the valuation of a new venture. Focus is placed on the financial sources, strategies, and mechanisms that are used from pre-start, through the early growth stage to the harvest of a business venture. **Elective** (Quarter Four)

**MBA-FIN 546: Financial Markets and Instruments**

The course overviews the main asset classes, their principal characteristics and analytical techniques, examines the main considerations for investors, and looks in some detail at the main asset classes, excepting property. Students will examine each of the securities markets, the instruments available in these markets, and put the different investments into perspective. An important part of this module is to introduce students to the characteristics of the major investors and to the terminology used in the securities markets. The course will also cover derivative products. As made clear by the current financial crisis, a good understanding of derivatives (such as futures, swaps, and options) is indispensable for all practitioners, from investment managers to corporate financiers. The course provides students with the necessary knowledge on how to use and not to use the models for derivatives. **Elective** (Quarter Four)

**MBA-MIS 550: Management Information Systems**

The aim of this course is to provide students with the appropriate knowledge to understand and appreciate the role of information systems in the management of the modern business organization. It provides an understanding of the information and communication technology revolution and its implications. The course continues with an overview of the various types of Information Systems and the information needs of the modern manager. The course concludes with an investigation of the risks of information systems and methods of dealing with these. **Required** (Quarter One)

**MBA-BUS 555: Small Business Management**

This course examines critical small business issues as well as effective marketing, management and financial strategies small businesses can use to compete effectively in a fast-paced market. With respect to the internal environment, there is a focus on operational processes, information technology processes, communication processes and promotion, customer relationship management, total product offering, evaluating prospects and employee selection processes. External environment issues include financial and legal topics critical for small business such as cash flows, risk management, small business insurance, firm’s valuations and forms of ownership. Real-world cases covering the growth stage strategies of a business life cycle with entrepreneurial emphasis are considered. **Management concentration requirement** (Quarter Four)

**MBA-BUS 560: Entrepreneurship**

The principal goal of this course is to present concrete management practices that have proved valuable for creating new businesses and successfully generating innovation and change within existing organizations. The focus is on hands-on experience at every level in starting new businesses, both within and outside of existing corporations. Topics covered include the launching of a new venture and its development, managing and financing a new venture, and creation of a detailed business plan. **Entrepreneurship concentration requirement** (Quarter Four)



**MBA-BUS 562: Creative Thinking**

This course is about productive thinking, and is designed to assist students in developing critical and creative thinking skills, which are essential ingredients to enhance their innovation and decision-making skills. These skills include the ability to make well-reasoned decisions, solve problems skillfully, and make carefully thought-out judgments about the worth, accuracy, and value of information, ideas, claims and proposals. Students will apply various modes of thinking to address critical business issues and workplace applications. **Elective** (Quarter Four)

**MBA-BUS 570: International Business**

This course analyzes the major forces that affect the operations of firms across national boundaries. It undertakes an in-depth look at the international political, cultural, and economic forces affecting multinational enterprises' market entry strategy, marketing, financial, production and human resource functions. It examines the conditions needed to create and maintain an international competitive advantage in an increasingly globalized and interactive market environment. **Required** (Quarter Three)

**MBA-BUS 580: Strategic Management**

This course develops a framework for assessing the current strategic competitive position as well as future performance outlook for a business entity within a given economic environment. Focus on developing skills for the application of concepts and tools for strategy formulation at corporate levels, and on the design of organization structures and management processes required for effective strategy implementation. Case applications involve strategic issues facing the modern manager of a business enterprise impacted by globalization, and information and technology. **Required** (Quarter Two)

**MBA-BUS 581: Strategic Management of Technology**

The aim of this course is to help students develop a strong conceptual foundation for managing technological innovation. It introduces concepts and frameworks for analyzing how firms can create, commercialize and capture value from technology-based products and services. The concepts and analytical frameworks are useful and relevant so as to deal with rapid changes in the technological environment, intellectual property, organizational knowledge, and knowledge professionals. This is not a course on Information Technology although some of our examples come from the IT industry. Topics covered include (1) technological change and how it affects competition between new and existing firms, (2) strategies for firms competing in high-technology industries, (3) how to create and manage an innovative organization and (4) entrepreneurship and venture capital. **Elective** (Quarter Four)

**MBA-BUS 582: Innovation Management**

This course aims to explore the contemporary developments and various perspectives on the issue of Management of Innovation. Emphasis will be placed on its linkage with organizational effectiveness and the process of achieving business and strategic goals. In particular, the course will: a) focus on the need for strategic direction for innovation and how this is planned, b) explore the ways of designing and redesigning organizations so that they can potentially acquire competitive advantage through innovation in the context of rapidly-changing environment; c) analyze how organizational design can impact employees in terms of tasks, jobs, training and creativity; d) to assess the effectiveness of organizational design on the innovation outcome, and e) demonstrate how an organization's culture can be designed to stimulate creativity and innovation. **Elective** (Quarter Four)



**MBA-BUS 583: Globalization and Corporate Strategies**

The focus of the course is on globalization, its meaning and main trends. Emphasis is given on the political economy of the main players in the global economic arena in the context of the global financial crisis and global economic interdependence. Topics include: the special role of emerging markets in shaping the future outlook of the global economy, the rise of the global middle class, urbanization in emerging markets, new technologies and other key factors shaping the future outlook of the global economy. The course provides implications and scenarios for corporate strategies and how they need to adjust to the challenges. **Elective** (Quarter Four)

**MBA-BUS 584: Greece and South Eastern Europe: Economics, finance and business opportunities**

The course explores the transition process, the main characteristics of South Eastern European economies and their financial sectors. Countries reviewed include: Albania, Bulgaria, Croatia, FYR-Macedonia, Romania, Serbia and Turkey and their progress towards European integration. Emphasis is given on the characteristics of the Greek economy and key economic sectors, their evolution over time and future prospects in the context of the current European crisis. Topics include: regional economic interdependence and prospects for further regional integration, the business environment and corporate opportunities. **Elective** (Quarter Four)

**MBA-BUS 586: The political economy of the European Union and corporate challenges**

The course reviews the process of European economic integration, the evolution of European institutions and the *acquis communautaire*. A comparative analysis of the varieties of market economy models in Europe and their implications for economic integration is also provided. Emphasis is given on the place of Europe in the global economic arena and the European context of the global financial crisis, the future economic and political challenges faced by the European Union, and corporate opportunities/threats in the evolving European economic zone. **Elective** (Quarter Four)

**MBA-BUS 585: Global Business Management**

The course is about managing a business. It entails the running of a simulated company in a competitive environment and the course strengthens the participant's decision making skills in the areas of finance, marketing, operations, and strategic planning. The student will develop and guide their own simulated business through twenty-five years of operation. Students will have the opportunity to develop corporate policy and strategy, put theory they've learned in their other MBA courses into practice, and gain a clearer understanding of the impact that functional decisions have on financial and nonfinancial performance. **Elective** (Quarter Four)

**BUS-MAN 498: Applied Business issues**

This course integrates functional knowledge and general management principles acquired in previous courses with new concepts and operational principles applicable to business entities seeking to establish strategic outcomes to enhance their competitive advantage in a changing global environment. Students make tactical decisions in areas such as product pricing and development, process designs, cash management, hiring and training, market selection and promotion, customer and supplier relations. **Elective** (Quarter four)



**BUS-MAN 433: Conflict Management and Resolution**

This course analyses and seeks to enlarge student's understandings of the nature and dynamics of conflict in various environments and contexts, and the ways in which organizations may resolve conflict-related issues. Topics covered include power and conflict, culture and conflict, impasse and communication, negotiation and advocacy techniques, mediation and arbitration and strategic dispute management. **Elective** (Quarter four)

**MBA-MKTG 542: Consumer Behavior**

The marketing discipline and marketing activity is or at least should be customer centric and that means consumer centric. The marketing process and theory start with the consumer and end with the consumer, from identifying needs all the way to post purchase satisfaction and loyalty. Students are expected to understand the factors involved in consumer behavior, including the use of digital media, as well as the process of consumer choices and behaviors in the current social environment. The usefulness of this understanding in terms of marketing application, consumer choice optimization and its implications on society are to be explored. **Marketing concentration & Digital Marketing concentration requirement** (Quarter four)

**MBA-MKTG 543: Digital Marketing Strategy**

Given the digitalization of communication in today's era, the course will provide an in-depth analysis of all digital media, such as social media, web display, affiliation, mobile marketing, e-mail marketing, Search Engine Marketing, and digital TV. The fundamentals of digital marketing communications as well as the differences between digital and conventional marketing communications will also be presented. The use of these new technological capabilities is applied in developing and implementing marketing strategy in an integrated way. **Elective** (Quarter four)

**MBA-MKTG 544: Branding Communications & Digital Analytics**

This course explores content strategy and its alignment with the company's digital marketing strategy and broader communications strategy. The course teaches you how to create compelling content that can drive business results; discusses the tools that can be used to promote and differentiate a brand, retain customers and influence word of mouth. The course also explores the alternative "communities" and digital channels that can be used to engage customers and prospects and distribute content, aligning and integrating the message across content types and social media channels to shape a consistent voice for the brand. As Marketing ROI has always been a major focus for marketers to measure their marketing activities' effectiveness and efficiency, the course takes an extra step in measuring brand performance given the large number of digital media through which brands are developed and communicated. On-line reputation management, sentiment analysis, social media analytics, email marketing evaluation, web analytics, Search Engine marketing, e-CRM, are some of the areas that this course covers. **Elective** (Quarter four)

**MBA-BUS 599: Integrated Case Study**

This capstone course is designed to provide MBA students nearing the end of their program with an opportunity to integrate and apply the knowledge and skills developed in the program in a real-world environment. Students must undertake a work-related problem, project or thesis and successfully demonstrate an ability to apply theory to practice by utilizing appropriate business tools and theories in realistic and appropriate ways. **Required** (Quarter Four)



**MS 532: Marketing for Tourism**

Marketing plays a catalytic role in international tourism. Customers are offered today an enormous selection of choices worldwide, while tourism professionals try to distinguish themselves from competition. This course will initially offer general marketing education and then focus in industry-specific applications of marketing. Topics to be covered include the characteristics of a service, their marketing implications, an overview of mix components – product, price, promotion, place, people -, the independence and interdependence of elements, definitions of market segmentation, marketing for hotels and resorts, the product life cycle, the scope, process and role of market research, and secondary information, sources, range and importance. Professional expertise will be brought into class together with case studies of marketing practices.

**MS 535: HR in Hotel & Tourism**

Management of Human Resources is probably one of the single most important issues in everyday tourism operations. Tourism is a service industry and it is heavily dependent upon human labor and the quality and quantity of it greatly influence the final result. This course initially introduces the participants into HR management meaning and definition, as well as its significance, functions and objectives. Emphasis is given on ethical issues, human resource development, the scope and range of an HR manager, performance appraisal methods and purpose, the strategic HR management and environment, management development and techniques, motivation in the hospitality industry, communication and e-communication, and leadership. In addition, participants will be given insights of modern developments in HRM, known as e-HRM, including e-HR planning, e-recruitment, e-selection, e-performance management, e-training and development, e-information and audit.

**MS 545: Hospitality Management**

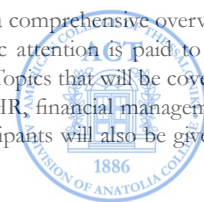
Hospitality is a concept deeply rooted into Greek mentality. Intuitive hospitality is offered by all tourism professionals and the country is renowned for this quality. Nevertheless, contemporary developments and cultural trends make it necessary for professionals to be educated according to today's needs. This course covers a wide range of topics that include advance hospitality management theory, impact of socio-economics and technology on hospitality, the future trends, laws relating to business ownership, current practices, legislation and ethics in hospitality practices, operations of revenue, logistics in accommodation for guests, guest handling, and various segments such room, concierge, food and beverage, pools, casinos, beach-bars and restaurants.

**MS 548: Revenue Management**

With a fixed capacity, a highly disposable product and high fixed costs, hotels are a natural candidate for the application of revenue management. With modern-day rising acquisition costs and distribution complexities, revenue management techniques have increasingly been adopted by both small and large hotel companies, making a comprehensive understanding of segmentation, forecasting and pricing an essential requirement for today's hospitality professionals. The purpose of this course is to provide a core understanding of the fundamentals of revenue management, which ties into the larger picture of revenue strategy. The course is structured to provide an insightful look into Revenue Management and will cover all the need-to-know topics, including: Hotel Distribution; How to manage OTAs; How to perform market segmentation; Strategies for forecasting and budgeting advantage; Optimization of your pricing policy; Introduction to Yield & Revenue Management.

**MS 562: Events management**

This course will provide industry-specific knowledge of events planning and running. It will offer a comprehensive overview of events management, covering all types of event destinations, venues and operations. Specific attention is paid to the analysis, management and monitoring of the economic and tourism benefits of the events sector. Topics that will be covered include event management, planning, operations, logistics, quality management, coordination of HR, financial management and marketing of events, communications, and evaluation and impact assessment methods. Participants will also be given a wide range of event studies in order to learn from prior industry experience.



**MS 565: Destination Management**

This course offers specialized knowledge of destination management, a topic that has become even more important in contemporary tourism business. Participants will start from an introduction to destination management and the related marketing concepts and roles and will continue to in-depth issues such as destination communications and promotion, destination markets and segments, models of destination management, partnership and strategic cooperation in tourism, primary and secondary tourism offer, creation-distribution-branding of a destination, quality of the product, as well as case studies of good practice in international destination management.

**MS 585: Tourism e-business**

Advances in technology have greatly influenced and shaped modern tourism operations. IT systems offer flexible, online and, above all, affordable, solutions for everyone, from single individuals to large companies. What is more important, online systems are used not only by industry professionals but by customers too; it is a given fact that a growing majority of tourists around the world use the internet to research, examine and select their next travel. As a result, it has become absolutely necessary that a professional of any position in tourism should be able to manage and run such platforms on a daily basis. There are hundreds of innovative and versatile platforms available for travel services, covering the needs of various segments, such as destination management companies, travel agencies, tour operators, hotels and hotel chains, tourist transfers and buses, excursions and package organizers etc.

During this course participants will be introduced to the basic characteristics of various e-business concepts, as well as industry-specific software, such as hotel booking, airline reservations, events registrations, as well as operational software covering areas of accounting, HR, logistics and dining services.

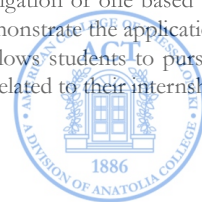
**MS 595: Internship**

The practical application of theory taught is of utmost important for this program. In fact, the program is structured in such a way so that participants will have no classes during the May-September period, which is the extended summer vacation period for the region. During this time, all participants will be asked to spend their time working on a full-time or a part-time basis (depending on availability) at a tourism sector company. Companies will be either selected by participants or by the School. The School has a network of companies that will support the program by offering internships and will constantly work in expanding the options of participants.

The internship course will play a catalytic role in combining and integrating all acquired knowledge and experiences during the academic program. Participants are expected to demonstrate their full potential and contribute into the firms' everyday operations, as well as offer their expertise to the management. In addition, the internship course is expected to further develop their determination to work and succeed in the hospitality and tourism industry and become successful managers in the future.

**MS 598: Applied Project**

This is the concluding course of the program. All participants will have to produce a paper in a topic of their choice under the supervision of an assigned faculty. The basic task of the students is to undertake a major study on an individual basis and submit a paper in the end of their final year. The paper will normally be either an empirical investigation or one based on secondary sources. As such, the thesis is an integral part of the program as it enables students to demonstrate the application of those analytical, investigative and evaluative skills developed during the program. The thesis allows students to pursue issues in depth and undertake their own research under supervision. The topic chosen can either be related to their internship experience or be selected individually on an issue of their interest.



# UNDERGRADUATE BUSINESS PROGRAMS

## ACADEMIC PROGRAMS

The Division of Business Studies offers the following undergraduate programs:

### **Degree Programs:**

Bachelor of Science in Business with Concentrations in:

- Entrepreneurial Management
- Tourism
- International Business & Finance
- Marketing
  
- Minor in Human Resources Management
- Minor in International Business

## DEGREE PROGRAMS

### **BACHELOR OF SCIENCE IN BUSINESS CONCENTRATION IN ENTREPRENEURIAL MANAGEMENT**

This Concentration deals with the challenges of leading organizations and working with people in a constantly changing economic environment. The Entrepreneurial Management program prepares you for a wide variety of positions in business or consulting. One of the most common career paths is to begin as a management trainee, the first step towards becoming a general manager or executive. Students can also prepare for a career in human resource management working in areas such as training and development recruiting and staffing. Finally, management courses will advance your own personal leadership and negotiation skills.



### Degree Requirements

In order to receive the BS degree, the student must have fulfilled all the GER and major requirements and have completed at least 121 US credit hours with an overall G.P.A of 2.0 or better. All business students take a Research Methods course followed by a Business Strategy I and Business Strategy II (capstone, final project) course. According to NECHE Standards, students must complete at least one fourth of their undergraduate program, including advanced work in the major or concentration, at the institution awarding the degree. As a consequence, all candidates for an ACT degree must have been in residence at the College for at least during the last two semesters of full time instruction, assuming availability and equivalency of transferable courses.

**Open University degree structure:** The program in Business—Entrepreneurial Management is currently validated by Open University: under this scheme, 24 are out of the 40 courses required for a Bachelor’s degree are validated by Open University. Students must necessarily take the fourth year courses at ACT. Successful students will receive a Bachelor’s degree from Open University in addition to the ACT degree for a single course of studies by meeting the following common set of requirements (in addition to meeting General Education Requirements)—courses highlighted in bold are validated by Open University.

### Major Requirements

#### a. Business Requirements

- Accounting 101
- Accounting 102
- Business Administration 241
- Economics 101\*
- Economics 102
- Finance 201
- Management 101
- Management 201
- Management 312
- Management 322
- Management 323
- Marketing 101
- Marketing 301

- Financial Accounting (OU)
- Managerial Accounting (OU)
- International Business Law (OU)
- Introductory Macroeconomics (OU)
- Introductory Microeconomics (OU)
- Financial Management (OU)
- Introduction to Management (OU)
- Organizational Behavior (OU)
- Operations Management (OU)
- Business Strategy I (OU)
- Business Strategy II (OU)
- Introduction to Marketing (OU)
- Entrepreneurial and Corporate Marketing Strategy (OU)

#### b. Entrepreneurial Management Concentration Requirements

- Finance 202
  - Management 210
  - Management 219
  - Management 240
  - Management 330
  - Management 341
  - Marketing 330
- Entrepreneurial and Corporate Finance (OU)
  - Human Resources Management for Growth (OU)
  - Entrepreneurial International Business (OU)
  - Creative Thinking
  - Entrepreneurship and Innovation (OU)
  - Business in Greece and the E.U. (OU)
  - Consumer Behavior (OU)





**c. Other Degree Requirements**

- Mathematics 101\*
- **Mathematics 115\***
- **Statistics 205\***
- Computer Science 101\*
- **Computer Science 151\***
- **Computer Science 201**
- **Research 299**

Elements of Finite Mathematics  
**Calculus (OU)**  
**Introductory Statistics (OU)**  
 Introduction to Computing  
**Quantitative Computing (OU)**  
**Business Computing (OU)**  
**Business Research Methods (OU)**

**d. Business Electives**

One Business Elective from among:

Business 399: Global Competitiveness Practicum

Econ 242: Applied Managerial Economics

CS 250: E-Commerce

Business 398: Undergraduate Internship in Business

**CS 306: Advanced Web Development (OU)**

**CS 312: Database Management Systems (OU)**

**CS 325: Distributed Applications (OU)**

**CS 412: Object Oriented Design Patterns (OU)**

**CS 422: Advanced Database Systems (OU)**

**CS 450: System Analysis and Design (OU)**

CS 499: Advanced Programming Tools

**Fin 210: International Money and Banking (OU)**

**Fin 220: Investment and Portfolio Management (OU)**

**Fin 232: International Finance (OU)**

Fin 400: Seminar in Finance

**Mkg 200: Principles of Public Relations (OU)**

**Mkg 212: Sales Management (OU)**

**Mkg 214: Advertising (OU)**

**Mkg 311: Retailing**

**Mkg 318: Global Marketing (OU)**

**Mkg 320: Marketing Research (OU)**

**Mkg 324: e-Marketing (OU)**

**Mgt 218: International Business (OU)**

Mgt 244: Managerial Decision Making

**e. One free elective.**

*\*Any of the major courses above marked with an asterisk may be taken to meet part of the GER.*



## Suggested Program of Studies

### Year One:

Mathematics 101  
CS101 or CS105  
History 120  
English 101  
Politics 101  
Mathematics 115 (OU)  
Computer Science 151(OU)  
Philosophy 101  
English 102  
Bio 101 or Ecology 110

### Year Two (Level 4):

Management 101 (OU)  
Accounting 101 (OU)  
Economics 101 (OU)  
English 204  
English 120, Art 120, or Music 120  
Accounting 102 (OU)  
Economics 102 (OU)  
Marketing 101 (OU)  
Philosophy 203  
Anthropology 101, Sociology101, or Psychology 101

### Year Three - semester 1 (Level 5):

Management 201 (OU)  
Finance 201 (OU)  
Business Administration 241 (OU)  
Computer Science 201 (OU)  
Free Elective

### Year Three - semester 2 (Level 5):

Research Methods 299 (OU)  
Statistics 205 (OU)  
Finance 202 (OU)  
Management 219 (OU)  
Business Elective

### Year Four - semester 1 (Level 6):

Management 322 (OU)  
Management 341 (OU)  
Management 312 (OU)  
Marketing 330 (OU)  
Business Elective

### Year Four - semester 2 (Level 6):

Management 323 (OU)  
Management 210 (OU)  
Management 330 (OU)  
Marketing 301 (OU)  
Business elective



## BACHELOR OF SCIENCE IN BUSINESS CONCENTRATION IN INTERNATIONAL BUSINESS & FINANCE

Global financial markets remain a dynamic sector of the world economy. Today the demand for International Business & Finance professionals to interpret the flood of information and to implement trading and financial strategies requires that the students understand theory and also have hands-on experience. ACT's goal is to educate and prepare students for successful careers in financial management through a careful balance between theory and hands-on learning.

### Degree Requirements

In order to receive the BS degree, the student must have fulfilled all the GER and major requirements and have completed at least 121 US credit hours with an overall G.P.A. of 2.0 or better. All business students take a Research Methods course followed by a Business Strategy I and Business Strategy II (capstone, final project) course. According to NECHE Standards, students must complete at least one fourth of their undergraduate program, including advanced work in the major or concentration, at the institution awarding the degree. As a consequence, all candidates for an ACT degree must have been in residence at the College for at least during the last two semesters of full time instruction, assuming availability and equivalency of transferable courses.

**Open University degree structure:** The program in Business—International Business & Finance is currently validated by Open University: under this scheme, 24 are out of the 40 courses required for a Bachelor's degree are validated by Open University. Students must necessarily take the fourth year courses at ACT. Successful students will receive a Bachelor's degree from Open University in addition to the ACT degree for a single course of studies by meeting the following common set of requirements (in addition to meeting General Education Requirements)—courses highlighted in bold are validated by Open University.

### Major Requirements

#### a. Business Requirements

- Accounting 101
- Accounting 102
- Business Administration 241
- Economics 101\*
- Economics 102
- Economics/Management 242
- Finance 201
- Management 101
- Management 201
- Management 312
- Management 322
- Management 323
- Marketing 101
- Marketing 301

- Financial Accounting (OU)
- Managerial Accounting (OU)
- International Business Law (OU)
- Introductory Macroeconomics (OU)
- Introductory Microeconomics (OU)
- Applied Managerial Economics (OU)
- Financial Management (OU)
- Introduction to Management (OU)
- Organizational Behavior (OU)
- Operations Management (OU)
- Business Strategy I (OU)
- Business Strategy II (OU)
- Introduction to Marketing (OU)
- Entrepreneurial and Corporate Marketing Strategy (OU)



**b. International Business & Finance Concentration Requirements**

- Finance 202 Corporate Finance (OU)
- Finance 220 Investment and Portfolio Management (OU)
- Finance 232 International Finance (OU)
- Finance 400 Seminar in Finance

**c. Other Degree Requirements**

- Mathematics 101\* Elements of Finite Mathematics
- Mathematics 115\* Calculus (OU)
- Statistics 205\* Introductory Statistics (OU)
- Computer Science 101\* Introduction to Computing
- Computer Science 151\* Quantitative Computing (OU)
- Computer Science 201 Business Computing (OU)
- Research 299 Research Methods (OU)

**d. Business Electives**

Three Business Electives (one must be an OU validated course) from among:

Business 398: Undergraduate Internship in Business

Business 399: Global Competitiveness Practicum

CS 250: E-Commerce

**CS 306: Advanced Web Development (OU)**

**CS 312: Database Management Systems (OU)**

**CS 325: Distributed Applications (OU)**

**CS 412: Object Oriented Design Patterns (OU)**

**CS 422: Advanced Database Systems (OU)**

**CS 450: System Analysis and Design (OU)**

**CS 499: Advanced Programming Tools (OU)**

**Econ 332: International Economics (OU)**

**Mkg 200: Principles of Public Relations (OU)**

**Mkg 212: Sales Management (OU)**

**Mkg 214: Advertising (OU)**

Mkg 311: Retailing

**Mkg 318: Global Marketing (OU)**

**Mkg 320: Marketing Research (OU)**

**Mkg 324: E-Marketing (OU)**

**Mkg 330: Consumer Behavior (OU)**

**Mngt 210: Human Resource Management for Growth (OU)**

**Mngt 219: Entrepreneurial International Business (OU)**

**Mngt 330: Entrepreneurship and Innovation (OU)**

**Mgt 341: Business in Greece and the EU (OU)**

**e. One free elective**

*\* Any of the Major courses above marked with an asterisk may be taken to also meet part of the GER.*



## Suggested Program of Studies

### Year One:

Mathematics 101  
 CS101 or CS105  
 History 120  
 English 101  
 Politics 101  
 Mathematics 115 (OU)  
 Computer Science 151(OU)  
 Philosophy 101  
 English 102  
 Biology 101 or Ecology 110

### Year Two (Level 4):

Management 101(OU)  
 Accounting 101(OU)  
 Economics 101(OU)  
 English 204  
 English 120, Art 120, or Music 120  
 Accounting 102 (OU)  
 Economics 102 (OU)  
 Marketing 101 (OU)  
 Philosophy 203  
 Anthropology 101, Sociology101, or Psychology  
 101

### Year Three - semester 1 (Level 5):

Management 201 (OU)  
 Finance 201(OU)  
 Business Administration 241 (OU)  
 Computer Science 201(OU)  
 Free Elective

### Year Three - semester 2 (Level 5):

Research Methods 299 (OU)  
 Statistics 205 (OU)  
 Finance 202 (OU)  
 Management 219 (OU)  
 Business elective

### Year Four - semester 1 (Level 6):

Management 322 (OU)  
 Finance 232 (OU)  
 Management 312 (OU)  
 Management 341 (OU)  
 Business elective

### Year Four - semester 2 (Level 6):

Management 323 (OU)  
 Finance 220 (OU)  
 Economics 332 (OU)  
 Marketing 318 (OU)  
 Business elective



## BACHELOR OF SCIENCE IN BUSINESS CONCENTRATION IN TOURISM

The Tourism program deals with the challenges and the opportunities of contemporary tourism and hospitality. Students learn to analyze market and investment opportunities in other countries. Through a careful blending of theory and practical applications students are prepared to pursue careers in local and international tourism and hospitality organizations.

### Degree Requirements

In order to receive the BS degree, the student must have fulfilled all the GER and major requirements and have completed at least 121 US credit hours with an overall G.P.A of 2.0 or better. All business students take a Research Methods course followed by a Business Strategy I and Business Strategy II (capstone, final project) course. According to NECHE Standards, students must complete at least one fourth of their undergraduate program, including advanced work in the major or concentration, at the institution awarding the degree. As a consequence, all candidates for an ACT degree must have been in residence at the College for at least during the last two semesters of full time instruction, assuming availability and equivalency of transferable courses.

**Open University degree structure:** The program in Business—Tourism is currently validated by Open University: under this scheme, 24 are out of the 40 courses required for a Bachelor's degree are validated by Open University. Students must necessarily take the fourth year courses at ACT. Successful students will receive a Bachelor's degree from Open University in addition to the ACT degree for a single course of studies by meeting the following common set of requirements (in addition to meeting General Education Requirements)—courses highlighted in bold are validated by Open University.

### Major Requirements

#### a. Business Requirements

- Accounting 101
- Accounting 102
- Business Administration 241
- Economics 101\*
- Economics 102
- Finance 201
- Management 101
- Management 201
- Management 322
- Management 323
- Marketing 101
- Financial Accounting (OU)
- Managerial Accounting (OU)
- International Business Law (OU)
- Introductory Macroeconomics (OU)
- Introductory Microeconomics (OU)
- Financial Management (OU)
- Introduction to Management (OU)
- Organizational Behavior (OU)
- Business Strategy I (OU)
- Business Strategy II (OU)
- Introduction to Marketing (OU)



**b. Tourism Concentration Requirements**

- Management 202
- Management 203
- Marketing 201
- Management 302
- Management 303
- Marketing 303
- Management 305
- Management 306
- Marketing 320

- Destination Management (OU)
- Hospitality Management (OU)
- Tourism Marketing (OU)
- Revenue Management (OU)
- Events Management (OU)
- E-Business Marketing (OU)
- HR in Hotels and Tourism (OU)
- Tourism and Real Estate Management (OU)
- Marketing Research (OU)

**c. Other Degree Requirements**

- Mathematics 101\*
- Mathematics 115\*
- Statistics 205\*
- Computer Science 101\*
- Computer Science 151\*
- Computer Science 201
- Research 299

- Elements of Finite Mathematics
- Calculus (OU)
- Introductory Statistics (OU)
- Introduction to Computing
- Quantitative Computing (OU)
- Business Computing (OU)
- Business Research Methods (OU)

**d. Business Electives**

- BUSINESS 398: Undergraduate Internship in Business**
- BUSINESS 399: Global Competitiveness Practicum**
- MKTG202: Services Marketing**
- ECON 242: Managerial Economics**
- MKTG212: Sales Marketing**
- MKTG302: Corporate Social Responsibility**
- MNGT308: Leadership Development**
- FIN301: Advanced Monetary Policy**
- MNGT307: Negotiations**
- FIN 210: Money & Banking**
- CSC401: Quantitative Operations Models**

**e. One free elective**

*\*Any of the Major courses above marked with an asterisk may be taken to meet part of the GER.*



## Suggested Program of Studies

### Year One:

Mathematics 101  
CS101 or CS105  
History 120  
English 101  
Politics 101  
Mathematics 115 (OU)  
Computer Science 151 (OU)  
Philosophy 101  
English 102  
Bio 101 or Ecology 110

### Year Two (Level 4):

Management 101 (OU)  
Accounting 101 (OU)  
Economics 101 (OU)  
English 204  
English 120, Art 120, or Music 120  
Accounting 102 (OU)  
Economics 102 (OU)  
Marketing 101 (OU)  
Philosophy 203  
Anthropology 101, Sociology 101, or Psychology 101

### Year Three - semester 1 (Level 5):

Management 201 (OU)  
Finance 201 (OU)  
Business Administration 241 (OU)  
Computer Science 201 (OU)  
Free Elective

### Year Three - semester 2 (Level 5):

Management 202 (OU)  
Management 203 (OU)  
Statistics 205 (OU)  
Marketing 201 (OU)  
Business Elective

### Year Four - semester 1 (Level 6):

Management 322 (OU)  
Management 302 (OU)  
Management 303 (OU)  
Marketing 303 (OU)  
Business Elective

### Year Four - semester 2 (Level 6):

Management 323 (OU)  
Management 305 (OU)  
Management 306 (OU)  
Marketing 320 (OU)  
Business elective





## BACHELOR OF SCIENCE IN BUSINESS CONCENTRATION IN MARKETING

Marketing is a critical function for all business since it involves the closest contact with customers. Marketing managers identify who a firm's customers are, what they need, and how the firm can best satisfy that need. As a result, this discipline plays a large role in creating profits for a business. Many successful marketing managers achieve high positions within an organization. Marketing graduates may find professional opportunities in sales, market research, retailing and advertising. More experience brings advancement to marketing management, market analysis, and consulting.

### Degree Requirements

In order to receive the BS degree, the student must have fulfilled all the GER and major requirements and have completed at least 121 US credit hours with an overall G.P.A of 2.0 or better. All business students take a Research Methods course followed by a Business Strategy I and Business Strategy II (capstone, final project) course. According to NECHE Standards, students must complete at least one fourth of their undergraduate program, including advanced work in the major or concentration, at the institution awarding the degree. As a consequence, all candidates for an ACT degree must have been in residence at the College for at least during the last two semesters of full time instruction, assuming availability and equivalency of transferable courses.

**Open University degree structure:** The program in Business—Marketing is currently validated by Open University: under this scheme, 24 are out of the 40 courses required for a Bachelor's degree are validated by Open University. Students must necessarily take the fourth year courses at ACT. Successful students will receive a Bachelor's degree from Open University in addition to the ACT degree for a single course of studies by meeting the following common set of requirements (in addition to meeting General Education Requirements)—courses highlighted in bold are validated by Open University.

### Major Requirements

#### a. Business Requirements

- Accounting 101
- Accounting 102
- Business Administration 241
- Economics 101\*
- Economics 102
- Economics/Management 242
- Finance 201
- Management 101
- Management 201
- Management 312
- Management 322
- Management 323
- Marketing 101
- Marketing 301

- Financial Accounting (OU)
- Managerial Accounting (OU)
- International Business Law (OU)
- Introductory Macroeconomics (OU)
- Introductory Microeconomics (OU)
- Applied Managerial Economics (OU)
- Financial Management (OU)
- Introduction to Management (OU)
- Organizational Behavior (OU)
- Operations Management (OU)
- Business Strategy I (OU)
- Business Strategy II (OU)
- Introduction to Marketing (OU)
- Entrepreneurial and Corporate Marketing Strategy (OU)



**b. Marketing Concentration Requirements**

- Management 240
  - **Marketing 200**
  - **Marketing 214**
  - **Marketing 318**
  - **Marketing 320**
  - **Marketing 324**
  - **Marketing 330**
- Creative Thinking  
**Public Relations (OU)**  
**Advertising (OU)**  
**Global Marketing (OU)**  
**Marketing Research (OU)**  
**e-Marketing (OU)**  
**Consumer Behavior (OU)**

**c. Other Degree Requirements**

- Mathematics 101\*
  - **Mathematics 115\***
  - **Statistics 205\***
  - Computer Science 101\*
  - **Computer Science 151\***
  - **Research 299**
- Elements of Finite Mathematics  
**Calculus (OU)**  
**Introductory Statistics (OU)**  
 Introduction to Computing  
**Quantitative Computing (OU)**  
**Business Research Methods (OU)**

**d. Business Electives**

Two Business Electives from among:

- Business 398: Undergraduate Internship in Business  
 Business 399: Global Competitiveness Practicum  
**Econ 332: International Economics (OU)**  
**CS 250: E-Commerce**  
**CS 306: Advanced Web Development (OU)**  
**CS 312: Database Management Systems (OU)**  
**CS 325: Distributed Applications (OU)**  
**CS 412: Object Oriented Design Patterns (OU)**  
**CS 422: Advanced Database Systems (OU)**  
**CS 450: System Analysis and Design (OU)**  
**CS 499: Advanced Programming Tools (OU)**  
**Fin 202: Corporate Finance (OU)**  
**Fin 210: International Money and Banking (OU)**  
**Fin 220: Investment and Portfolio Management (OU)**  
**Fin 232: International Finance (OU)**  
 Fin 400: Seminar in Finance  
**Mgt 210: Human Resource Management for Growth (OU)**  
**Mgt 219: International Business (OU)**  
**Mgt/Econ 242: Applied Managerial Economics (OU)**  
**Mgt 330: Entrepreneurship and Innovation (OU)**  
**Mgt 341: Business in Greece and the EU (OU)**  
**Marketing 212 Sales Management (OU)**  
 Mkg 311: Retailing

**e. One free elective**

*\*Any of the Major courses above marked with an asterisk may be taken to meet part of the GER.*



## Suggested Program of Studies

### Year One:

Mathematics 101  
 CS101 or CS105  
 History 120  
 English 101  
 Politics 101  
 Mathematics 115 (OU)  
 Computer Science 151 (OU)  
 Philosophy 101  
 English 102  
 Bio 101 or Ecology 110

### Year Two (Level 4):

Management 101 (OU)  
 Accounting 101 (OU)  
 Economics 101 (OU)  
 English 204  
 English 120, Art 120, or Music 120  
 Accounting 102 (OU)  
 Economics 102 (OU)  
 Marketing 101 (OU)  
 Philosophy 203  
 Anthropology 101, Sociology 101, or Psychology 101

### Year Three - semester 1 (Level 5):

Management 201 (OU)  
 Finance 201(OU)  
 Business Administration 241 (OU)  
 Marketing 200 (OU)  
 Free Elective

### Year Three - semester 2 (Level 5):

Research Methods 299 (OU)  
 Statistics 205 (OU)  
 Marketing 214 (OU)  
 Computer Science 201 (OU)  
 Business elective

### Year Four - semester 1 (Level 6):

Management 322 (OU)  
 Management 312 (OU)  
 Marketing 330 (OU)  
 Marketing 324(OU)  
 Business elective

### Year Four - semester 2 (Level 6):

Management 323 (OU)  
 Marketing 320 (OU)  
 Marketing 318 (OU)  
 Marketing 301 (OU)  
 Business elective



## MINORS

The Division of Business offers the opportunity to students from other majors to pursue Minors in Human Resources Management and in International Business. These minors are not available to Business majors.

### Minor in Human Resource Management

- Management 101, 201, 210
- 3 electives from the following: Business Administration 241, Economics 102, Management 219, Marketing 200

### Minor in International Business

- Management 101, 218
- Marketing 101, 318
- 2 electives from the following: Business Administration 241, Economics 102 or 332, Finance 220, Marketing 214, 324





## UNDERGRADUATE BUSINESS COURSES

*The courses listed below are expected to be offered at least every two years and a reevaluation of the entire course curriculum will be carried out every two years in order to maintain an updated list of course offerings.*

### Accounting

#### **Accounting 101: Financial Accounting**

This course is designed to provide students with an understanding of accounting information and the environment in which it is developed and used. Accounting principles and procedures are discussed in order to provide an understanding of the financial accounting process, including the recording, summarizing, and reporting of business transactions, which result in the preparation of financial statements. Topics covered include accounting and the business environment, revenue and cost recognition, asset valuation, depreciation, and an introduction to financial statement analysis.

#### **Accounting 102: Managerial Accounting**

This course is designed to give insight into the interpretation and use of financial reports for management planning, coordination and control. Students will be exposed to the kind of accounting information needed, where this information can be obtained, and how this information can be used by managers as they carry out their planning, controlling, and decisionmaking responsibilities. Topics include management accounting vs. financial accounting, classification and behavior of costs, CVP analysis, segmented reporting, standard costing and responsibility accounting. **Prereq: Accounting 101, Management 101**

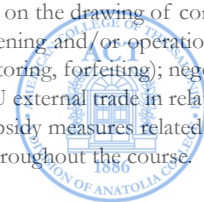
### Business Administration

#### **Business Administration 241: International Business Law**

The aim of the course is to introduce students to business law in the international environment. The course will cover the following topics: the formation of contracts, performance and non-performance of contracts, breach of contracts, a detailed analysis of commercial supply contracts, international sales and transactions, intellectual property, as well as commercial dispute resolution. The course will also reflect on different ethical dilemmas that businesspersons face today in the global society. It will also cover issues relating to different forms of getting incorporated and labor law.

#### **Business Administration 242: European Business Law**

An introduction to institutional European Community Law, beginning with an analysis of the basic principles of the European Union and the rules concerning the establishment and functioning of the internal market. Topics examined: consumer protection policy and legal protection, including directives on product liability and on the drawing of contracts away from business premises; elements of environmental EU law which may affect the opening and/or operation of a business; characteristics and limitations of new types of business (hire-purchase, leasing, factoring, forfeiting); negotiable instruments; technology transfer agreements; patent law; copyright protection; aspects of EU external trade in relation to commercial defense measures such as import and export regimes, and anti-dumping and subsidy measures related to the operation of multinationals within the EU. Ethical and management issues are considered throughout the course.



## Economics

### **Economics 101: Introductory Macroeconomics**

An introduction to modern economic analysis and its policy implications. The course centers on the applications of economic theory to national policy problems such as growth, inflation, unemployment, government expenditures and taxation, and the role of money. In addition, it provides a broad introduction to the understanding of the modern national socioeconomic systems in today's globalized economies.

### **Economics 102: Introductory Microeconomics**

A continuation of the introduction to modern economic analysis concentrating on the factors affecting behavior and decision-making by households, business firms, and institutions operating under a mixed socioeconomic system. It also considers the issues of market failures and introduces basic concepts of international economics.

### **Economics 332: International Economics**

The goals and objectives of this course are to facilitate the students understanding of foreign trade flow issues including the causes, the volume and the direction of these flows. Strong emphasis is given to the formulation of industrial trade policies. Topics to be covered include various trade and exchange rate theories, tariffs, and commercial policy, factor movement, regional economic integration, international institutions, international macroeconomic interactions, and international environmental issues and policies. **Prereq: Economics 101 and 102**

### **Economics/Management 242: Applied Managerial Economics**

This course deals with the application of economic theory and the tools of analysis of decision science to examine how an organization can achieve its aims most efficiently. The course uses the theory of the firm to integrate and link economic theory (microeconomics and macroeconomics), decision sciences (mathematical economics and econometrics), and the functional areas of business (accounting, finance, marketing, personnel or human resource management, and production) and shows how all of these topics are crucial components of managerial decision-making. Emphasis is placed on actual real world managerial decisions. **Prereq: Economics 102, Math 115**

## Finance

### **Finance 201: Financial Management**

This course provides a comprehensive introduction to the field of financial management. Emphasis is given to the examination of the processes and the methodology of financial statement analysis that can be applied and used as guidelines in assessing, interpreting and planning financial data to meet the objectives of managing a business entity effectively. Topics covered include goals and functions of financial management, short-term financial management decisions, financial statement analysis, planning and financial forecasting, and time value of money. **Prereq: Accounting 102**



**Finance 202: Entrepreneurial and Corporate Finance**

This course will clearly focus on financing an existing family business, start-ups, corporations, and NGO's, including sound financial management practices. The course will go into depth on how to analyse financial statement, create financial forecasts, and evaluate the various ventures. Tools and methods used in determining how much money a venture actually needs in order to be viable will also be covered. Attention will be devoted to the different types of financing alternatives available to an entrepreneur. The venture capital market will be investigated in detail, including self-financing, debt financing, angel financing, and financing from venture capital firms. Students will be encouraged to understand financing issues and options from the vantage points of the entrepreneur, the lender, and the investor. In short, the course will explore the most important financial issues that an entrepreneur may face. **Prereq: Finance 201**

**Finance 210: International Money and Banking**

The main intention of this course is to provide an overview of some key issues related to money, monetary policy and banking. Major topics covered in the money segment of the course include money creation, the monetary system, policy and control. The banking part of the course begins with the main banking operations and functions and continues with a discussion of the principles of bank asset and liability management. The markets in which banks operate are then described and the operations of banks in these markets are assessed. The risks encountered in banking are addressed, together with the means of controlling such risks. The safety and stability of the banking system is finally considered. **Prereq: Economics 102 and 102**

**Finance 220: Investment and Portfolio Management**

The principal purpose of this course is to offer a comprehensive introduction to the characteristics and analyses of individual securities as well as the theory and practice of combining securities to form optimal portfolios. It provides an understanding of the general principles of financial and investment decision-making through an examination of asset pricing models and the efficient market hypotheses as well as treatment of interest rates, bond and stock pricing, and bond and stock fund management. **Prereq: Economics/Management 242, Finance 202, Statistics 205**

**Finance 232: International Finance**

This course, designed for students who wish to build upon the basic economic and financial principles they have acquired in the areas of economics and corporate finance, covers both the management and the markets of multinational and European businesses. Students are exposed to the international business environment, with emphasis on the challenges financial managers face in the dynamic and rapidly expanding field of international and European finance. More specifically, students thoroughly examine recent developments in the following areas: financial management of an internationally-oriented business, international financial markets, multinational capital structure and the cost of capital, hedging of exchange rate movements and financing of international trade, and the international banking environment. **Prereq: Finance 202, Statistics 205**

**Finance 400: Seminar in Finance**

The purpose of this course is to analyze topics in Financial Management that have received limited coverage or no coverage in the other courses in Finance. The following topics will be covered in the course: Financial Innovations / Derivatives / Venture Capital / International Portfolio Management / International Acquisitions and Valuation / Currency Risk Management. The course topics and theme will vary over time to include the most recent issues affecting the financial sector. **Prereq: Finance 202 and Finance 232**





## Management

### Management 101: Introduction to Management

This course provides students with knowledge of basic management theories and concepts and introduces them to simple case studies relevant to the theoretical background that is covered. The subjects examined, including some insights from international management, are the following: the external and internal environment within which an organization operates; the historical foundations of Management; the social responsibility of business and the relation between business and government; the managerial function of planning; management by objectives; the organizing function and organizational structures; the function of staffing and personnel selection; the function of leading, motivation and job satisfaction, and finally, the function of controlling and coordinating a firm's actions to achieve its objectives.

### Management 201: Organizational Behavior

The behavior of individuals and groups within the organizational context is presented and analyzed. Different forms of organizational behavior are considered, providing students with exposure to various models. Topics covered include the context of organizational behavior, organizational culture, understanding individual behavior, personality-perception attitudes, job satisfaction, job stress, motivation and learning, interpersonal behavior and dynamics, leadership, power and politics.

**Prereq: Management 101**

### Management 202: Destination Management

This course offers specialized knowledge of destination management, a topic that has become even more important in contemporary tourism business. Participants will start from an introduction to destination management and the related marketing concepts and roles and will continue to in-depth issues such as destination communications and promotion, destination markets and segments, models of destination management, partnership and strategic cooperation in tourism, primary and secondary tourism offer, creation-distribution-branding of a destination, quality of the product, as well as case studies of good practice in international destination management.

### Management 203: Hospitality Management

Hospitality is a concept deeply rooted into Greek mentality. Intuitive hospitality is offered by all tourism professionals and the country is renowned for this quality. Nevertheless, contemporary developments and cultural trends make it necessary for professionals to be educated according to today's needs. This course covers a wide range of topics that include advance hospitality management theory, impact of socio-economics and technology on hospitality, the future trends, laws relating to business ownership, current practices, legislation and ethics in hospitality practices, operations of revenue, logistics in accommodation for guests, guest handling, and various segments such room, concierge, food and beverage, pools, casinos, beach-bars and restaurants.

### Management 210: Human Resource Management for Growth

The course provides an overview of the basic concepts and practices of human resource management of a modern entrepreneurial organization. Its emphasis is on HRM's strategic perspective and well-being of the people for the success of new ventures. It also focuses on the global realities of HRM and the use of modern technologies within an ethical framework. Topics covered include , basic concepts, strategic HRM, legal aspects of HRM, Job analysis & Job Design, human resource planning, employee recruitment, selection, motivation and orientation, performance evaluation and compensation, Training and development, labour relations, safety, health and wellness, social and ethical issues. **Prereq: Management 101**



**Management 219: Entrepreneurial International Business**

The objective of this course is to present an overview of the global environment within which firms operate. Students are exposed to all aspects of international business and will learn how to interpret international developments and evaluate their consequences for the firm. Among the topics considered are the nature of the multinational corporation, the institutional framework for international business, environmental factors influencing the choice of international investment sites, factors related to business operations in specific countries/regions, and the special circumstances relating to the marketing and financing of international businesses. **Prereq: Economics 101, Management 101**

**Management 240: Creative Thinking: The Business Imperative**

The course introduces students to the principles and techniques of creative thinking. Students are taught how to evaluate their own ideas, as well as the ideas of others. The focus of the course is in developing the student's innovation and decision-making skills. The course also covers how to anticipate objections to ones' ideas and how to overcome them.

**Management /Economics 242: Applied Managerial Economics**

This course deals with the application of economic theory and the tools of analysis of decision science to examine how an organization can achieve its aims most efficiently. The course uses the theory of the firm to integrate and link economic theory (microeconomics and macroeconomics), decision sciences (mathematical economics and econometrics), and the functional areas of business (accounting, finance, marketing, personnel or human resource management, and production) and shows how all of these topics are crucial components of managerial decision-making. Emphasis is placed on actual real world managerial decisions. **Prereq: Economics 102, Math 115**

**Management 302: Revenue Management**

With a fixed capacity, a highly disposable product and high fixed costs, hotels are a natural candidate for the application of revenue management. The purpose of this course is to provide a core understanding of the fundamentals of revenue management, which ties into the larger picture of revenue strategy. The course is structured to provide an insightful look into Revenue Management.

In today's hotel sector an increasingly complex network of traditional and web based channels have to be managed to insure hotel success. Key questions include: how should you distribute over the web? What should you include on your brand.com website so people book through it? How can you maximise the potential of online travel agents (OTAs)? With the distribution environment both highly complex and constantly evolving, this course will give you comprehensive foundation of current industry practices to help jumpstart your career in this fascinating domain.

**Management 303: Events Management**

This course will provide industry-specific knowledge of events planning and running. It will offer a comprehensive overview of events management, covering all types of event destinations, venues and operations. Specific attention is paid to the analysis, management and monitoring of the economic and tourism benefits of the events sector. Topics that will be covered include event management, planning, operations, logistics, quality management, coordination of HR, financial management and marketing of events, communications, and evaluation and impact assessment methods. Participants will also be given a wide range of event studies in order to learn from prior industry experience.

**Management 304: Total Quality Management**

The objective of this course is to provide students with in-depth knowledge and understanding of the importance of quality and customer satisfaction in business competitiveness, and to introduce them to the basic principles and tools of quality



management and improvement. The course will focus on the continuous improvement of all aspects of a business, from design through production, to after-sales service, using leadership and employee participation. Topics covered will include the concept of quality and the different quality management philosophies; the basic principles and components of TQM; the link with recognized quality awards (Malcolm Baldrige National Quality Award & European Quality Award); quality assurance systems & ISO 9000 standards; measurement of quality cost; quality improvement tools & techniques. Both secondary readings and real-world cases are provided as a basis for class discussion. **Prereq: Management 312**

#### **Management 305: HR in Hotel and Tourism**

Hospitality is a concept deeply rooted into Greek mentality. Intuitive hospitality is offered by all tourism professionals and the country is renowned for this quality. Nevertheless, contemporary developments and cultural trends make it necessary for professionals to be educated according to today's needs. This course covers a wide range of topics that include advance hospitality management theory, impact of socio-economics and technology on hospitality, the future trends, laws relating to business ownership, current practices, legislation and ethics in hospitality practices, operations of revenue, logistics in accommodation for guests, guest handling, and various segments such room, concierge, food and beverage, pools, casinos, beach-bars and restaurants.

#### **Management 306: Tourism and Real Estate Management**

Subject Module is going to offer an insight to the principles of tourist real estate development, a part of what is called commercial real estate development.

Usually in Greece, real actions take place by individual entrepreneurs who have limited knowledge of real estate markets background. There is a small number of listed real estate companies

Subject module is going to focus on the key feature of tourist real estate: Hotel Development

#### **Management 312: Operations Management**

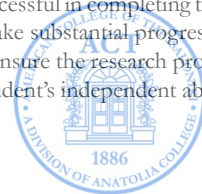
The course provides an overview of concepts, methodologies and applications of production and operations management. Topics include productivity, forecasting demand, location and capacity planning, inventory control, project management, operations scheduling, just-in-time systems, quality control, total quality management. **Prereq: Management 101**

#### **Management 322: Business Strategy I**

The aim of this course is to enable students to approach the whole organization: marketing, finance, accounting and personnel functions together. Strategy and structure are the central themes of the course. Topics covered include the business environment, the systems approach, industry analysis, organizational intelligence, organizational structuring, organizational power, strategy development and implementation, leadership styles, management of the external environment, and strategic decision-making. **Prereq: Finance 201, Management 312, Marketing 101**

#### **Management 323: Business Strategy II (Capstone Project)**

This course is designed to synthesize the knowledge and skills developed in previous business courses and apply them to the research project. Students learn about all aspects of the process of developing and carrying out their business strategy research project, and gain an understanding of standards and expectations that students need to meet to be successful in completing their research. Typically there are no classroom sessions throughout the course. However, in order to make substantial progress, it is essential that students set and meet aggressive goals and meet regularly with their coordinator to ensure the research project is progressing in a focused and high quality manner. Lastly this research project should prove the student's independent ability to investigate and develop an issue within the field of business strategy. **Prereq: Management 322**



**Management 330: Entrepreneurship and Innovation**

An in-depth study of the legal, financial, marketing and organizational aspects of starting up, implementing, and successfully managing one's own business venture. The major portion of the course, apart from presentation and discussion of theoretical bases involving starting a new business, consists of construction of a detailed business plan. Class members consider all issues involving initiation, building, and controlling a new venture. The main goal is first the analysis and secondly the simulation of an effective business plan based on realistic, contemporary case scenarios. Prereq: **Economics 102**

**Management 341: Business in Greece and the EU**

The aim of the course is to give students in-depth insights into the complexities of the European environment from a global, business, economic, political, and legal perspective. The course also analyzes the various ways in which the European Union institutions influence a company working in or with Europe, with specific emphasis placed on doing business in Greece.

Prereq: **Economics 101 and 102**

**Management 421/MBA-MAN 521: Organizational Leadership and Change**

This course examines leadership and its role in the change process. Students learn how to catalyze action by creating a vision and build momentum for change. In the process, they learn more about themselves as leaders. **(Permission by the instructor)**

**Management 425/MBA-MAN 525: Operations Management**

This course introduces the modeling tools used to manage the complex 21st century business environment. It includes examination of decision analysis, probabilistic models, simulation techniques, regression-based inference and mathematical programming. **(Permission by the instructor)**

**Management 470/MBA-BUS 570: International Business**

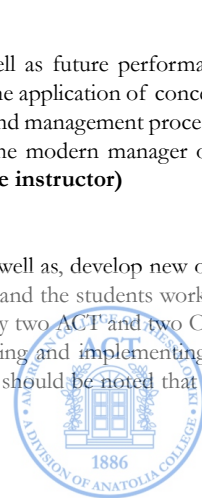
This course analyzes the major forces that affect the operations of firms across national boundaries. It undertakes an in-depth look at the international political, cultural, and economic forces affecting multinational enterprises' market entry strategy, marketing, financial, production and human resource functions. It examines the conditions needed to create and maintain an international competitive advantage in an increasingly globalized and interactive market environment. **(Permission by the instructor)**

**Management 480/MBA-BUS 580: Strategic Management**

This course develops a framework for assessing the current strategic competitive position as well as future performance outlook for a business entity within a given economic environment. Focus on developing skills for the application of concepts and tools for strategy formulation at corporate levels, and on the design of organization structures and management processes required for effective strategy implementation. Case applications involve strategic issues facing the modern manager of a business enterprise impacted by globalization, and information and technology. **(Permission by the instructor)**

**Business 399: Global Competitiveness Practicum**

The course is designed to give students an opportunity to leverage their existing business skills, as well as, develop new ones in an exciting and team cooperative environment. ACT faculty select a number of local businesses and the students work on consulting assignments for them. GCP faculty assign students to teams, each consisting of generally two ACT and two Ohio University students. Each team is given a different business project and is charged with developing and implementing an approach for completing it in a fashion that satisfies its client and meets the course objectives. \*It should be noted that this course is a special summer course offered only to regular ACT and Ohio University students.



## MARKETING

### Marketing 101: Introduction to Marketing

The objectives of this course are to introduce the basic marketing concepts, to present the practical use of marketing in modern corporations, to provide students with the elements of market thinking in solving business problems and to prepare them for working in the competitive and dynamic field of marketing. Topics covered include the macro and micro role of marketing, market segmentation, basic principles of marketing research, demographic and behavioral dimensions of consumers, marketing mix, product analysis, product strategies, new product development, distribution channels, pricing policies, introduction to promotion and advertising, and marketing plan construction. The course is enriched with supplementary up-to-date articles, real-world cases, video projections, and marketing simulation. **Prereq: Economics 102**

### Marketing 200: Principles of Public Relations

The course introduces students to the theories and techniques involved in planning and carrying out appropriate programs in order to influence public opinion and behavior. The students will receive a comprehensive knowledge of Public Relations, public opinion, public practices and problem solving and prevention.

### Marketing 201: Tourism Marketing

Marketing plays a catalytic role in international tourism. Customers are offered today an enormous selection of choices worldwide, while tourism professionals try to distinguish themselves from competition. This course will initially offer general marketing education and then focus in industry-specific applications of marketing. Topics to be covered include the characteristics of a service, their marketing implications, an overview of mix components – product, price, promotion, place, people -, the independence and interdependence of elements, definitions of market segmentation, marketing for hotels and resorts, the product life cycle, the scope, process and role of market research, and secondary information, sources, range and importance. Professional expertise will be brought into class together with case studies of marketing practices.

### Marketing 212: Sales Management

The main objectives of the course are to introduce the basic concepts of personal selling, to give an explicit and practical view of salespeople's main tasks and working practices, and to discuss and organize the current sales management tactics by analyzing up-to-date, real world situations. Topics include sales management functions and strategies, the personal selling process, account relationship management, territory management, setting sales goals, personnel recruitment and selection, sales training, territory design, leadership, motivating and compensating the sales force, and evaluation and control of sales force performance. **Prereq: Management 101, Marketing 101**

### Marketing 214: Advertising

The primary objective of this course is to introduce students to the challenging world of advertising and promotion. Advertising is examined as a distinctive element of promotion, together with other communication tools. Current developments of advertising are discussed and an integrative perspective is adopted, due to rapid changes and metamorphoses in the advertising business. Emphasis is given to the role of modern marketing communications, the organizational needs and structure in the field of advertising and promotion, determining advertising objectives and budget, creative strategy, media planning, analysis of broadcast and print media, types of support media and other promotional tools. The large number of advertising techniques and applications, as well as students' everyday exposure to thousands of communication messages, recommend the use of cases, projects, real-world examples and class discussions. **Prereq: Marketing 101**



**Marketing/Computer Science 250: E-commerce**

This course provides students with a broad understanding of the electronic commerce domain. It introduces aspects of e-commerce, and students gain insight into technical, business, legal and policy issues. On completion of the course business students will be able to understand what e-commerce is and how to exploit an e-commerce strategy in an organization. Business and Computing majors will be ready to comprehend the e-commerce domain and apply it technically. **Prereq: Computer Science 101 or 105, Marketing 101**

**Marketing 301: Entrepreneurial and Corporate Marketing Strategy**

An advanced marketing course that offers in-depth examination and analysis of the basic marketing principles gained in Marketing 101: Introduction to marketing. Students are taught what is being confronted in a marketing department and what the alternative procedures for carrying out various marketing projects are. A considerable effort is made to provide students with the elements of marketing thinking in structuring marketing strategies for various corporations. Supporting students' ability to think, express themselves, write, speak and argue in marketing terms also constitutes one of the main course objectives. Finally, students are prepared to work in the competitive and dynamic field of marketing and to become professionals with a global perspective. Case analysis and class discussions of current issues are among the important educational and learning tools used. **Prereq: Marketing 101**

**Marketing 303: Tourism e-business**

Advances in technology have greatly influenced and shaped modern tourism operations. IT systems offer flexible, online and, above all, affordable, solutions for everyone, from single individuals to large companies. What is more important, online systems are used not only by industry professionals but by customers too; it is a given fact that a growing majority of tourists around the world use the internet to research, examine and select their next travel. As a result, it has become absolutely necessary that a professional of any position in tourism should be able to manage and run such platforms on a daily basis. There are hundreds of innovative and versatile platforms available for travel services, covering the needs of various segments, such as destination management companies, travel agencies, tour operators, hotels and hotel chains, tourist transfers and buses, excursions and package organizers etc.

During this course participants will be introduced to the basic characteristics of various e-business concepts, as well as industry-specific software, such as hotel booking, airline reservations, events registrations, as well as operational software covering areas of accounting, HR, logistics and dining services.

**Marketing 311: Retailing**

This course provides an examination and analysis of a vital marketing distribution channel. Basic issues regarding retailing, and all major aspects of decision-making in retail businesses are covered, including types of retail businesses, consumer behavior, external environments, location decisions, store design and layout, merchandising, human resource management, pricing decisions, financial considerations, promotion, organizational and managerial aspects of operation, and marketing research applications. **Prereq: Marketing 101**



**Marketing 318: Global Marketing**

This course addresses marketing management problems, techniques and strategies needed to incorporate the marketing concept into today's global marketplace. More specifically the course deals with modes of foreign market entry, pricing issues, cultural and demographical issues and the impact of foreign currency fluctuations on a firm's performance. **Prereq: Management 101, Marketing 101**

**Marketing 320: Marketing Research**

The major objective of this course is to introduce students to the useful and multi-purpose theory and practice of marketing research. Application of this theory to product, price, place and promotion strategies, as well as to every practical marketing issue confronting a business organization, is one of the main course goals. Topics that are discussed in detail include the role and the environment of marketing research, planning a research project, secondary sources of information, qualitative interviewing methods, survey-interviewing methods, the basics of sampling, major sampling techniques, questionnaire construction, data-processing, analysis and tabulation, and reporting research findings. All topics are dealt with through examples in the context of real business situations. **Prereq: Marketing 101, Statistics 205**

**Marketing 324: E-Marketing**

This course focuses on the key marketing issues in E-Business, comparing marketing concepts in the traditional marketing environment with those employed in E-Business. Topics addressed include Marketing Research on the Web, Personalization/Online Community, Pricing Online, Customer Support and Online Quality, E-Commerce, Business to Business (B2B) Marketing, Advertising/Brand Building, Web Promotion, and "Virtual Legality". **Prereq: Marketing 101**

**Marketing 330: Consumer Behavior**

An analysis of consumer behavior, this module introduces students to the processes that consumers employ in order to select, purchase, use, evaluate, and dispose of products and services that will satisfy their needs. The module will also provide students with an understanding of the influences (external and internal) that determine consumer behavior. And, since consumers vary in the ways that they consume products and services, the module will demonstrate in various ways how and why the analysis of consumer behavior is critical to the field of marketing.

**RESEARCH****Research 299: Research Methods**

This course aims to provide to students a comprehensive knowledge of good research practices. Students will also be exposed to ethical and legal issues related to research. Emphasis will be placed on the ability of the students to apply the appropriate research methodologies and analytical techniques and on acquiring academic writing and presentation skills.









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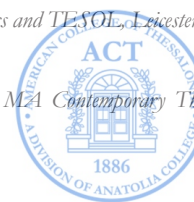
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## GOALS AND OBJECTIVES

### MISSION

The Division of Humanities and Social Sciences offers a solid liberal arts underpinning to ACT's academic and professional programs and provides introductory and advanced education in all areas of the humanities and social sciences, with undergraduate programs of distinction in English, Political Science and International Relations and Psychology, minors and special certificate programs in select fields.

The principal mission of the Division is to assist students to master and integrate different modes of knowledge and experience in order to communicate effectively, solve problems, resolve conflict, express new ideas creatively and professionally. It also aims to challenge youth to cultivate personal integrity and respect for diversity.

Teaching and research strengths within the division include: communication and media studies, literature, and language teaching methodology; history, politics, gender and European studies; applied and counseling psychology; cultural studies.

Division alumni have been admitted for post-graduate study, often as scholarship recipients, in the most prestigious universities in Europe and North America, including Oxford, Cambridge, LSE, St Andrew's, King's, HEI Geneva, the College of Europe, Johns Hopkins SAIS, Georgetown, the Fletcher School, Columbia, and the University of Texas at Austin, while some of our American alumni have gone on to law school after studying at ACT. Many have worked or are now working in ministries of foreign affairs and other public entities, communication sectors and the teaching profession, leading international NGOs, colleges and universities of repute, and MNCs worldwide.

### THE MICHAEL AND KITTY DUKAKIS CENTER FOR PUBLIC AND HUMANITARIAN SERVICE

Launched in September 1999 and named after the former Governor and First Lady of the Commonwealth of Massachusetts, the MICHAEL AND KITTY DUKAKIS CENTER FOR PUBLIC AND HUMANITARIAN SERVICE is one of the premier centers for public affairs and international diplomacy in Southeast Europe.



The Dukakis Center provides undergraduate training leading to ACT's renowned BA in Political Science & International Relations, offers opportunities for internships and experiential learning, and organizes a variety of activities and events annually on topics ranging from US foreign policy, EU and NATO enlargement, sustainable development, corporate governance, environmental policy, and historical remembrance. The common thread in these activities is a commitment to inspire youth to take active roles in public affairs.

### **LUCY CENTER FOR BALKAN STUDIES**

The Lucy Center for Balkan Studies was established in 2004 thanks to a generous donation from ACT friend and trustee, Elias Kulukundis, and named after his late wife Lucy. The Center was created to facilitate the formal study of Southeast European affairs, particularly for undergraduate study abroad students spending a semester or academic year at ACT.

Students studying at the Center have the opportunity to do formal coursework in Balkan Studies, participate in study trips throughout the region, and, in select cases, undertake formal internships in regional organizations.

The Center for Balkan Studies also acts as a clearinghouse for information about the Balkans and the Aegean Basin, and as a forum for debate on regional issues. In particular, a lecture series has been established for discussion of such important topics as civil society, democratization, and European and transatlantic integration.

## **GRADUATE PROGRAMS AT THE HSS DIVISION**

The graduate Programs offered by ACT include comprehensive Full Time / Part Time graduate programs.

### **GRADUATE PSYCHOLOGY PROGRAM**

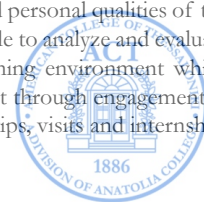
#### **MS IN INDUSTRIAL/ORGANIZATIONAL (I/O) PSYCHOLOGY**

ACT's flexible, 15-month MS in Industrial Organizational Psychology features a strong emphasis on coaching and is aimed at those wishing to turn their experience into expertise, and expertise into leadership. Students will study organizational leadership and change, conflict resolution and management but they will combine such courses with positive psychology and well-being, creating more positive and more profitable workplaces for them and their clients and increasing their personal and professional well-being at the same time.

The new master in I/O psychology will help you discover the trends and best practices, learn how to increase your emotional intelligence and market it to advance your career in all areas of business, industry, consulting, government, health and education.

#### **Major Aims**

The new MS in Industrial/Organizational (I/O) Psychology aims to develop the knowledge, skills and personal qualities of the participants in order to be effectively employed in the field of I/O psychology. Participants will be able to analyze and evaluate contemporary issues and deal with current challenges. The program provides an integrated learning environment which enables participants to increase their potential. Intellectual, technical and transferable skills are taught through engagement in a variety of teaching and learning resources, such as lectures, presentations, video conferences, site trips, visits and internships.



### Major Objectives

The program's major objectives are the following:

- Design, conduct, and evaluate organizational research projects
- Conduct and translate psychological information into non-technical terms
- Design and evaluate training programs
- Assess the impact of motivation, job stress, leadership and other constructs of work behavior
- Build effective work groups through job analysis, group development and worker participation
- Analyze and design organizational change strategies
- Develop employee selection and job placement criteria
- Manage employee and organizational conflict
- Provide a stimulating study environment
- Offer continuing professional development to participating students
- Motivate participants to explore their career opportunities in the industrial/organizational psychology area

The teaching mode will be a combination of theory and practice in class with a hybrid work-compatible delivery format combining online instruction with on-campus Friday teaching sessions.

### What we offer

A highly flexible Master's program that is tailored to your needs:

- A Master's program you can complete in 15 months.
- 3 out of the 10 courses are offered fully online.
- Cutting-edge courses such as positive psychology and well-being, coaching and sports coaching
- Classes are held every week but only Fridays in the afternoon, to accommodate working professionals and those living outside of Thessaloniki.
- An interdisciplinary program inviting eager learners and professionals from various walks of life
- A focus on cultivating a new mindset for new results
- An important management and life skill that will help you become more self-reliant and communicate more effectively
- Hands-on experience through internship opportunities as part of the curriculum

### Program duration & Curriculum

- The duration of the whole program could vary from a 15-month period, for those attending on a full-time basis to a more flexible duration for those selecting a part-time basis
- The suggested curriculum includes a total of 36 credits, a total of ten (10) courses, including the thesis and the internship courses.

### For further information about graduate applications:

Enrolment Management Office  
 Bissell Library, First Floor, 2310-398398  
 Email: [admissions@act.edu](mailto:admissions@act.edu)



## MS IN INDUSTRIAL/ORGANIZATIONAL (I/O) PSYCHOLOGY - PROGRAM OF STUDY

<b>Academic Term 1:</b>	PSY 501: Introduction to Industrial/Organizational Psychology-online MBA STAT 505: Applied Statistics for Business Decisions (cross-listed course)
<b>Academic Term 2:</b>	PSY 505: Psychological Testing & Measurement – online PSY 510: Psychology of Group Dynamics
<b>Academic Term 3:</b>	MBA-MNGT 521: Organizational Leadership & Change (cross-listed course) PSY 520: Positive Psychology & Well-being Coaching- online
<b>Academic Term 4 &amp; Summer Term:</b>	PSY 540: Internship PSY 550: Thesis
<b>Academic Term 5:</b>	MBA MAN 433: Conflict Management & Resolution
<b>Elective courses (Academic Term 4 or 5)</b>	PSY 525: Executive Coaching & Leadership Mentoring PSY 515: Emotional Intelligence in the Workplace PSY 530: Sports Coaching

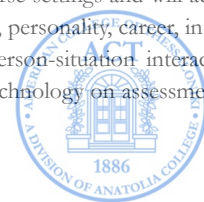
## GRADUATE PSYCHOLOGY COURSES

### **Psychology 501: Introduction to Industrial/Organizational Psychology-online**

This course is designed to introduce you to the field of I/O psychology. The emphasis is on the psychological principles and how they apply in a work context. Topics will include legal issues in employment, selection of employees, performance appraisal, training, leadership, motivation, and group behavior. This course will navigate each of these topics in turn, to provide learners an overview of the broad field that is I/O psychology. Learners will acquire and strengthen their skills as both scholars and practitioners as we blend scientific research with practical application to extend our knowledge of I/O and apply that knowledge to further our learning, inform science, and increase personal effectiveness and success.

### **Psychology 505: Psychological Testing & Measurement-online**

This course will introduce students to the principles of psychological assessment as employed in diverse settings and will address psychometric concepts such as validity, reliability, norms, and score interpretation. Surveys intelligence, personality, career, interest, aptitude, and achievement tests and reviews alternative methods of assessing competence and person-situation interactions. Contemporary issues such as the validity of instruments for diverse populations and the impact of technology on assessment are discussed.



**Psychology 510: Psychology of Group Dynamics**

This course is designed to be an interactive exploration of group dynamics and leadership. Through the introduction of current theories and models, students will learn to work effectively in groups, increase their understanding of leadership, make effective decisions, and stimulate the development of new skills through demonstration and practice. Readings, discussions, reflections, and experiential activities will examine self-development and understanding, group dynamics, change, ethics, and teamwork. Students will use experiences in groups and teams to provide raw materials for discussion of class material.

**Psychology 520: Positive Psychology & Well-being-online**

Positive Psychology is the scientific study of the strengths and virtues that enable individuals and communities to thrive. There is a growing interest in Positive Psychology and its benefits to professionals in health care, teaching, criminal justice, human resources and social services. Positive Psychology focuses on how to live a meaningful and fulfilling life, cultivate what is best within people, and enhance people's experiences of love, work, and play. Students will be educated on evidence-based interventions designed to enhance well-being, resilience, change, mindfulness, realistic optimism, addiction, self-respect, positive behavior and workplace satisfaction.

**Psychology 540: Internship**

The practical application of theory taught is of utmost importance for this program. The internship course will play a catalytic role in combining and integrating all acquired knowledge and experiences during the academic program. Participants are expected to demonstrate their full potential and contribute into the firms' everyday operations, as well as offer their expertise to the management. In addition, the internship course is expected to further develop their determination to work and succeed in the future.

**Psychology 550: Thesis course**

This is the concluding course of the program. All participants will have to produce a paper on a topic of their choice under the supervision of an assigned faculty. In the end, each participant is expected to support their submitted thesis in front of a committee of the faculty. Each student will be assigned a faculty member who will serve as the thesis advisor. Specific guidelines are set out via the Thesis Guide document regarding the way the paper should be organized and structured. Each student has continuous interaction with his/her advisor, either in person or via email, in order to work step by step with the thesis. All proposals will be reviewed by ACT's Institutional Review Board.

**Psychology 515: Emotional Intelligence in the workplace**

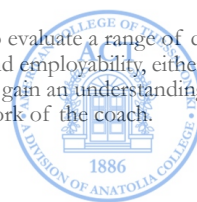
Emotional Intelligence (also referred to as EI and EQ) is about an individual's ability to recognize and regulate their own emotions and the emotions of others in order to achieve their goals. This course will explore various models of EQ, the ethics of incorporating EI assessments and training in various situations, criticisms of the EQ concept and components of EI, and how to strengthen your own Emotional Intelligence. By learning about EQ, you can better determine whether or not your business or company would benefit from EQ training, learn how to strengthen your own EI skills, and understand the relationship between personality and Emotional Intelligence as well as the role that EI plays in those with personality or psychiatric disorders and those on the autism spectrum.

**Psychology 525: Executive coaching and leadership mentoring**

This course examines the links between executive coaching and leadership mentoring with an emphasis on coaching skill development. Students will learn about the role of self as a coach and instrument of change, study coaching within systems dynamics, and understand how to create productive and fulfilling relationships in the coaching role. Students will have the opportunity to connect with other senior-level professionals while learning through a combination of interactive classroom instruction, reading, self-reflection, and hands-on practice in individual and group & team coaching.

**Psychology 530: Sports Coaching**

Students will learn the theories that underpin the different approaches to sports coaching and learn to evaluate a range of different coaching techniques. Students will be introduced to different coaching styles and coaching pedagogy, practice and employability, either to build on their current coaching skills or to help them improve the way they communicate with others. They will also gain an understanding of anatomy and physiology, the interdependence of fundamental physiological systems, and how these relate to the work of the coach.





## UNDERGRADUATE PROGRAMS AT THE HSS DIVISION

The Division of Humanities and Social Sciences offers the following undergraduate academic programs:

### **Degree Programs**

- Bachelor of Arts in English, Concentrations in Language & Literature and Communication & New Media
- Bachelor of Arts in International Relations
- Bachelor of Science in Psychology
- Minor in Diplomacy and International Relations (for non-IR majors only)
- Minor in Communication Studies (for non-English majors only)
- Minor in English (for non-English majors only)
- Minor in Psychology (for non-Psychology majors only)

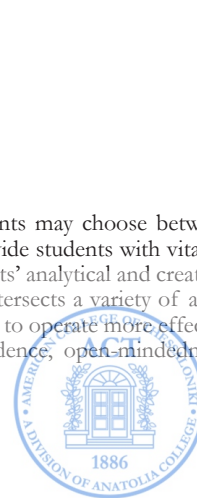
### **Certificate Programs**

- Geopolitics and Strategy
- NGO Management
- Hellenic Studies
- Teaching English as a Foreign Language (TEFL)
- Resilience and Wellbeing
- Sports coaching

## DEGREE PROGRAMS

### BACHELOR OF ARTS IN ENGLISH

The Bachelor of Arts in English offers a synthesis of traditional and contemporary course content. Students may choose between two different concentrations, Language & Literature or Communication & New Media. The program aims to provide students with vital knowledge in the subject areas of literature, social media and communication, linguistics, and culture; cultivate students' analytical and creative skills for intellectual and professional purposes; enable them to explore the evolution of English studies as it intersects a variety of academic disciplines; help them become more astute readers, writers, thinkers, and communicators; challenge them to operate more effectively in multicultural, interdisciplinary environments, both as students and future professionals; and inspire confidence, open-mindedness, and personal and professional success.



### Degree Requirements

In order to receive the BA degree, the student must have fulfilled all the GER and major requirements and have completed at least 121 US credit hours with an overall G.P.A. of 2.0 or better. According to NECHE Standards, students must complete at least one fourth of their undergraduate program, including advanced work in the major or concentration, at the institution awarding the degree. As a consequence, all candidates for an ACT degree must have been in residence at the College during the last two semesters of full time instruction, assuming availability and equivalency of transferable courses.

**Open University degree structure:** The program in English is currently validated by Open University: under this scheme, 24 are out of the 40 courses required for a Bachelor's degree are validated by Open University. Students must necessarily take the fourth year courses at ACT. Successful students will receive a Bachelor's degree from Open University in addition to the ACT degree for a single course of studies by meeting the following common set of requirements (in addition to meeting General Education Requirements)—courses highlighted in bold are validated by Open University.

### Major Requirements

- English 101: Composition I
- English 102: Composition II
- **English 120: Introduction to Literature (OU)**
- English 203: Advanced College English Skills
- **Comm 127: Communication, Culture and Society (OU)**
- **English 220: Introduction to Twentieth Century Poetry and Drama (OU)**
- **English 230: English Literatures (OU)**
- **English 273: Introduction to Linguistics (OU)**
- **English 275: Sociolinguistics (OU)**
- **English 250: Advanced Writing and Professional Communication (OU)**
- **English 300: Image, Text, Culture (OU)**
- **Comm 327: Communication Research Methods**
- **Hum 246: Introduction to American Cultural Studies (OU)**
- **CS 107: Multimedia I - Digital Media Toolkit (OU)**

### Language & Literature Concentration: Required Courses

- English 259: Topics in Contemporary World Literature (OU)
- English 340: Comparative Literature (OU)
- English 274: Applied Linguistics (OU)
- English 325: Second Language Acquisition (OU)
- English 350: Advanced Writing: Writing for Social Change (OU)
- English 380: The Business of Literature (OU)

### Language & Literature Concentration: Major Elective Courses (5 of the following)

- History 201: Women in Modern Times (OU)
- English 268: Women and Literature (OU)
- English 221: Short Fiction (OU)
- English 335: English Language Teaching I (OU)
- English 345: English Language Teaching II (OU)
- English 375: Instructional Technology (OU)



- English 370: Literature and Film (OU)
- English 360: Literary Theory (OU)
- Hum 221: History on Film/ Film on History (OU)
- Soc Sc 228: Society & Culture: Theory, Texts and Practices (OU)
- Any course from the Concentration Communication & New Media

### Communication & New Media: Required Courses

- Comm 217: Media in Transition (OU)
- Comm 317: Communicating Through New Media (OU)
- Comm 227: Media Theory (OU)
- Comm 233: Introduction to Journalism (OU)
- Anthr 349: Intercultural Communication in Theory and Practice (OU)
- One of the following:
  1. Marketing 200: Principles of Public Relations (OU)
  2. Marketing 214: Advertising (OU)
  3. SocSc 215: Studies in Media and Contemporary Society (OU)
  4. SocSc 228: Society and Culture (OU)

### Communication & New Media: Major Elective Courses (5 of the following)

- Marketing 324: E-Marketing (OU)
- CS 206: Web Development (OU)
- CS 219: Video Game Design
- CS 306: Advanced Web Development (OU)
- Soc Sc 210: Introduction to Global Studies and Human Geographies (OU)
- Any of the above Required Courses not selected or courses in the Concentration Language and Literature

### Free Electives: Three (3)

#### Other Degree Requirements

- English 390 Senior Thesis I & English 395 Senior Thesis II (OU)
- SocSc 399- Service Learning



## Suggested Program of Studies

### BA in English. Concentration: Communication & New Media

#### Year One:

English 101  
 History 120  
 Politics 101  
 Philosophy 101  
 Computer Science 101  
 Math 100  
 Economics 101 or 102  
 English 102  
 English 120 (OU)  
 Biology 101 or Ecology 110 or Nutrition 130

#### Year Two:

English 203  
 Comm 127-Communication, Culture & Society (OU)  
 English 220-Introduction to Twentieth Century Poetry and Drama (OU)  
 English 273-Introduction to Linguistics (OU)  
 Computer Science 107-Digital Media Toolkit (OU)  
 Anthropology 101 or Sociology 101 or Psychology 101  
 English 275-Sociolinguistics (OU)  
 Free Elective  
 Major Elective (OU)  
 English 250-Advanced Writing and Professional Communication (OU)

#### Year Three:

English 230-English Literatures (OU)  
 Comm 217-Media in Transition (OU)  
 Philosophy 203  
 Free Elective  
 Major Elective (OU)  
 Hum 246- Introduction to American Cultural Studies (OU)  
 Marketing 200/Marketing 214/Soc Sc.215/Soc Sc 228 (OU)  
 Comm 233- Introduction to Journalism (OU)  
 Comm 327- Communication Research Methods (OU)  
 Major Elective (OU)

#### Year Four:

English 390- Senior Thesis I (OU)  
 English 300- Image, Text, Culture (OU)  
 Comm 317-Communicating through New Media (OU)  
 Soc Sc 399- Service Learning  
 Major Elective (OU)  
 English 395- Senior Thesis II (OU)  
 Comm 227- Media Theory (OU)  
 Anthr 349- Intercultural Communication (OU)  
 Free Elective  
 Major Elective (OU)



## BA in English. Concentration: Language and Literature

### Year One:

English 101  
 History 120  
 Politics 101  
 Philosophy 101  
 Computer Science 101  
 Math 100  
 Economics 101 or 102  
 English 102  
 English 120 (OU)  
 Biology 101 or Ecology 110 or Nutrition 130

### Year Two:

English 203  
 Comm 127- Communication, Culture & Society (OU)  
 English 220-Introduction to Twentieth Century Poetry and Drama(OU)  
 English 273-Introduction to Linguistics (OU)  
 Computer Science 107-Digital Media Toolkit (OU)  
 Anthropology 101 or Sociology 101 or Psychology 101  
 English 275-Sociolinguistics(OU)  
 Free Elective  
 Major Elective(OU)  
 English 250-Advanced Writing and Professional Communication (OU)

### Year Three:

English 230-English Literatures (OU)  
 English 274- Applied Linguistics (OU)  
 Philosophy 203  
 Free Elective  
 Major Elective (OU)  
 Hum 246- Introduction to American Cultural Studies (OU)  
 English 325- Second Language Acquisition (OU)  
 English 350-Advanced Writing/Writing for Social Change (OU)  
 Comm 327- Communication Research Methods (OU)  
 Major Elective (OU)

### Year Four:

English 390-Senior Thesis I (OU)  
 English 300-Image, Text, Culture (OU)  
 English 380- The Business of Literature (OU)  
 Soc Sc 399 – Service Learning  
 Major Elective (OU)  
 English 395-Senior Thesis II(OU)  
 English 259-Topics in Contemporary World Literature (OU)  
 English 340-Comparative Literature (OU)  
 Free Elective  
 Major Elective (OU)

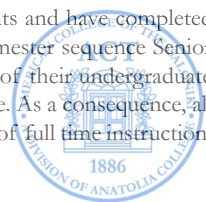
## BACHELOR OF ARTS IN POLITICAL SCIENCE AND INTERNATIONAL RELATIONS

ACT's renowned BA in PS&IR features a dynamic contemporary student-centered civic education. It trains youth for leadership roles in regional and international affairs and contributes meaningfully through academic instruction, applied research, and professional outreach. The program of studies is particularly strong in American and EU politics, international law and organizations, gender, globalization, and contemporary Balkan and Aegean affairs.

Students majoring in PS&IR have ample opportunities to interact directly with senior practitioners in public affairs under the auspices of the Michael and Kitty Dukakis Center for Public and Humanitarian Service and the Lucy Center for Balkan Studies. Our graduates have had outstanding success in post-graduate study, gaining admission to the most prestigious European and American universities, and experiencing success at the highest levels of professional life.

### Degree Requirements

In order to receive the BA degree, the student must have fulfilled all the GER and major requirements and have completed at least 121 US credit hours with an overall G.P.A of 2.0 or better. All PS&IR students take a two-semester sequence Senior Thesis I and II course. According to NECHE Standards, students must complete at least one fourth of their undergraduate program, including advanced work in the major or concentration, at the institution awarding the degree. As a consequence, all candidates for an ACT degree must have been in residence at the College during the last two semesters of full time instruction, assuming availability and equivalency of transferable courses.



**Open University degree structure:** The program in Political Science and International Relations is currently validated by Open University: under this scheme, 24 are out of the 40 courses required for a Bachelor's degree are validated by Open University. Students must necessarily take the fourth year courses at ACT. Successful students will receive a Bachelor's degree from Open University in addition to the ACT degree for a single course of studies by meeting the following common set of requirements (in addition to meeting General Education Requirements)—courses highlighted in bold are validated by Open University.

### Major Requirements

#### a. PS&IR requirements

**Politics 201 Introduction to Political Science and International Relations: Theories and Issues (OU)**

**Politics 202 Political Theory (OU)**

**Politics 231 International Law (OU)**

**Politics 232 International Organizations and Institutions (OU)**

**Politics 249 Politics of International Economic Relations (OU)**

**Politics 301 War and Human Security in the Modern World (OU)**

**Politics 350-351 Senior Thesis (2 course sequence)--OU**

**European Studies 210 Foundations of European Integration (OU)**

**History 201 Women in Modern Times (OU)**

**History 221 Global Modernities: World History Since 1900 (OU)**

**History 245 Foreign Policy of the USA (OU)**

**Social Science 210 Introduction to Global Studies and Human Geographies (OU)**

**Social Science 349 Contemporary Globalization (OU)**

**Economics 101 Introductory Macroeconomics (OU)**

**Economics 102 Introductory Microeconomics (OU)**

**English 250 Advanced Writing and Professional Communication (OU)**

**Research 210 Research Methods and Analysis (OU)**

b. Two 200-level PS&IR electives (Level 5; see list below)

c. Four 300-level PS&IR electives (Level 6—see list below)

#### d. Other requirements

Three free electives (to be chosen in concert with an academic advisor)

### Suggested Program of Studies

#### Year One:

English 101

Math 100

Philosophy 101

History 120

Politics 101

English 102

CS 101

Anthropology 101, Psychology 101 or 204, or Sociology 101

Social Science 210 (OU)

Politics 201 (OU)

#### Year Two (Level 4):

English 203

Economics 101(OU)

English 120, Art 120 or Art 121, or Music 120

Research 210 (OU)

Free Elective

English 250 (OU)

Economics 102 (OU)

History 201 (OU)

European Studies 210 (OU)

Science GER



**Year Three (Level 5):**

History 245 (OU)  
 Politics 232 (OU)  
 Politics 202 (OU)  
 PS&IR Elective (200-level)(OU)  
 Philosophy 203  
 History 221 (OU)  
 Politics 249 (OU)  
 Politics 231 (OU)  
 PS&IR Elective (200-level) (OU)  
 Free Elective

**Year Four (Level 6):**

Social Science 349 (OU)  
 Politics 350 (Senior Thesis I)(OU)  
 PS&IR Elective (300-level)(OU)  
 PS&IR Elective (300-level)(OU)  
 Statistics 205 or Statistics 201  
 Politics 301 (OU)  
 Politics 351 (Senior Thesis II)(OU)  
 PS&IR Elective (300-level)(OU)  
 PS&IR Elective (300-level)(OU)  
 Free Elective

**200-level PS&IR electives (OU Level 5) may be selected from among the following:**

History 231 Modern Greek History (OU)  
 Humanities 221 Film in History, History in Film (OU)  
 Humanities 246 Introduction to American Cultural Studies (OU)  
 Politics 207 The Modern Greek Nation State (OU)  
 Politics 221 The Balkans in Contemporary International Relations (OU)  
 Politics 229 The US Federal Government  
 Politics 230 Comparative Politics (OU)  
 Social Science 215 Studies in Media and Contemporary Society (OU)  
 Social Science 228 Society and Culture: Theory, Texts, and Practices (OU)

**300-level PS&IR electives (OU Level 6) may be selected from among the following:**

History 331 Topics in Modern Greek History (OU)  
 Politics 304 Women, Power, and Politics (OU)  
 Politics 306 Contemporary Development Issues (OU)  
 Politics 321 US Policy in Southeast Europe (OU)  
 Politics 332 Human Rights (OU)  
 Politics 333 Diplomacy and Negotiation (OU)  
 Politics 334: Global Security Challenges and International Law (OU)  
 European Studies 351 European Environmental Governance (OU)  
 Anthropology 349 Intercultural Communication in Theory and Practice (OU)  
 Social Science 323 Race and racisms (OU)

**Cross-listed business courses from the OU-validated BS degree programs in Business Administration, may be taken as PS&IR electives with permission of academic advisor**

Management 219 Entrepreneurial Business (OU)  
 Economics 332 International Economics (OU)  
 Finance 220 Investment and Portfolio Management (OU)  
 Marketing 318 Global Marketing (OU)



## Bachelor of Science in Psychology

ACT's B.Sc. Hons in Psychology is designed to be a novel and contemporary programme up to date to the academic and professional trends. It is based on prevalent UK and US standards like all other ACT undergraduate programs. It is characterized by a firm grounding in the disciplinary foundations to the Psychology degree, such as theory, main concepts, methods and debates in psychology. Further requirements familiarize the students with clinical, developmental, educational, counseling, experimental, social, forensic psychology and neuroscience. They also comprise practical experience of designing and carrying out psychological research, as well as evaluating and reporting its results. Students learn to work with data, synthesize hypotheses and use information technology. As a capstone project, students are required to write a senior thesis spread across two terms. The core programme focus is complemented by the Psychology (Major) electives students will take in their final two years in residence, which in turns have a theoretical, practical, and professional character.

### Degree requirements

In order to receive the B.Sc degree, the student must have fulfilled all the GER and major requirements and have completed at least 121 US credit hours with an overall G.P.A of 2.0 or better. All Psychology students take a two-semester sequence Senior Thesis I and II course. According to NECHE Standards, students must complete at least one fourth of their undergraduate program, including advanced work in the major or concentration, at the institution awarding the degree. As a consequence, all candidates for an ACT degree must have been in residence at the College during the last two semesters of full time instruction, assuming availability and equivalency of transferable courses.

### Open University Degree Structure

The programme in Psychology is validated by Open University: under this scheme, 24 are out of the 40 courses required for a Bachelor's degree are validated by Open University. Students must necessarily take the fourth year courses at ACT. Successful students will receive a Bachelor's degree from Open University in addition to the ACT degree for a single course of studies by meeting the following common set of requirements (in addition to meeting General Education Requirements).

### Major requirements

- Psychology 101 – Introduction to Psychology
- Psychology 120 - Developmental Psychology I (Pre-natal and pre-school years) (OU)
- Psychology 121 - Developmental Psychology II (Child to Adulthood)(OU)
- Psychology 130 – Cognitive Psychology (OU)
- Psychology 150 - Psychophysiology of Behavior (OU)
- Psychology 204 - Social Psychology (OU)
- Psychology 211- History and Philosophy of Psychology (OU)
- English 250 – Advanced writing and Professional Communication (OU)
- History 201 – Women in Modern Times (OU)
- Psychology 202 - Personality Theories (OU)
- Psychology 205- Research methods and Statistics I (OU)
- Psychology 206- Research methods and Statistics II (OU)
- Psychology 218 - Clinical Psychology I: Psychopathology (OU)
- Psychology 221 - Cognitive neuroscience(OU)
- Psychology 240 - Forensic Psychology (OU)
- Psychology 250 – Psychopharmacology (OU)
- Psychology 400 - Clinical Psychology II: Psychological Assessment (OU)
- Psychology 305- Counselling and Psychotherapy (OU)
- Psychology 350 - Senior Thesis I (OU)
- Psychology 351 - Senior Thesis II (OU)





**Major Elective Courses (One of the following at Level 5)**

Psychology 270 - Health, stress and adaptation (OU)

Psychology 215 - Positive Psychology (OU)

Psychology 255 - Sports Psychology (OU)

**Major Elective Courses (Four of the following at Level 6)**

Psychology 310 –Organizationalpsychology (OU)

Psychology 303 - Educational Psychology (OU)

Psychology 320 – Dialectical therapy (OU)

Psychology 330 - Psychology of immigration (OU)

Psychology 340 - Psychology of addiction (OU)

Free electives: One (1)

**Other Degree Requirements**

Social Science 399:Service Learning Practicum

**Suggested Program of Studies (GER means General Education Requirement)**

**Year One (GER and Level 4)**

English 101 – Composition I (GER)

CS 101– Introduction to Computing (GER)

Psychology 101 – Introduction to Psychology (GER)

History 120 – The Modern World (GER)

Politics 101 – Contemporary Politics (GER)

English 102 - Composition II (GER)

Math 100 – Mathematics for Decision Making (GER)

Philosophy 101 – Introduction to Philosophy and Critical Reasoning (GER)

Psychology 120 - Developmental Psychology I (Pre-natal and pre-school years) (OU)

Psychology 130 - Cognitive Psychology (OU)

**Year Two (GER and level 4 (cont)).**

English 203 –Advanced College English Skills (GER)

English 120, Art 120 or Art 121, or Music 120 (GER)

Psychology 204 - Social Psychology (OU)

Science (Biology 101 or Biology 112) (GER)

Psychology 150 - Psychophysiology of Behavior (OU)

Psychology 121 - Developmental Psychology II (Child to Adulthood) (OU)

History 201 – Women in Modern Times (IR) (OU)

English 250 – Advanced writing and Professional Communication (English) (OU)

Psychology 211- History and Philosophy of Psychology (OU)

Science or CS or Math GER (One course from: Math 101, 115, 120, Statistics 205, Computer Science 105, 107, 151 or Anatomy and Physiology 115) or Ecology 110 or Nutrition 130) (GER)



### Year Three (Level 5)

Psychology 202 - Personality Theories (OU)  
 Psychology 205 - Research methods and Statistics I (OU)  
 Psychology 221 - Cognitive neuroscience (OU)  
 Psychology 240 - Forensic Psychology (OU)  
 Economics 101 – Introduction Macroeconomics (GER) or Economics 102 – Introduction Microeconomics (GER)  
 Psychology 206 - Research methods and Statistics II (OU)  
 Psychology 250 – Psychopharmacology (OU)  
 Psychology 218 - Clinical Psychology I: Psychopathology (OU)  
 One Psychology Elective (level 5; see appended list) (OU)  
 Philosophy 203 - Ethics (GER)

### Year Four (Level 6)

Psychology 400 - Clinical Psychology II: Psychological Assessment (OU)  
 Psychology 305- Counselling and Psychotherapy (OU)  
 Psychology Elective (level 6; see appended list) (OU)  
 Psychology Elective (level 6; see appended list) (OU)  
 Social Science 399 - Service learning Practicum (required)  
 Psychology 350 - Senior Thesis I (OU)  
 Psychology 351 - Senior Thesis II (OU)  
 Psychology Elective (level 6; see appended list) (OU)  
 Psychology Elective (level 6; see appended list) (OU)  
 Free elective

### Optional modules (Major electives) Level 5 may be selected from among the following:

Psychology 270 - Health, stress and adaptation  
 Psychology 215 - Positive Psychology  
 Psychology 255 - Sports Psychology  
 Management 201 – Organizational Behavior  
 English 350 – Writing for Social Change

### Optional modules (Major electives) Level 6 may be selected from among the following:

Psychology 310 –Organizational psychology  
 Psychology 303 - Educational Psychology  
 Psychology 320 – Dialectical therapy  
 Psychology 330 - Psychology of immigration  
 Psychology 340 - Psychology of addiction  
 Marketing 330 - Consumer Behavior  
 Communication 227 – Media Theory



## Minors

### Minor in Diplomacy and International Relations

(for non-IR majors only)

- Politics 201
- Politics 249 or History 245
- Politics 231 or European Studies 210

*and then three additional PS&IR electives (to be selected in consultation with a PS&IR advisor) from the ones below::*

- Politics 101
- Politics 202
- History 201
- Humanities 246
- Anthropology 349
- Politics 207
- Politics 304
- Politics 301
- Politics 321
- Politics 332
- Politics 333
- Politics 334
- Soc sc 349

\*Students may take Politics 101 as both a General Education Requirement and an International Relations elective.

### Minor in Communication Studies

(for non-English majors only)

- Comm 127 Communication, Culture and Society
- Comm 317 Communicating Through New Media

*Four elective courses from the following:*

- Soc Sc 215 Media and Society
- Mktg 200 Public Relations
- Mktg 214 Advertising
- Anth 349 Intercultural Communication
- Hum 221 Film on History/History on Film
- Comm 233 Introduction to Journalism
- Comm 227 Media Theory
- English 350 Advanced Writing/Writing for Social Change
- English 250 Advanced Writing and Professional Communication
- Comm 217 Media in Transition

### Minor in English (for non-English majors only)

- English 120: Introduction to Literature
- English 220 Intro. to 20th c Poetry and Drama or English 221 Short Fiction
- English 230 English Literatures or Hum 246 American Cultural Studies

Three elective courses from the following

- English 259 Contemporary World Literature
- English 268 Women and Literature
- English 340 Comparative Literature
- English 300 Image, Text, Culture
- English 360 Literary Theory
- English 350 Advanced Writing/Writing for Social Change
- English 210 Creative Writing



### **Minor in Psychology**

**(for non-Psychology majors)**

- Psychology 101: Introduction to Psychology
- Psychology 202: Personality Theories
- Psychology 204: Social Psychology

And three of the following:

- Psychology 120: Developmental Psychology I (Pre-natal and pre-school years)
- Psychology 121: Developmental Psychology II (Child to Adulthood)(OU)
- Psychology 130: Cognitive Psychology
- Psychology 215: Positive Psychology
- Psychology 240: Forensic Psychology
- Psychology 255: Sports Psychology
- Psychology 310: Organizational Psychology
- Psychology 340: Psychology of Addiction

### **CERTIFICATE PROGRAMS**

Comprised of four courses, ACT Certificate Programs offer the opportunity for the development of a 'skills set' in a field of choice.

#### **Geopolitics and Strategy**

- Soc Sc 349 Contemporary Globalization
- Pol 301 War and Human Security in the Modern World
- Management 341 Business in Greece and the EU
- Pol 334 Global Security Threats and International Law

#### **NGO Management**

- Pol 232 International Organisations and Institutions
- Mrkt 200 Principles of Public Relations
- Phil 203 Ethics
- Marketing 324 E-marketing

#### **Certificate Program in Hellenic Studies**

ACT offers to non-degree students the opportunity to gain a broader understanding of the rich heritage of Hellenism, both ancient and modern. Courses are taught by leading practitioners throughout the academic year, including during accelerated summer sessions. The certificate program consists of four courses one of which can be the language course, and study trips organized by the Office of Academic and Student Affairs.



**Hellenic Studies courses include the following:**

- one from: Greek 101, Greek 104, 201, 202 (as the language course)

and three from:

- History 231, 232, 301
- Humanities 120, 209
- Politics 207
- Art History 121, 220, 221, 224
- Music 120

**Certificate Programs in Teaching English as a Foreign Language (TEFL)**

ACT offers intensive TEFL programs at an Introductory and Advanced level. The Introductory Program is open to beginners with little formal teacher training, and university students or graduates, while the Advanced level program is aimed at relatively experienced teachers. For both programs, a good command of the English language at a proficiency level is expected. The programs offer participants a solid grounding in current approaches to teaching English as a foreign language, with an emphasis on practical applications in classroom settings.

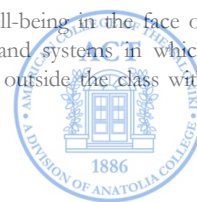
Guided by an expert team of highly qualified TEFL instructors currently teaching at ACT, participants in the introductory program are taught to develop lesson plans, manage a classroom, design teaching materials for particular age groups, and teach grammar, listening/speaking, reading/writing and vocabulary.

The advanced program is aimed at teachers with some classroom experience who wish to enhance their teaching effectiveness, as well as those teachers who seek practical experience and new ideas for creative teaching. Participants in the advanced level course acquire a deeper understanding of both the theory and practice of teaching English as a foreign language. Building on the participants' prior knowledge of the standard components of an introductory TEFL program, the advanced program addresses more specialized areas of the field such as educational technology, teaching through literature, the age factor in teaching, testing and evaluation and other field-related modules.

Participants in both programs will have the opportunity to observe English classes being taught at Anatolia College and practice teaching. The program is offered under ACT's Lifelong Learning Center.

**Certificate program in Resilience and Wellbeing**

This certificate offers research-based strategies for building resilience to stress and fortifying our well-being in the face of challenges. Improving individual wellbeing will also contribute to greater wellbeing in the teams and systems in which professionals work. Participants will receive individualized and interdisciplinary learning both in and outside the class with hands-on experiences.



The certificate program consists of four academic courses from the HSS Division (Psychology program):

- PSY 101: Introduction to Psychology
- PSY 215: Positive Psychology
- PSY 270: Health, stress, and adaptation
- PSY 330: Psychology of immigration

### Certificate program in Sports Coaching

During the coaching certificate program, you will explore a number of topics related to the profession. Topics include, but are not limited to: different coaching styles and coaching pedagogy, ethics, planning practices, teaching skills effectively, team tactics, staff management, recruiting and evaluating talent, sports nutrition, sport psychology, and motor learning all with a strong emphasis on the practical application of theoretical knowledge. Participants will receive individualized and interdisciplinary learning both in and outside the class with hands-on experiences.

The certificate program consists of four academic courses, one course from the Business Division and three from the HSS Division (Psychology program):

- MNGT 201: Organizational Behavior
- PSY 255: Sport Psychology
- PSY 270: Health, Stress & Adaptation
- PSY 400: Clinical Psychology II: Psychological Assessment

### International Relations (History, Politics, European Studies, Public Service)

#### History 120: The Modern World

This course takes its point of departure in late eighteenth-century Europe during the period of the Enlightenment and the French Revolution, and concludes in the late twentieth century with the end of the Cold War and the immediate post-Cold War decade. Course materials integrate social, cultural, political, and economic approaches, as well as aspects of historiographical analysis, in order to facilitate study of both the foundations of the contemporary world and questions relating to historical representation. The course also provides coverage of significant global developments in the modern era.

**May be taken as Social Sciences/Group C GER**

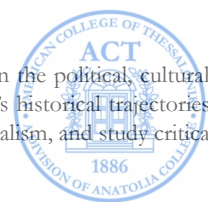
#### History 201: Women in Modern Times

An upper-level survey which studies the evolving conditions in which women have lived and worked in the western world from ca. 1750 to the present. A variety of types of evidence, from legal documents to art and literature, will be examined. Students will also be introduced to contemporary theoretical developments in the larger field of women's studies.

**Required for all PS&IR majors. OU Level 4.**

#### History 221: Global Modernities: World History Since 1900

This course examines global history from 1900's to the present, addressing key themes and trends in the political, cultural, social, and intellectual landscapes of the period. While emphasis will be on interpreting the century's historical trajectories, the course will also seek to historicize globalization, evaluate the concepts of globality and transnationalism, and study critical responses to globalization. **Required for all PS&IR majors. OU Level 5. Prereq: History 120**



**History 230: Byzantine History**

A survey of the political, institutional, religious and cultural history of the Byzantine Empire from the reforms of Diocletian and the conversion of Constantine up to the fall of Constantinople. Special attention will be paid to topics involving civilization, theological controversy, and the relations of the Empire with the Arabs, Slavs, and Western Europeans.

**History 231: Modern Greek History**

This course examines themes in Greece's recent past such as nationalism, modernization, economic development, constitutional government, territorial expansion, foreign intervention, etc. Readings form the basis for critical analysis of the causes and consequences of major events, of contemporary ideas and of leading personalities through classroom discussion and written assignments. **PS&IR elective. OU Level 5. Prereq: History 120**

**History 232: Thessaloniki: A City and its Inhabitants**

Throughout its long history Thessaloniki has been home to many different peoples and cultures. The purpose of this course is to review the history of the city and to focus on the different ethnic communities which have inhabited it, including principally Greeks, Turks, Jews, and Armenians, among others. The course will consider the establishment of the city in Hellenistic times, its Roman and Byzantine periods, the impact of the Ottoman occupation, the coming of the Sephardic Jews, the effects of the Balkan and the two World Wars as well as those of the Holocaust on the city. It will include visits to such important cultural sites as the Archeological Museum, the Museum of Byzantine culture, the Jewish Museum of Thessaloniki, Roman antiquities and Ottoman buildings.

**History 245: Foreign Policy of the USA (formerly History 342)**

This course will provide a detailed examination of American foreign policy since the end of the nineteenth century, following a preliminary overview of American foreign relations from the War of Independence to the 1890s. The purpose of the course will be to identify above all the actors, doctrines, and institutional settings of post-WWII American foreign policy, both in a domestic and in an international, if not global, perspective, and to provide detailed analysis of select episodes in contemporary international politics. US relations with Europe, the former Soviet Union, and Pacific rim states China and Japan will be given special attention, while other regional zones of contention, from Latin American to the Middle East to Southeast Asia, will also be discussed. The course will end with a brief glimpse of the foreign policy of the current US Administration. **Required for all PS&IR majors. OU Level 5. Prereq: History 120, Politics 101**

**History 301: History of Ancient Greece**

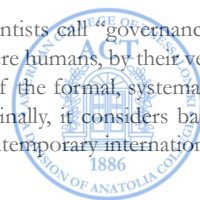
This course presents a survey of ancient Greek history from the Minoan through the Hellenistic period. The course follows a broad chronological account, but at the same time strongly emphasizes thematic trends and various aspects of social, economic and ideological history, including such institutions and values as political ideas, drama, city states, scientific and philosophical inquiry, trade, colonies, daily life, and gender. A variety of primary and secondary source materials will be employed to explore better who the ancient Greeks were and what their legacies have been.

**History 331: Topics in Twentieth-Century Greek History**

The purpose of this course is to explore in detail some of the main themes in modern Greek history. The course will investigate such topics as immigration and refugees, war and its consequences, the right and the left in Greek politics, the city/country divide and the process of urbanization, and the Greek family and gender identity. The course will also examine modern poetry and literature, and traditional and modern forms of music. **PS&IR elective. OU Level 6. Prereq: History 120**

**Politics 101: Contemporary Politics**

The purpose of this course is threefold. First, it explores various dimensions of what political scientists call "governance" and what psychologists call "Machiavellian Intelligence," namely those instances in our daily lives where humans, by their very nature, engage in activity one might call "political." Second, the course examines different aspects of the formal, systematic study of political phenomena, commonly known as the academic discipline of political science. Finally, it considers basic elements of negotiation, from simple exchanges with neighbors to formal diplomatic relations in contemporary international relations. **GER requirement**



**Politics 201: Introduction to International Relations: Theories and Issues**

This course examines the key actors and issues in the field of international relations. It focuses in particular on various institutional, social, and economic issues of current interest. At the same time the course provides an introduction to the main classic and contemporary trends in international relations scholarship. **Required for all PS&IR majors. OU Level 4**

**Politics 202: Political Theory**

The purpose of this course is to introduce students to political ideas and their different interpretations in modern times. The course will also focus on various key themes and concepts, such as freedom, justice, rights, and sovereignty, and on classic modern schools of political thought. Emphasis will be given to expositions of theory in its historical, social, economic and political context. **Required for all PS&IR majors. OU Level 5.**

**Politics 207: The Modern Greek Nation-State**

This course analyzes contemporary Greek society by exploring some of its institutions and structures as well as its sociopolitical practices. A thematic organization of the course allows for particular idiosyncrasies of the Greek state to be investigated in depth. Topics for examination are: the Modern Greek state structure, a civil society indicative of clientelism and populism, public administration and the role of political parties, the Greek Orthodox Church and religion, the Greek economy and the European Union, and the role of geopolitics. **PS&IR elective. OU Level 5. Prereq: Politics 101**

**Politics 221: The Balkans in Contemporary International Relations**

This course starts by outlining the long-term historical evolution of the region of Southeast Europe in international relations, with a particular focus on the nineteenth century and the formation of modern nation-states, and on the two world wars and their consequences in the twentieth century. The course then shifts to the post-Cold War period, taking into account global, regional, national, and local perspectives on contemporary international relations issues. Special consideration will be given to the role being played in the Balkans by the United Nations and different European organizations and institutions on the one hand, and to the concomitant foreign policies of the concerned Balkan states on the other. The course concludes with an examination of the most pressing challenges facing these states and of the prospects for regional cooperation and peace in the twenty-first century. **PS&IR elective. OU Level 5. Prereq: Politics 101**

**Politics 229: The US Federal Government**

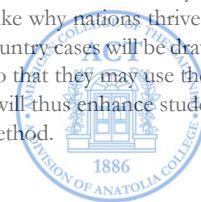
The aim of this course is to introduce students to the basic workings of the American federal government, through a study of the Constitution, of political institutions, and of core values (rights, freedom, property, etc.). In addition, the course will provide a general overview of the evolving character of American political life from the colonial period to the present. Such phenomena and issues as lobbies, the role of the media, and the changing face of the American population (districting) will also be considered; so too will a rudimentary explanation of state and local government be offered. Finally, the course will introduce students to the overlapping methodologies inherent in the study of comparative government.

**PS&IR elective. OU Level 5. Prereq: History 120 or Politics 101**

**Politics 230: Comparative Politics**

The course studies and compares politics across states, by exploring several questions through research on similarities and differences among countries and within and between political systems. In the process, students will discover various ways in which institutional and non-institutional variables determine the answers to complicated questions like why nations thrive or fail, how culture affects governance quality, or what drives change within states and across borders. Country-cases will be drawn from different regions of the world to ground students in the set of tools of comparative analysis, so that they may use these tools to further examine and link facts to the larger questions of international relations. The course will thus enhance student capacities to explain political phenomena, and eventually make predictions, using the comparative method.

**PS&IR elective. OU Level 5. Prereq: Politics 101**





**Politics 231: International Law**

The aim of the course is to introduce students to the basic principles of international (public) law and to the functioning of major international organizations, and to delineate the intensifying organizational and rule-making activity which has come to be characterized as “global governance.” Students will be acquainted with the language and the basic concepts of international law. The role of international organizations, political institutions, political groups, and actors will be a major area of study. The development of international law, its content and effectiveness as a system of rules will be the focus of most of the course.

**Required for all PS&IR majors. OU Level 5. Prereq: Politics 101**

**Politics 232: International Organizations and Institutions**

The aim of this course is to introduce students to the basic theories and concepts on international organization and to analyze the role of international organizations in the international legal order. The course begins with the historical development of international organizations, and then introduces the students to the various PS&IR and IL theories on the phenomenon of international institutional cooperation. The course then focuses on the IO's role in the making, implementation and enforcement of international law upon nation-states and individuals, their overall impact in the international order and the question of their accountability. **Required for all PS&IR majors. OU Level 5. Prereq: Politics 201**

**Politics 249: The Politics of International Economic Relations**

The course aims at giving the students an advanced understanding of international economic relations. This is done by focusing on the following three aspects of the international political economy: 1) the theoretical debate on the history and nature of the international economic transformations which have been taking place since World War II; 2) the histories and impact of international institutions as key players; 3) the impact on communities of the dominant free-market economic policies of the last three decades with particular attention to the recent financial crisis. **Required for all PS&IR majors. OU Level 5. Prereq: Politics 101, Economics 101, History 120**

**Politics 301: War and Human Security in the Modern World**

In many respects war seems to be a major preoccupation of humankind. This course sets out to examine various perspectives on the causes, nature, and implications of war and genocide, as well as familiarizing students with the major issues and concepts associated with violent conflict. In addition students will become engaged with the dynamics of efforts to establish peace and resolve conflicts through an examination of applied theoretical frameworks and case study analyses.

**Required for all PS&IR majors. OU Level 6. Prereq: Politics 101, History 120**

**Politics 304: Women, Power, and Politics**

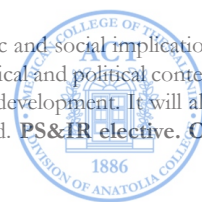
This course provides an examination of the intersection of gender with politics, emphasizing the social construction of gender as well as the notion of citizenship and the part of women within a democratic polity. The course addresses the evolution of public policies affecting both men and women, legal systems and women, and the emerging role of women in state and non-state political institutions. The course will also explore the challenge that feminist theory has made to the traditional theories of politics and international relations. **PS&IR elective. OU Level 6. Prereq: Politics 101**

**Politics 305: Gender and International Development**

This course explores the growth of literature about gender and development, particularly with respect to theories, policies and major projects. Aspects such as education, health, and economic and political empowerment will be discussed. The course considers gender as an integral component of socio-economic development at various, interdependent political levels, with a special emphasis on East and Central Europe. **PS&IR elective. OU Level 6. Prereq: History 201**

**Politics 306: Contemporary Development Issues**

This module explores contemporary research on international development and its various economic and social implications and aspires to enlighten students as to how development theory and practice emerges within an historical and political context. Students are given the opportunity to further their knowledge of different aspects of international development. It will also assist students in understanding the political factors of economic inequality in the developing world. **PS&IR elective. OU Level 6. Prereq: Politics 101**



**Politics 321: US Policy in Southeast Europe**

This purpose of this course is to provide a comprehensive overview of US diplomacy and involvement in the region of Southeast Europe from the end of the Cold War to the present. The course will consider the Cold War roots of contemporary Balkan policy, with a focus on the wedge policy in Yugoslavia, efforts to build bridges in Eastern Europe and to transform the realities of Soviet containment, the strategies of the Bush, Sr., Administration to deal with the end of the Cold War, the wars of the 1990s in the former Yugoslavia, and, finally, the unfinished business in the Balkans facing the current US administration. The course will also seek to distinguish between crisis management in the former Yugoslavia, and more programmatic economic and political assistance to all former communist regimes in Eastern Europe.

**PS&IR elective. OU Level 6. Prereq: Politics 201**

**Politics 332: Human Rights**

This senior seminar will focus on the basic principles of human rights. Building on the foundation PS&IR students will have received from Politics 231, International Law, it will introduce students to the international and regional conventions and instruments which encode human rights. The course will cover the following issues: how human rights develop; the struggles for human rights; where these rights are encoded; and how to monitor that laws are being enforced. The course will also reflect on how international organizations reflect the values of human rights, not only in their monitoring and campaigning but also in their own practice. **PS&IR elective. OU Level 6. Prereq: Politics 201**

**Politics 333: Diplomacy and Negotiation**

This course considers the overlapping disciplines of diplomacy, negotiation, and conflict resolution. The course begins with an overview of the historical evolution of contemporary diplomatic relations. The students are introduced to different types of international negotiations. The final segment of the course reviews case studies in complex multiparty conflict resolution. Student evaluation will be based in part on participation in a practical simulation.

**PS&IR elective. OU Level 6. Prereq: Politics 201**

**Politics 334: Global Security Challenges and International Law**

This module sets out to highlight the evolution of the concept of security (from State to human security and beyond) and the dynamism of international law and policy responses vis-à-vis a series of global threats (terrorism, threats to human health, environmental disasters, migration, financial threats). Students will be exposed to moral, legal and policy dilemmas highlighted in specific case-studies concerning global security threats and will be required to examine in depth and critically assess them. In order to fulfill these objectives, the main actors involved and the main tools employed in dealing with these threats will be presented and a series of primary sources related to the case-studies will be commented upon. **PS&IR elective. OU Level 6. Prereq: Politics 101**

**Politics 335: Civil Society**

The purpose of this course is to consider theoretical and practical dimensions of civil society, through student participation, critical reflection, and sustained research. Following a core definition of civil society, the course examines such relevant themes as empowerment, consent and dissent, justice, education, information, and economics. The course concludes with a series of activities designed to help students establish their own NGO/CSO. **May be taken by PS&IR students as a free elective.**

**Prereq: Politics 201, Economics 101**

**Politics 350-351: Senior Thesis**

An intensive, two-semester research project guided by one or more ACT faculty. **Required for all PS&IR majors. OU Level 6. Prereq: senior status and permission of advisor.**



**Politics 399: Topics in Contemporary International Relations**

This course consists of intensive consideration of topical issues in contemporary international relations, taught by master instructors. Students may take the course more than once, provided the content is different each time. **May be taken by PS&IR students as a free elective. Prereq: Permission of instructor**

**European Studies 210: Foundations of European Integration**

This module will expose students to the historical, political and institutional developments of the European Union. It introduces key developments, institutions and policies, examines the theoretical framework of European integration, and studies the European Union as a global actor, with specific reference to its enlargement process and external relations.

**Required for all PS&IR majors. OU Level 4. Prereq: Politics 101**

**European Studies 211: The Politics of the European Union**

The aim of this course is to introduce students to the major historical, political, and legal developments leading to the creation and evolution of the European Union. The course examines in detail EU treaties, institutions, and policy-making processes, and provides a critical examination of theories of European integration and enlargement. NB Study abroad, non-degree and non-PS&IR students only.

**European Studies 321: Citizenship and Democracy in the European Union**

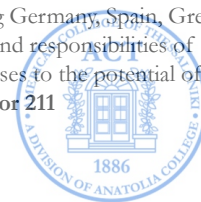
This course examines the political systems of European Union Member States. The issues of democracy and citizenship in Europe are considered, and they are related with enlargement and the future of the EU as a political structure. The course reviews the EU institutional system, and the structures, institutions, and interests in European politics of a number of EU member states. It focuses on the process of democratization, and the way these members interact with other member states, and EU institutions. Finally, the notion of “EU citizenship” is analyzed, and is the debate on what kind of civil liberties, political and/or social rights it should include. **May be taken by PS&IR students as a free elective. Prereq: Politics 101, European Studies 210 or 211**

**European Studies 322: External Relations of the European Union**

The EU is a unique actor in international relations as it enjoys more decision-making powers than an international organization and less than a sovereign state. As such the precise nature of the European Union remains problematic for traditional explanations of global affairs. This module will expose students to basic theoretical and conceptual approaches, focusing on the EU’s foreign policies (i.e., in the fields of trade, security, diplomacy, US-EU relations), and examining such questions as the degree to which collective EU action can and will replace that of member-states when it comes to external relations. **May be taken by PS&IR students as a free elective. Prereq: Politics 101, European Studies 210 or 211**

**European Studies 351: European Environmental Governance**

The aim of this course focuses on the politics and economics of contemporary EU environmental policy in a comparative perspective. The European Union, over the last 30 years, has created a system of environmental governance in Europe. The course will explore this new system of environmental governance both at the European level and at level of the member state. Case studies will highlight the extent of convergence and divergence in environmental policy among Germany, Spain, Greece, Italy, the Netherlands and the United Kingdom. Further, students will consider the potential roles and responsibilities of civil society, sovereign states, and intergovernmental organizations in the ongoing quest to shape responses to the potential of the environmental crisis. **PS&IR elective. OU Level 6. Prereq: Politics 101, European Studies 210 or 211**



**Public Service 299: Internship Project**

This is an applied, “hands-on” course, aiming to help students understand managerial and policy practices of NGOs. Students will be posted in local organizations as interns, where they will work for a few hours per week. Apart from their job requirement in the NGO, students will undertake managerial analysis of projects as coordinated by the instructor (e.g., analyze the strategy of the NGO, perform policy and public value analysis, etc). The work in the NGOs will be supplemented by seminar-type classes where public and not-for-profit issues will be addressed. By the completion of the course students will not only have acquired some professional experience, but they will also be in a position to perform primary analysis of the environment in which they work. **May be taken by PS&IR students as a free elective. Prereq: junior or senior standing; permission of instructor.**

**Research 210: Research Methods and Analysis**

This a required course in which students are given the opportunity to develop an understanding of the research process and familiarize themselves with key methodologies and practices in Humanities and Social Sciences research. The module provides students with the knowledge and experience of applying various transferable research skills at conceptualizing, framing, exploring, analyzing and discussing an issue, in light of advancing their academic, research and writing performances throughout their study years and to a graduate degree. Finally, it is designed to provide students with research skills which are in high demand in a variety of contemporary professional settings. **PS&IR requirement. OU Level 4.**

**Social Sciences (Social Science, Anthropology, Sociology, Psychology)****Social Science 210: Introduction to Global Studies and Human Geographies (formerly History 210)**

This course sets out to explore a number of subjects relating to the study of geography and politics. Students will be exposed to topics such as world/regional geography, cartography, geopolitics, politics and the environment, colonial/postcolonial geographies, and development, while the multidimensional and trans-disciplinary nature of geographical and political studies will be emphasized throughout. The course will also investigate such topics as world systems theory, cultural change, and globalizations. **Required for all PS&IR majors.**

**Social Science 215: Studies in Media and Contemporary Society (formerly Politics 215)**

This module aims to analyze and explore media representations, media regulation, elite-mass communication, media production in a global age, communication and media power. A comparative approach will be employed for analysis of different regional and national communications systems. A final segment of the module will examine the concept of mass society, media power and globalization. Examples and case studies will be taken from American and European sources.

**PS&IR elective. OU Level 5. Prereq: Politics 101, Anthropology 101 or Sociology 101**

**Social Science 219: Individual and Society**

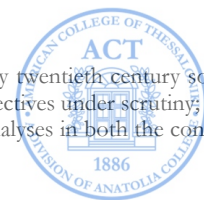
This course introduces students to the theoretical and practical problems of social interaction in modern society. Contemporary social thinkers and studies will be used in order to explore and explicate the reciprocal relationship between society and the individual. Topics of contemporary interest, among them those of gender, social identity, deviance, and the mass media, are critically analyzed and interpreted. May be taken by PS&IR students as a free elective.

**Prereq: Anthropology 101 or Sociology 101**

**Social Science 228: Society and Culture: Theory, Texts, and Practices**

The aims of this course are threefold: first, to introduce students to the ideas and theories of key twentieth century social and cultural theorists; second, to invite students to reflect upon and critique those theoretical perspectives under scrutiny; and finally, to engage students in determining the meaning and relevance of particular socio-cultural analyses in both the context which they were written, and in the early twenty-first century.

**PS&IR elective. OU Level 5. Prereq: Anthropology 101 or Sociology 101**



**Social Science 234: Gender, Cultures and Societies**

This course will address gender issues from the standpoint of the social sciences. Its aim is to direct students towards a deeper understanding of gender as a social construction and not as a mere biological fact. By providing cross-cultural data on gender roles and by analyzing strongly held stereotypes about them in contemporary societies, the course will focus on the cultural patterning of behavior and perception that may or may not support gender stratification and hierarchy. Emphasis will be given to the interconnected levels of environment, economy, social complexity, and symbolic systems that affect the differential distribution of power, prestige, and authority between men and women in different societies. **May be taken by PS&IR students as a free elective. Prereq: Anthropology 101 or Sociology 101**

**Social Science 323: Race and Racisms**

This course sets out to examine various sociological perspectives on race and the processes of racialization. Students are given the opportunity to develop their understanding of the idea of race and key aspects and practices of racism. Students will gain insights into the evolution and construction of race in history and familiarize students with different types and forms of racisms. In order to fulfill these objectives in a satisfactory manner, this course embraces an interdisciplinary approach at both the theoretical and applied levels.

**PS&IR elective. OU Level 6. Prereq: History 120 or Sociology 101**

**Social Science 349: Contemporary Globalization**

This course aims to give the students a complex understanding of the processes of globalization. We will first look at how different theoretical perspectives make sense of globalization, i.e., what it is, whether it is a novel set of phenomena or not, and what its impact is on our world. With the background of this theoretical diversity, we will then go into studying in depth the institutions and impact of globalization. We will explore how globalization shapes and alters the economic, political and social structures of societies, and what specific roles the global institutions play in this transformation. We will also look at the gender dimension of this claim. Finally we will discuss those political movements which criticize and provide alternatives to globalization. **Required for all PS&IR majors. OU Level 6. Prereq: History 120, Politics 201**

**Social Science 399: Service Learning Practicum**

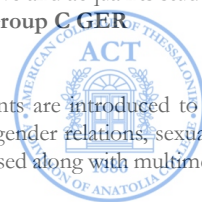
The course comprises a combination of theoretical sessions (in-class component) and real-life case study projects. Having a service-learning character, this course enables students to experience in practice and better understand community engagement through placements and implementation of projects in local community NGOs, agencies and organizations. Some identified organizations for students' placements are organizations that provide services related to health and care, education, environment conservation and citizenship & social activism. The key principle underlying these activities is the co-construction of knowledge through student collaboration. Such a participatory approach facilitates the process of pairing up students across ages, backgrounds and interests and enables a shared, co-experienced understanding of place and community participation among the young people involved. **May be taken by PS&IR students as a free elective. Required for English and Communication and Psychology majors.**

**Anthropology 101: Introduction to Anthropology**

This course provides an overview of major themes and concepts of Anthropology considered both in relation to the biological disciplines (Paleontology, Ethnology, Sociobiology) and as the comparative study of human cultures (Social Anthropology/Ethnology). The course establishes the continuity of human culture from an evolutionary perspective and acquaints students with contemporary interdisciplinary debates on major issues. **May be taken as Social Sciences/Group C GER**

**Anthropology 210: Introduction to Contemporary Greek Culture and Society**

This course is designed as a navigation guide to contemporary Greek society and culture. Students are introduced to key features of public and private everyday life (history, politics, economy, education, religion, family, gender relations, sexuality, food, tourism, entertainment, music and dance, etc.). Texts drawn from a variety of sources will be used along with multimedia materials. Mini fieldwork projects will further enhance students' understanding and participation.



**Anthropology 211: Theory and Techniques of Archaeology**

This course offers a survey of the archaeological discipline with a focus on two themes, the material remains of past cultures and the techniques employed when studying archaeological remains. The course aims to broaden and deepen the students' understanding of past cultures and societies, thus providing enhanced insight into modern ones. Emphasis is placed on the reconstruction of social structure, environment, technology, communication, and cognitive systems of past societies as well as on the analysis of archaeological explanation.

**Anthropology 221: Ethnographic Accounts of Greek Culture**

This course examines different aspects of Greek culture and society through the anthropological lens. Ethnographic articles on everyday life expressions in different communities provide the material for the exploration of the inner differences, the complexities, the continuities and the changes that constitute part of contemporary Greek culture and society. Some of the topics discussed in this course include the social and economic life of people in different regions of Greece and in different periods of time, gender relations, presentations of the Greek cultural self, processes of identity formation, the role of the church as well as of the contemporary nation-state. **Prereq: Anthropology 101 or Sociology 101**

**Anthropology 222: Greek Folklore**

This course provides an overview of the creation, evolution and theory of folklore studies in Greece (19th and 20th centuries). It will introduce students to the major folklore categories (oral literature, customs, artifacts of material culture) and their collections (archives and museums). Emphasis will be placed on the study of folksongs and folktales. The course will also address the phenomenon of folklorism, the revival of traditional customs, and its uses in modern Greek society.

**Prereq: Anthropology 101 or Sociology 101**

**Anthropology 349: Intercultural Communication in Theory and Practice**

This course visits the issue of development from the perspective of applied anthropology, blending material from culture, history, economics, and politics. The course features a distinct cross-cultural dimension, and provides students a strong basis for future studies in applied social sciences.

**PS&IR elective. OU Level 6. Prereq: Anthropology 101 or History 120 or Politics 101**

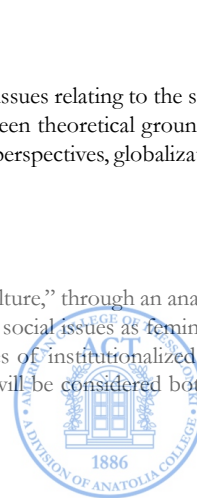
**Sociology 101: Contemporary Society**

This course will explore the discipline of sociology, with a particular focus on the key concepts and issues relating to the study of contemporary society and culture. The course seeks to establish a methodological balance between theoretical grounding and an applied framework as it examines the following thematic issues: social and cultural theoretical perspectives, globalization, power, ethnicity, gender, the mass media, and the dynamics of culture in the contemporary world.

**May be taken as Social Sciences/Group C GER**

**Sociology 201: Contemporary Social Issues**

This course initiates students into the conceptual framework and problems associated with “mass culture,” through an analysis of that phenomenon. The course focuses on the analysis and interpretation of such contemporary social issues as feminism, race and ethnic relations (including internal colonialism), terrorism, and the more specialized cases of institutionalized and clandestine violence. The course maintains a comparative perspective and, thus, the above issues will be considered both in their first and third world contexts.



**Psychology 101: Introduction to Psychology**

This course aims at providing a comprehensive introduction to the essential principles of the academic discipline of psychology by addressing such important topics as the function of the human brain, perception, language, development, learning, motivation, emotion, intelligence, personality, psychological disorders, and social behavior. The student is introduced to major theories of human behavior and is encouraged to assess critically the contribution and applicability of psychological research to daily life through class discussions, presentations and written assignments.

**Required for Psychology majors. May be taken as Social Sciences/Group C GER for other majors**

**Psychology 120- Developmental Psychology I**

The study of human development is the study of progression and change. This course is designed to introduce students to the study of developmental psychology and provide an overview of the major theories and topics in developmental psychology. The emphasis is on the pre-natal period and early childhood. However, later periods of development will be addressed in Developmental Psychology II. Theory and research will be presented in areas such as biological, motor, cognitive, emotional, and social domains from the prenatal period through early childhood. **Required OU level 4. Prereq: Psychology 101**

**Psychology 121 - Developmental Psychology II**

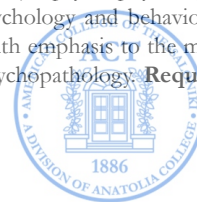
This course will focus on research and applications in the field of human development. Human development is the study of how people change and remain the same across the lifespan. The aim is to provide a review of the progression through the initial developmental stages (prenatal development and early years) that was taught to the students in Developmental I and to further expand their knowledge of understanding on human development from school years through adulthood. Areas such as biological, motor, cognitive, emotional, and social domains will be covered and these processes will be described within a theoretical and empirical framework. **Required OU level 4. Prereq: Psychology 101, Psychology 120**

**Psychology 130 – Cognitive Psychology**

This course will help students to acquire knowledge regarding core issues, theories and experimental findings in cognitive psychology. The course intends to cover the main topics of the field of cognitive psychology as the main mental processes play a key role in human behavior, thinking and decision making process. Nowadays, as the information people encounter and the situations they immerse themselves in are diverse, the understanding of the working process of language, perception, learning, memory, etc is necessary. Focus will also be given to the progression of the cognitive field and the investigation of real-world issues through controlled laboratory scientific experimentation. **Required OU level 4. Prereq: Psychology 101**

**Psychology 150 - Psychophysiology of Behavior**

This is a course which will provide an overview of the principles, theory, and applications of psychophysiological assessment and students will become familiar with current psychophysiological research findings. It is concerned with the biological bases of behavior and it can offer an understanding of psychophysiological aspects of behavior, emotions, and cognition to your foundation of knowledge and skills. The aim of this course is to provide an introduction to major psychophysiological measures, and help students understand what psychophysiologicals do, how they think about psychology and behavior. It will provide an introduction to theory and research in major areas of human psychophysiology with emphasis to the major methodological principles in human psychophysiology as well as to the study of behavior and psychopathology. **Required OU level 4. Prereq: Psychology 101**



**Psychology 202 - Personality Theories**

This course will help students to deepen their knowledge regarding the formation of human personality and its impact on several areas of life. Also, the course intends to cover the main theoretical approaches, their strengths and limitations as well as their application to the explanation of psychopathology and problematic behavior. As nowadays, in the field of psychology, a lot of researchers and professionals suggest an eclectic approach, students need to be acquainted with the various theoretical schools and be able to apply basic theoretical information to real-life examples in practice. Focus will be also given to relevant issues, such as the genes and environment debate, gender differences and cultural perspectives so that students develop a holistic approach to the understanding of human personality. **Required OU level 5. Prereq: Psychology 101**

**Psychology 204 - Social Psychology**

The aim of this course is to develop student's knowledge and understanding of key areas in Social Psychology such as: social thinking (which includes the topics of the self-concept; self-serving bias; stereotypes and prejudice), social influence (which includes the topics of persuasion; health and well-being in today's societies) and social relations (looking at the topics of aggression, discrimination, liking and helping). Biological, cognitive, emotional and socio-cultural aspects will be discussed while presenting the above key areas. The students will also learn about the related field of Community Psychology and how its main principles and research findings apply to contemporary communities. Finally, research related issues such as ethics and methodologies in Social Psychological research will be covered. By presenting the main concepts, theories, research methods and key studies in Social Psychology, the course aims to help students evaluate the usefulness of the above in today's societies as well as recognise the limits of generalising social psychological research to all gender/ethnic/cultural/age groups. **Required OU level 4. Prereq: Psychology 101**

**Psychology 205-Research methods and Statistics I**

This is a course in which students are given the opportunity to develop an understanding of the research process and familiarize themselves with main paradigms and key methodologies and methods in Psychology research. It helps students understand the strengths and limitations of different research paradigms, various research methodologies and methods in Psychology. Also students learn a) about the main qualitative-research concepts (code, taxonomy, theme, theory) and b) about key statistics-related concepts (populations, samples, variables). They are introduced respectively to qualitative data analysis, mainly thematic analysis and also to quantitative data analysis and in particular, descriptive statistics where they learn about identification of variables, frequency distributions, measures of central tendency and variability. **Required OU level 5. Prereq: Psychology 101**

**Psychology 206-Research methods and Statistics II**

This is a course in which students are given the opportunity to develop their critical understanding of the research process in Psychology and build a solid ability to evaluate methodological issues in specific Psychology research studies. The students advance their knowledge of qualitative data analysis (mainly typological analysis, thematic analysis and discourse analysis) and of quantitative data analysis by learning about inferential statistics and in particular estimation of parameters and hypothesis testing and significance. Finally, the students acquire the knowledge and skills to design and conduct a piece of small-scale original research. This module provides valuable preparation for final year thesis. **Required OU level 5. Prereq: Psychology 101, Psychology 205**





**Psychology 211 - History and Philosophy of Psychology**

This course aims to introduce students to major conceptual and historical paradigms and models in psychology, the history of psychology as a science, the social and cultural construction of psychology, the most interesting developments in the history and concepts of science and to the concept of the self or mind. They will learn about the philosophical origins of psychology, introspection, behaviourism, psychodynamic theory, evolutionary psychology, developmental psychology, cognitive psychology and neuroscience and they will be re-introduced to major figures in the history of psychology, including Wundt, Pavlov, Skinner, Piaget and Freud etc. The ways in which psychologists and psychiatrists have investigated human nature will be examined, and major controversies in the field along with basic philosophical assumptions made in the sciences of human nature will be explored. **Required OU level 4.**

**Psychology 215: Positive Psychology**

This course will provide students with the opportunity to learn about Positive Psychology and study how humans prosper at the face of adversity. Students will be introduced to contemporary science-based methods for enhancing the well-being, happiness and positive aspects of human experience. Various findings related to positive states such as happiness, creativity, well-being, optimism, resilience, altruism are discussed and their implications in real life are examined. **Major Elective OU level 5. Prereq: Psychology 101**

**Psychology 218 - Clinical Psychology I: Psychopathology**

This course will help students gain a thorough and critical understanding of clinical issues and specifically, mental health and illness, definition of psychopathology, diagnosis and various factors that should be taken into account in the process of identifying several psychological disorders. As mental health professionals need to be aware of all the important issues and ethics in the clinical field, students need to be acquainted with the main psychological disorders and critically apply theoretical information to case studies and real life examples from professional practice. Therefore, focus will be given to assessment, causation, risk factors and effects of the main psychological disorders but also students will be introduced to the basic principles of treatment and prevention strategies. Moreover, they will be acquainted with issues of stigma and social exclusion so that they are aware of diversity issues and their implication on clinical practice. **Required OU level 5. Prereq: Psychology 101, Psychology 120, Psychology 121**

**Psychology 221 - Cognitive neuroscience**

This is a course which aims to enable the students have a good grasp of the most recent advances, and a critical assessment of the literature in the field of cognitive neuroscience. Cognitive neuroscience is a rich field that draws on many disciplines from biology, chemistry, psychology, computer science, engineering, mathematics, philosophy and beyond. The objective is to provide a basic background and conceptual knowledge and illustrate the concepts and knowledge that structure the scientific study of cognitive neuroscience. It is associated with modules such as the one on Cognition and on Psychophysiology of behavior. The course addresses questions on how does our brain give rise to our abilities to perceive, act and think. It is a survey of the basic facts, empirical evidence, theories and methods of study in cognitive neuroscience and assist students in exploring how cognition is instantiated in neural activity. Indicative themes are: perceptual and motor processes, decision making, learning and memory, attention, reward processing, reinforcement learning, sensory inference and cognitive control. **Required OU level 5. Prereq: Psychology 101, Psychology 130, Psychology 150**



**Psychology 240 – Forensic Psychology**

This is a course which will provide students with the opportunity to learn about Forensic Psychology, a recent subfield of Psychology which emphasizes the application of research and practice in other areas of psychology (e.g., cognitive psychology, social psychology) to the legal arena. The module covers the history, basic principles and objects of study of Forensic Psychology. Some important thematic areas are introduced such as the forensic cognition (how offenders think), psychology of criminal behavior and victimology, the role of psychology in police and legal processes, assessment and treatment of offenders in forensic settings. **Required OU level 5. Prereq: Psychology 101, Psychology 130**

**Psychology 250 – Psychopharmacology**

This is a course which covers the basic principles of psychopharmacology. The module investigates the questions what drugs are and how they influence psychological phenomena. Diverse types of drug use and abuse are explored. The course addresses questions on how and why drugs are used for treatment for psychopathological conditions, which are the mechanisms of addiction, what is tolerance and abuse. It also addresses the main and side effects of psychoactive drugs and how these are associated to effects on perception, emotion and behavior. **Required OU level 5. Prereq: Psychology 101, Psychology 150**

**Psychology 255: Sports Psychology**

During this course students are given the opportunity to further their knowledge of how individuals behave in sport and exercise as well as behavior patterns in sports and exercise settings. The course aims to introduce students to the study of people and their behavior in exercise contexts and provide an overview of the history, current status and future directions of this ever-growing field of study. Students shall identify and be able to critically apply principles and guidelines to enhance performance, help adults and children benefit from sport and exercises and cope with stress, anxiety, and arousal issues. **Major elective OU level 5. Prereq: Psychology 101 or by permission by the instructor**

**Psychology 270 - Health, Stress and Adaptation**

This course will help students gain a thorough and critical understanding of issues regarding stress, its role in adaptation and its effects on health and disease. As stress plays an important role in all aspects of humans’ life, students will be given the chance to better understand its manifestations influence on brain, the main mental processes, such as learning, memory, information processing, etc, human behavior and mood. Focus will also be given on moderating factors, coping skills and prevention strategies applied to individuals as well as to various groups and communities. **Major elective OU level 5. Prereq: Psychology 101**

**Psychology 303 - Educational Psychology**

This course aims to provide students with an understanding of a range of issues where psychological concepts, theories and methods have been applied in an educational context. We will look both at research in educational psychology and the educational policies that this research informs. Issues of relevance along the different tiers of education will be considered. The nature of early education will be addressed as well, with policy and research concerning contemporary debates such as the significance of play; the concept of learning readiness and the age at which children should begin formal education. Pre-school interventions and a range of special needs/developmental disorders & interventions will also be explored. **Major elective OU level 6. Prereq: Psychology 101, Psychology 120, Psychology 121**



**Psychology 305 - Counselling and Psychotherapy**

This course will help students to further deepen their knowledge regarding the prevalent counselling theories and approaches and psychotherapy research and critically evaluate them and apply related theory to case studies from professional practice. They will also get acquainted with the interview process, the therapeutic process and relationship, the counselling skills and the ethical issues on both theoretical and practical basis. Focus will be given to diversity issues in counselling, such as ethnicity, social class, age, gender, sexual orientation, etc. Moreover, the emphasis of this course on experiential learning and personal awareness and development will facilitate students to better comprehend the role of the psychologist in the counselling field and apply the knowledge and skills to their practicum. **Required OU level 6. Prereq: Psychology 101, Psychology 202**

**Psychology 310 - Organizational Psychology**

Through this course the students will understand in depth the influence and interaction between organisations and the groups and the individuals who lead and work within them and will learn to analyse how these processes shape outcomes related to the use of human capital and to organisational effectiveness. The students will also learn to critically reflect on the roles, behaviors, interactions and outcomes they have had or will have themselves while participating in organisations or institutions. This course will start by presenting the history of organisational psychology and the topics of study and practice for organisational psychologists and will then discuss different structures and cultures of organisations. It will continue by covering various processes unfolding between organisations, groups and individuals (such as leadership, motivation for work, resistance to change, persuasion, team-working, problem solving, conflict/collaboration) and also examine how these processes shape various outcomes related to the performance and wellbeing of groups and individuals and the operation and growth of institutions. Research designs and methodologies in organisational psychology will also be covered. **Major elective OU level 5. Prereq: Psychology 101 or by permission by the instructor**

**Psychology 320 – Dialectical therapy**

The aim of the course is to introduce the fundamental concepts and methods of behavioral therapy and to provide a basic introduction to DBT formulation, and treatment planning. The course also provides an overview of behavioral techniques and will familiarize students with the general theoretical context, as well as the main therapeutic principles within each theoretical approach. It will also consider the applications and empirical based evidence for the success of each approach and is designed to explore how certain approaches in psychotherapy can be employed to provide an insight into mental health problems, drawing on many theories and therapeutic practices to provide a better understanding. **Major elective OU level 5. Prereq: Psychology 101, Psychology 202, Psychology 218**

**Psychology 330 - Psychology of immigration**

This course will present demographics/diversity of immigrant populations, motivating factors for migrating, and the myths/stereotypes around immigrants' characteristics and behaviors. It will then discuss the psychological experience of immigration in different contexts, as well as health, psychosocial well-being and psychopathology issues that may emerge and the services that need to be provided for addressing immigrants' diverse health, mental health and social care needs. Through this course the students will gain in depth understanding of the characteristics, experiences and needs of immigrant populations and will learn to make recommendations to improve practice and policy affecting immigrants of all ages and backgrounds. **Major elective OU level 5. Prereq: Psychology 101, Psychology 204**



**Psychology 340 - Psychology of addiction**

Students are given the opportunity to develop their understanding of psychological and biological aspects of substance misuse and addiction as well as the potential treatment methods. Other non-substance addictions are also discussed such as gambling, internet addiction etc. The course aims to teach students how to assess and diagnose substance use disorders and in short to provide an overview of the psychosocial and neurobiological bases of addiction, the factors that affect addictive behavior and also how to describe and analyze appropriate therapeutic interventions. **Major elective OU level 5. Prereq: Psychology 101, Psychology 150**

**Psychology 350: SENIOR THESIS I**

This is a required course for psychology majors. It constitutes the first term of a year-long research project, at the end of which the students are required to submit an 8,000-word thesis. In the Fall Term, they submit a 3000-word draft of the thesis, with main emphasis being the literature review. **Required OU level 6.**

**Psychology 351: SENIOR THESIS II**

This is the second part of a course in which the students are required to write an 8,000-word thesis. It is a fundamental component of the Psychology curriculum in which the students display their ability of formulating a research question which they research and write a detailed analysis of in 8,000 words. **Required OU level 6.**

**Psychology 400 – Clinical Psychology II: Psychological Assessment**

This course provides students with an opportunity to develop further their knowledge and skills in the areas of observation, measurement and psychometric assessment, including the use of formal psychological tests. Also, the aim is to explore the theory and application of psychological tests as measures of personality, intellectual functioning, attitudes etc. and learn how to use certain types of tests, their advantages and disadvantages, and test reliability and validity. Additionally, students will gain insight into the appropriate use of tests, tests construction, administration of tests and interpretation of test results.

**Required OU level 6. Prereq: Psychology 101, Psychology 205, Psychology 206**

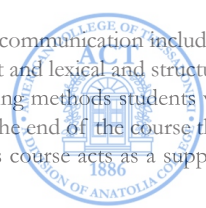
**English & Communication courses**

**English Lab : Language skills**

Lab 1 is designed to help students increase their English language skills in an academic context so as to be better equipped to handle college assignments and to build confidence in using English in both written and oral communication. The lab offers a comprehensive review of all English grammar and sentence structure, and focuses on reading, writing and speaking in a thought-provoking environment through the study of topics of universal appeal. **(non-credit course).**

**English 099 Intensive Academic English**

This intensive course prepares students for ENG101 and instructs them in all aspects of academic communication including writing, reading, speaking and listening. In addition, it offers opportunities for vocabulary enrichment and lexical and structural improvement specific to academic communication. Using a variety of different teaching and learning methods students will be given the opportunity to practice and improve their overall use of Academic English, so that by the end of the course they feel more confident in the specifics of academic discourse appropriate to their field of study. This course acts as a support



mechanism to the linguistic demands expected of students in their core subjects i.e. English Literature, Media, Psychology, Business, Computer Science, IR and Tourism.

### **English 101: Composition I**

This course reviews the basic principles of paragraph writing and introduces the major rhetorical modes of narration, description and exposition through discussion of theory, examination of model essays, and writing practice. In addition, students are introduced to information literacy by spending seven two-hour sessions in the library, developing effective search strategies, understanding the differences between types of resources, and using critical skills with which to evaluate resources.

**GER requirement.**

### **English 102: Composition II**

This course builds upon the expository writing skills presented in Eng 101. First, it introduces students to the mode of argumentation by analyzing various types of arguments and presenting the essential tactics used in definition, cause, evaluation, refutation and proposal. At the same time, it introduces students to research paper writing by guiding them step-by-step in the process of forming an argumentative thesis, incorporating sources together with their own thinking into papers, and documenting sources. **GER requirement. Prereq: English 101**

### **English 107 Academic Writing**

Does it take you forever to begin your writing assignment? Are you unsure about how to proceed and whether what you write is “academic” enough? Academic Writing is a course that will help students improve their writing skills while reading enjoyable, contemporary pieces. Students will learn basic writing techniques and the fundamental concepts of academic writing so as to organize their essays and will also learn how to incorporate outside sources to further advance their writing. By the end of the course students will have a small portfolio to display their advanced writing skills and will be more confident writers. (Offered to high school students as a summer option).

### **English 120: Introduction to Literature**

The purpose of this course is to introduce students to the literary genres of poetry, prose fiction and drama, and to familiarize them with a variety of literary techniques specific for the analysis of each genre. Students read a selection of classic and contemporary works within these genres and engage in analysis of narrative, study key poetic techniques that make meanings happen and discuss performance possibilities as part of an attempt to become better readers and a more critical audience. The course will also cultivate students’ creative skills, thus enhancing their overall writing abilities and helping them become more conscious writers. Students also gain an enhanced aesthetic appreciation of literature as art and come to value its role in education and everyday life. **May be taken as Humanities/Group A GER. Required for English majors (OU, Level 4)**

### **English 203: Advanced College English Skills**

This course aims to enhance academic skills in listening, speaking, reading and writing as well as develop significant critical thinking and research skills essential in an academic community and beyond. Texts on contemporary issues from various disciplines including newspaper articles, autobiographies, essays and peer reviewed journal articles will be examined. Close reading of texts will be the basis for discussions, debates, exercises and written assignments. Podcasts, blogs and short videos will also be used to practice Academic English skills. Themes and skill areas are selected to complement and enrich the learning experience of students of all fields. **GER requirement. GER requirement. Prereq: English 102**



**ENGLISH 204: Business/Professional Communication**

The course instructs students in all aspects of professional communication including writing, reading, speaking and listening. It offers business and computer science students in particular opportunities for vocabulary enrichment and structural improvement specific to their own professional communication. Through the use of a variety of different teaching and learning methods the course gives students the opportunity to practice and improve their overall use of professional communication skills, both orally and in writing. The overall aim of the course is to enable students to realize their full potential in terms of the sophistication, relevance and fluency of their professional communication skills. **GER Requirement. Prereq: English 102**

**ENGLISH 210-Creative Writing**

This course aims to introduce students from all majors to the field of creative writing. It consists of three parts: an introduction to the practice of poetry, an introduction to the practice of fiction writing and an introduction to writing for commercial purposes (business, marketing, etc.). In these three parts respectively, students will practice basic forms of poetry, narrative techniques, the art of storytelling, and they will engage in projects applying basic rules of copywriting. The course will be interactive in the form of workshops including writing sessions, discussions, lectures and self-reflection. Through the course students will explore, develop and reflect upon their own writing style; practice basic forms of poetry, narrative techniques and categories in fiction; gain a basic understanding of the rules in copywriting; use different techniques of writing to produce writing to order and enhance their overall creative skills.

**English 220: Introduction to Twentieth Century Poetry and Drama**

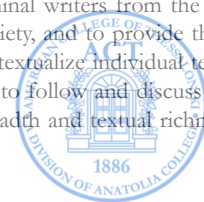
This course introduces students to twentieth century poetry and drama through the consideration of selected texts from both genres that represent major thematic and stylistic concerns of the period. Students will be able to reflect upon the diverse directions taken by poets and dramatists throughout the century and some of the factors which have influenced literary developments, while critically analysing the components of both genres and their effects. The first part of the course will concentrate upon poetry and examine poetic techniques, structure, language and style and their relationship to meaning; where appropriate tracing similarities and differences in the works studied. In the second part of the course, selected plays will be studied, focusing upon dramatic conventions, structure, language and style, with careful attention being given to the performative aspect of the texts and influences that have helped shape twentieth century theatre practice. **(OU Level 4)**

**English 221: Short Fiction**

This course focuses on in-depth critical reading of and writing about short fiction (short stories and/or novellas) within the context of the traditions and innovations which have concerned these genres, and with respect to the standard elements of short fiction. Through the in-depth study of seminal short novel practitioners such as Herman Melville, Henry James, Joseph Conrad, Edith Wharton, James Joyce, Franz Kafka, Philip Roth, Gabriel Garcia Marquez and Alice Munro, students learn to recognize both the stylistic features distinct to each writer as well as the common thematic and technical threads that group them together. Whenever possible, readings will be supplemented with their film adaptation. **(OU Level 4)**

**English 230: English Literatures**

As a study of essentially British literature, the course will analyze contextually the works of seminal writers from the age of Chaucer and on. This course aims to help students explore the interface of literature and society, and to provide them with appropriate tools for more advanced contextualized literary study. Students will learn to contextualize individual texts, recognize literary trends and cultural modes, evaluate literary and social movements, and be able to follow and discuss the evolution of English literatures since the age of Chaucer. To help expose students to literary breadth and textual richness, excerpts of longer texts will be selected. **Prereq: English 120 (OU Level 5)**



**English 250: Advanced Writing & Professional Communication**

The purpose of this course is to provide instruction and practice in the skills and strategies necessary to produce effective written and oral communication in any professional context. The course addresses topics such as persuasive writing techniques, formal professional communication (including executive summaries, legal documentation, letters and reports) as well as intercultural communication, professional writing in the ‘e-world’ and advanced public communication writing & speaking skills. The course is designed to foster skills development in the areas of critical thinking, presentation techniques, application of accepted professional frameworks to new ideas and use of innovative writing, with the aim of preparing students for realistic professional situations. **Required for PS&IR and English majors (OU Level 4)**

**English 259: Topics in Contemporary World Literature**

The course will consider contemporary literary texts from around the world (written or translated into English) which respond to cultural, political and social issues of today. In addition to approaching contemporary literature as an index of distinct cultures but possibly also cultural interaction, it will examine the literary features of each book to define its contemporariness, both thematically but also stylistically. When applicable, the course will also explore the role of literary prizes and other marketing factors in helping a book travel beyond its place of origin and become a “contemporary classic”. As a critical reading and writing course, it will offer students the opportunity to compare cultures while familiarizing themselves with some of the world’s interesting and challenging literary texts. Exposing students to cultural and literary traditions around the world will help them realize what sets us apart and what brings us together as humans. **Prereq: English 120 (OU Level 6)**

**English 268: Women and Literature**

This course examines the evolution of women’s literature from the 19th to the 20th century in an attempt to assess the implications of gender in the production and consumption of literature through a study of selected texts by Anglophone women writers. Coventry Patmore’s “The Angel in the House” (the only text studied written by a man) serves as the background against which we will study a variety of texts written by women writers that respond to and deconstruct this female portrait, gradually “killing the Angel” and working to create new fictional portraits and a new discourse for women and women’s literature. The concurrent exploration of sociopolitical and economic issues makes the course a contextualized study of sexual politics, and therefore of interest to students outside the English major as well. **Prereq: English 120 (OU Level 5)**

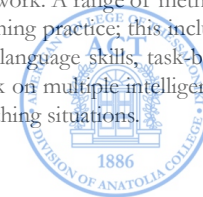
**English 273: Introduction to Linguistics**

The course Introduction to Linguistics gives a selective overview of linguistic studies from various branches, such as anthropological linguistics, cognitive linguistics, functional linguistics, formal linguistics, psycholinguistics, and second language acquisition. The focus is on language as a dynamic set of symbolic resources with many levels of expression: an acquired system of communication among the human species, an interactive system for expressing and creating both individual and socially constructed meanings, and an orthographic system for developing literacy. During the semester, the global, social, and personal meanings of language will be considered. **(OU Level 4)**

**English 274: Applied Linguistics**

The goal of the course is to survey what is currently available to ESL / EFL teachers, to choose and adapt some elements that we think would work in our own teaching realities, and to understand how and why these elements work. A range of methods, techniques, and materials for teaching English are explored. Emphasis will be put on current teaching practice; this includes a variety of communicative language teaching techniques, integrated and discrete approaches to language skills, task-based and project-based learning, and student centered techniques. The course also explores recent work on multiple intelligences, learning styles, and learner motivation, focusing on how these ideas can be used in a variety of teaching situations.

**Prereq: English 273 (OU Level 5)**



**English 275: Sociolinguistics**

The course explores the general framework for understanding how human communities use language to say or fail to say what is meant and investigate the particular linguistic styles conventionally used by social subgroups. During this exploration, students are challenged to do the following: 1) Situate sociolinguistics in its discipline; 2) Acquire fluency in using terms & concepts to examine social uses of language; 3) Become familiar with relevant research; 4) Expand research experience and hone research skills; 5) Develop awareness of linguistic styles, our own and those of others around us; 6) Apply this learning to analyzing social situations, complications & misunderstandings; 7) Enhance preparation for entering the world of work, regardless of the profession. (OU Level 4)

**English 299: Topics in Teaching Methodology**

Offered on a rotating basis, this course will include area topics such as English Teaching Methodology, Approaches to TESOL, Materials Development in Teaching, etc. Its aim is to provide basic background knowledge in teacher-training issues, ranging from comprehensive reviews of the foundations of foreign language teaching, practical pedagogical matters such as syllabus design, classroom management, teaching the four skills, the age factor, testing and evaluation, and others, as well as topics in the design of materials and techniques to be used as instructional tools in classrooms.

**English 300: Image/Text/Culture**

This interdisciplinary course examines the images and texts of film, television, art, photography, and advertising (with a strong emphasis on film), and how they come to characterize and shape our everyday lives. Using case studies, students learn how to recognize, read, and analyze culture within a particular social, cultural, or political context, touching upon such important issues as race, gender, class, ideology, and censorship. (OU Level 6)

**English 325: Second Language Acquisition**

The course explores the theory of second language acquisition (SLA) in general and its implications for teaching and learning in particular. It reviews general linguistic theory, explores aspects of morphology, phonology, semantics and syntax, theories of 1st and 2nd language acquisition, L1 interference in L2 acquisition and language universals. Further topics include error analysis, language variations and disorders, sociolinguistics, bilingualism, and application of theory to 2nd language teaching methodology. Prereq: English 273 (OU Level 5)

**English 335: English Language Teaching I**

The course offers students a solid grounding in current approaches to teaching English as a foreign language, with an emphasis on practical applications in classroom settings. Students are taught to develop lesson plans, manage a classroom, design teaching materials for particular age groups, and teach grammar, listening/speaking, reading/writing and vocabulary. They also given the opportunity to observe teachers at various classrooms of Anatolia (both Elementary and High School) and do practicum themselves. (OU Level 6)

**English 340: Comparative Literature**

The course aims to engage students in a comparative study of literary representations of sexuality from antiquity to present times. Terms such as ‘sex’ and ‘sexuality’ are often used interchangeably, without considering their many different connotative meanings at different historical periods, or in different cultural contexts. The course is divided into three parts: a) philosophy and sexuality, b) class, gender, sin, and sexuality, and c) Freud, psychoanalysis and sexuality, which will bring us back to philosophy. Works in translation will help us reveal the nuanced role of language itself in terms of constructing sexuality. Prereq: English 120 (OU Level 6)





**English 345: English Language Teaching II**

A continuation of ELT I, the course aims to enhance students' teaching effectiveness. It provides practical experience and new ideas for creative second language training. Through this course, students acquire a deeper understanding of both the theory and practice of teaching English as a foreign language. Building on prior knowledge, this more advanced course addresses more specialized areas of the field such as educational technology, teaching through literature, the age factor in teaching, testing and evaluation and other field-related modules. In addition, the course includes a guided classroom teaching practicum complementing instruction with substantive hands-on experience in real classroom settings.

**Prereq: English 335 (OU Level 6)**

**English 350: Advanced Writing: Writing for Social Change**

Writing for Social Change is a longstanding rhetorical tradition of using public writing as a tool for social critique and as a means of personal, community, institutional, and/or political dialogue and transformation. In order to develop a sense for social critique, the course addresses a variety of social issues such as class, gender, sexuality or race, that are sites of struggle for social change. Students will explore a variety of texts from the media, literature, film or popular cultures in order to understand how content, style, structure and format vary across a range of reading and writing situations. They will explore the relationships among the text, writer, audience, and context, and discuss how these relationships shaped the writer's choices. Then they will be asked to apply this theoretical knowledge by writing in different genres and for different audiences, adapting the voice, tone, format and structure of their writing to meet the needs of the audience. **(OU Level 5)**

**English 360- Literary Theory**

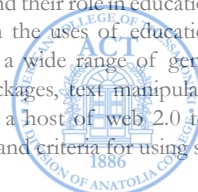
The course addresses the central concerns in contemporary literary and cultural theory and provides students in literature and other related disciplines of the humanities or social sciences with the theoretical background to better comprehend material elaborated in other courses. As such, it is an important endorsement to the overall English BA program that offers students a comprehensive account of the field and an understanding of some of the key problems and questions that animate theoretical discussion today. Through the development of a coherent overview of the various theories that emerged in the field, the course also considers questions about the production of cultural value, ideology and hegemony, the patriarchal and colonial bases of Western culture, and the status of the cultural object, the critic, and of theory itself. **(OU Level 6)**

**English 370: Literature and Film**

This course will explore, in an interdisciplinary manner, some of the most important post-war literary and cinematic representations of conspiracy and paranoia on two main topics: the Cold War and the assassination of president, John F. Kennedy. Both events have been much documented and represented by seminal writers and filmmakers through a variety of aesthetic styles. Some of the questions that will inform the content of the course and guide our discussions include the following: what are the basic elements of conspiratorial narratives? Why do conspiracy and paranoia go hand in hand? How is history revisited in the arts? In what ways could cinema be seen as a more effective medium/vehicle for conspiratorial narratives? Is there a social function or utility in these texts? What are the strengths and weaknesses of this genre? And, most importantly, why are they so extremely popular? **(OU Level 6)**

**English 375: Instructional Technology in ELT (English Language Teaching)**

This course focuses on the educational uses of information and communication technologies (ICT) and their role in educational environments. The course will balance fact, theory and application by exploring the literature on the uses of educational technology in language learning and the theories that underlie them, familiarizing students with a wide range of generic software applications (i.e., word processors, presentation tools, the WWW, e-mail, authoring packages, text manipulation software), synchronous and asynchronous computer mediated communication (CMC) tools, and a host of web 2.0 tools including wikis, blogs, podcasts, and social networking sites, and helping students develop strategies and criteria for using such applications effectively in the language classroom. **(OU Level 6)**



**English 380: The Business of Literature**

The course will introduce students to the 20th century mechanics of literary production and to the forces making a book available, promoting it to a best seller, or silencing it. More specifically, it will study the changing market conditions for literature, both in a historical perspective and on the basis of selected case-studies. Students will discuss literature within a social and business frame and approach literary production in particular as a revealing cultural phenomenon and a symptom of a given socioeconomic reality. In doing so, students will sharpen their intellectual and critical skills and become alert to the interdependence of two fields which are traditionally considered separately. **Prereq: English 120 (OU Level 6)**

**English 390- Senior Thesis I**

This is the first part of a course in which the students are required to write an 8,000-word thesis. It forms a fundamental component of the BA Hons English curriculum, serving both its pathways, which offers students the opportunity to cultivate the abilities and skills necessary for the realization of a medium-scale research project, from the formulation of the initial research question to its final submission. Combining what is often encountered as either final year Dissertation or Advanced Research & Writing Skills, the course offers an integrative, hands-on and project-focused approach deemed particularly useful both to a wide variety of professional settings and to the advancement to graduate studies. **(OU Level 6)**

**English 395- Senior Thesis II**

This is the second part of a course in which the students are required to write a 8,000-word thesis, or a 6,000 word thesis if accompanied by a strong multimedia component. It forms a fundamental component of the BA Hons in English curriculum, serving both its pathways, which offers students the opportunity to cultivate the abilities and skills necessary for the realization of a medium-scale research project, from the formulation of the initial research question to its final submission. The course offers an integrative, project-focused approach deemed particularly useful both to a wide variety of professional settings and to the advancement to graduate studies. **(OU Level 6)**

**Comm 127 – Communication, Culture & Society**

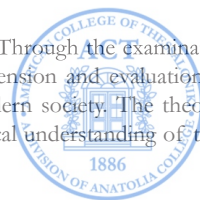
Covering a range of different forms and contexts of communication (interpersonal, group, public, mediated, verbal and non-verbal communication) and using cases and scenarios drawn from everyday life, the course explores the ways communication and culture interrelate and interact, with particular focus on the workings and failures, potentialities and constraints of human communication. **(OU Level 4)**

**Comm 217 – Media in Transition**

The course offers an overview of the historical development of media as industrial and cultural institutions, as well as the ethical and legal framework of their operation. Covering both print (newspapers, magazines, books) and audio/visual media (photography, cinema, sound-recording, radio, television, internet, mobile media) the course explores how changes in communication technology interrelate with the changing roles and fortunes of media industries and media audiences/users, and pays special attention to the digital revolution and to its transformative consequences over the whole of the media/cultural industry landscape. **(OU Level 5)**

**Comm 227 – Media Theory**

The course covers the major theoretical perspectives that have shaped the field of media studies. Through the examination of their distinctive insights, concepts and problematics, the course emphasis is on the comprehension and evaluation of the contribution these perspectives had to the understanding of media and media-saturated modern society. The theories are presented and discussed in their historical and ideological context, aiming at developing a critical understanding of their viewpoint and import. **(OU Level 6)**



**Comm 233- Introduction to Journalism**

The course provides students with an overview of the fundamental concepts of journalism. It will bring them closer to the profession of journalism by engaging them with work across all media platforms – print, broadcast and online – and helping them to acquire basic journalistic skills. Students will explore the profession of journalism both at a theoretical but also at a highly practical level and will discover new ways to tell a story. Techniques, methods and models guiding the contemporary practice of journalism will be given particular emphasis. **(OU Level 5)**

**Comm 317- Communicating Through New Media**

The course offers a broad but in-depth introduction to theories of the new media as well as the impact and influence of the new media on various aspects of socio-cultural life, including journalism, art, identities, politics, social issues, and so on. Overall, it adopts an applied approach by examining the various socio-cultural aspects of the new media in concrete settings and thus aims to provide students with an understanding of the crucial changes that most socio-cultural sectors have undergone due to the evolution of new media. **(OU Level 6)**

**Comm 327- Communication Research Methods**

The aim of the course is to familiarize students with the challenges of conducting research in social sciences and the humanities. It is designed to provide students with research skills which are in high demand in a variety of contemporary professional settings, and necessary for their academic advancement to a graduate degree. Students will learn to collect, organize, analyze and evaluate data, as well as to consider the ethical implications of doing research. This course will discuss various research methods and in each of the methods studied, the aim is to focus on its practical applications and uses, examine in-depth notable cases of published research, and appraise their social utility. **(OU Level 5)**

**Humanities courses (Modern Greek, Humanities, Philosophy, Art and Art History, Music)****Greek 101: Beginning Modern Greek I**

The aim of this course is to develop students' familiarity with oral and written Greek through dialogues dealing with everyday situations and written material drawn from the popular media. Emphasis is on oral communication. Grammar is learned through dialogues illustrating everyday communication, while students gain practice by role-playing and acting out numerous everyday situations. The vocabulary used meets basic social needs for an environment where Greek is spoken.

**[Meets four hours weekly]**

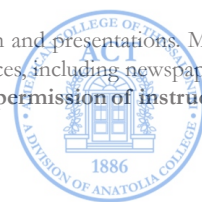
**Greek 104: Beginning Modern Greek II**

This course is designed to develop further students' fluency in Greek. Emphasis is given to oral practice, which includes active use of the spoken language, without neglecting the written language. Grammar is presented through dialogues from everyday situations and written material from newspapers and magazines. Students engage in discussions on common social topics.

**[Meets four hours weekly] Prereq: Greek 101 or permission of instructor**

**Greek 201: Intermediate Modern Greek I**

In this course emphasis will be given to oral practice, provided through both classroom discussion and presentations. More advanced grammar is taught using textbook dialogues and written materials from a variety of sources, including newspapers, magazines, books, and contemporary song lyrics. **[Meets four hours weekly] Prereq: Greek 104 or permission of instructor**



**Greek 202: Intermediate Modern Greek II**

Upon completion of this course students should be able to engage in extended conversations with native speakers on topics such as family, work, recreational activities, the environment. They should be able to follow a TV documentary or watch the news, and read newspapers, magazine articles and selected literature. Writing skills will allow for extensive prose, such as narrative and argumentative essays. Students will also be required to work on group projects. Advanced grammar (passive voice, pronouns, imperatives, use of subjunctive) will be taught through textbook material (dialogues) and written material from newspapers, magazines, books and lyrics. Prereq: Greek 201 or equivalent (Note: Advanced Greek Language courses are available on demand)

**Humanities 120: Understanding Greek life and culture**

The course provides an understanding of contemporary Greek life and what it means to be Greek. It does so by examining the practices and creations of Greek culture, as well as by identifying and understanding the main figures of Greek life and the political scene through time. In addition, it develops students' intercultural and communicative competency so that they can interact both locally in Greece and in the global community. Indicative content areas: Modern Greek language (acquisition of effective Modern Greek communication skills for daily use), Greek culture (language, art, cinema, music and customs), the Modern Greek state structure (background, historical development, public administration, and political parties), figures and Institutions, Greece as pluralistic society (the Orthodox church, family, community and values, migration, minorities), national identity (nation-building, ethnicity, and Greeks within Europe, the Balkans and the world)

**Humanities 203: Landmarks in the Western Tradition**

This advanced survey course examines canonical of the Western Tradition starting with the Bible and extending through the mid-twentieth century. Various themes are traced, such as the relationship between nature and ideal, the notion of truth and virtue, and high-low art and the hierarchy of the genres. Students read from prose and non-prose texts alike, and consider these also in the context of non-verbal expressions of the humanities (music, arts, architecture). **Prereq: English 120**

**Humanities 204: Exploring Ancient Greek Language and Culture**

This course introduces students to the history of the ancient Greek language, from its origin to the present, and to some aspects of ancient Greek culture. Students are developing awareness of and some knowledge in identifying the application of ancient Greek to modern languages as well as an understanding of the culture of the ancient Greek world through texts of Classical Greek authors in translation and other material. The course deals with ancient Greek alphabet and pronunciation, language contact and change, the connection between ancient Greek language and other languages (e.g. familiar English words, scientific and technical vocabulary derived from Classical Greek), and the relationship of language and culture. Knowledge of Greek is not required.

**Humanities 205: Ancient Greek Genres**

An introduction to the study of ancient Greek literature in translation, with particular attention to historical-cultural conditions obtaining between the late 8th and late 5th centuries which made possible the birth of four major genres in rapid succession of one another: epic, lyric, tragedy, and history. In addition to primary source readings (selections from the Iliad and the Odyssey, lyric poetry, the tragedies, and Herodotus), study of each genre will be accompanied by secondary readings on both the genres and individual selections.



**Humanities 209: Topics in Mythology and Religion in the Classical World**

The course provides a systematic in-depth study of the major mythological characters, deities and myths of (mostly) the Greeks and the Romans through the use of both primary and secondary source material, visual and literary. The approach will be thematic and we will explore the nature and scope of mythology as well as its relation to religion, history and art. Comparisons with associated mythologies of the ancient Mediterranean world will be in place in order to demonstrate the broader historical and cultural framework. The myths and religion will also be studied in terms of their endurance and relevance in the western world as well as in popular culture. Finally, they will function as a setting for the discussion of matters of spirituality in the contemporary world.

**Humanities 210: Religions of the World**

This course will expose students to a comparative study of five of the world's main religious traditions, exploring those traditions through their literatures, while focusing also on origins, cultural contexts, histories, beliefs, and practices. Through reading, discussion, and visual appreciation of artistic renditions of religious world-views, students will gain valuable understanding of traditions other than their own, contributing to their broadened and deepened awareness of the world.

**Humanities 221: History on Film/Film on History**

Representations of classical myths and ancient history, of the First, Second and Cold Wars have shaped our understanding of our historical past. Often film has inspired people to learn more about this past. This course aims to examine how film has affected our perception of major world historical moments. We will spotlight key figures, events, literary sources, and cultural issues which have been subject of major films. Then we will analyse the historical and literary evidence underlying these films and appreciate the differences between the scholarly constructions of the world and the cinematographic representations.

**PS&IR elective. OU Level 5. Prereq: History 120**

**Humanities 230: The World of Alexander the Great**

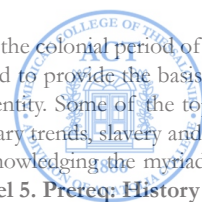
The principal objective of this three credit course is to provide a fundamental examination of the legacy of Hellenism, anchoring the achievements of Alexander the Great in the larger history of Greek antiquity. The course will consist of segments on mythology and legends; history and geography; ancient literature; philosophy, and politics; art and architecture. The course will feature visits to archaeological sites relating to the history of ancient Macedonia and aspects of Alexander's military campaigns.

**Humanities 233: Thessaloniki, a city of faiths**

The main chronological setting of the course covers broadly speaking half a millennium with an emphasis on the Ottoman period of the city when a Jewish majority coexisted with an Ottoman administration and a historically important Orthodox population. The discussion will also focus on the first half of the twentieth century, a period of major transformations as far as the religious identities of the city's inhabitants are concerned. The course will be organized thematically and the idiosyncrasies of the unique city of Thessaloniki in relation to the three Abrahamic faiths (with an emphasis on Judaism) are investigated in some depth. The thematic areas chosen for examination are: the religious importance of the Ottoman millet system, the arrival of the Sephardic Jews, the Orthodox local inhabitants, the city as a center for religious dissenters, the periods of peaceful coexistence, the development of ethnicities and the associated periods of conflicts, the Holocaust of the Jews of Thessaloniki, its consequences and effects (a shattered community, the difficulties of surviving and returning to the city), the city's religious and symbolic value through history and today.

**Humanities 246: Introduction to American Cultural Studies (formerly History 241)**

This course investigates selected key aspects of America's historical and cultural development from the colonial period of the 17th century to the early 21st century. A wide array of texts, mediums, and genres will be examined to provide the basis for a critical evaluation of the American experience and debates on what constitutes an American identity. Some of the topics addressed include the evolution of colonial society, aspects of political culture, intellectual and literary trends, slavery and the Civil War, the Native Americans, the civil rights movement, America's role in the world, and acknowledging the myriad of "American voices" of which American cultural expression is comprised. **PS&IR elective. OU Level 5. Prereq: History 120**



**Philosophy 101: Introduction to Philosophy and Critical Reasoning**

The primary aim of this course is to train students in the skills required for critical analysis of discourse. Its secondary aim is to apply these critical analytic skills to the activity of philosophizing. Accordingly, the course is divided into two parts. In the first, the main concern is with the validity of inferences. Students learn sentential and predicate calculus so that they are in a position to check the validity of any argument proposed. In the second part, the main concern is inquiry and to this purpose the students first apply logical theory to methodology (induction, hypothesis, abduction, explanation, reduction theory, definition, distinction, issue, problem), and then apply all these techniques to the discussion of two problems: the existence of God and the problem of mind and its relation to matter. **GER requirement.**

**Philosophy 203: Ethics**

This course is designed to help students develop their critical abilities through the analysis of ethical problems and to introduce them to contemporary ethical theory. Following an introduction to the structure of ethical problems, three classical approaches to the problem of justification are presented: moral obligation (Kant), the consequences of one's actions (Utilitarianism), and personal virtue (Aristotle), respectively. The course also includes discussions of meta-ethical issues concerning the relation between fact and value and the problem of justifying and then generalizing one's ethical judgments including the issue of moral relativism. **GER requirement.**

**Philosophy 208: Philosophy of Language**

Language is the basis of communication, thought, and learning; it pervades all aspects of our lives. In the course, we shall reflect on both the philosophical understanding of language and on the relevance of language for philosophy. The relation of language and thought is one issue, a second being the relation of language and the world (the issue of "meaning" discussed in connection with the later Wittgenstein in particular). Furthermore, we shall discuss what the analysis of language can do for philosophical problems outside the philosophy of language (knowledge, existence, what is "good" philosophy?).

**Prereq: Philosophy 101**

**Philosophy 220: History of Ancient Greek Philosophy**

The aim of this course is to provide an introduction to the philosophical, scientific, and humanistic perspectives that emerged in ancient Greece, in the intellectual debate that Bruno Snell referred to as "The Discovery of the Mind." The discussion of the origin and ultimate constitution of human life and the cosmos, the role of gods in human affairs, the kind of knowledge and education one needed to live well, as well as the possibility of gaining such knowledge serves as the background to the emergence of these new perspectives on life. The course presents various responses to these questions as they were debated in the ancient Greek world by the pre-Socratics, Socrates and Plato, and Aristotle and his successors. **Prereq: Philosophy 101**

**Philosophy 235: Artificial Intelligence**

This introduction to the subject of Artificial Intelligence (AI) will have as its central subject the question "Can machines think?" The course considers the history of "thinking machines" and the current state of the art. Typical cognitive tasks performed by machines involve visual perception and recognition, understanding language and translation, diagnosing a patient, and playing games such as chess. The course asks at what point we may say that machines are intelligent (Turing Test); what is computation, what is computable, and what is decidable (Church-Turing Thesis); whether thought is simply a kind of computation and the human mind a kind of computer (Classical symbol-manipulating AI vs. connectionism/neural networks); whether there are aspects of human intelligence that cannot be transformed into algorithms; and the relation between AI and the building of robots and other "autonomous agents." **Prereq: Computer Science 101 or 105, Philosophy 101**



**Philosophy 236: Philosophy of Computing**

The course will deal with three main questions: What is computing? What could computing do? What should we do with computing? In the first section, it will investigate which processes in the world are computational, be they analog or digital. The question “What could computing do?” deals with the limits of what is computable, both in principle, and given that the time and space we have are not infinite (complexity). The third question concerns the ethical and social relevance of computers. Finally, the existence of computers has produced various kinds of ethical problems, dealing mostly with access to information, e.g., privacy and surveillance (“big brother is watching”), computer security, hacking and cracking. The course will be offered simultaneously with several other universities in Europe and the US. **Prereq: Philosophy 101, Computer Science 101**

**Art 120: Art Appreciation: Principles of Design**

The purpose of this course is to introduce students to the general principles of design, that is, to the formal elements in any work of visual art (painting, sculpture, photography, film, contemporary installation art, etc.). The course will be thematic and topical, and will consider examples from all periods of Western and non-Western Art. Included in the formal coursework will be visits to local museums and galleries to examine firsthand artworks illustrating the different principles studied. **May be taken as Humanities/Group A GER**

**Art History 121: Greek Art and Architecture: Ancient to Modern**

This course will provide a compact yet comprehensive chronological study of the arts of Greece from ancient to modern times. The examination of the arts will also allow for a better understanding of the complexities of political, social, and religious over time. Key periods covered include antiquity, the Roman, Early Christian and Byzantine Eras, the Ottoman Occupation, and the establishment of the Modern Greek State. NB This course is offered on an accelerated timetable for study abroad students. **May be taken as Humanities/Group A GER**

**Art 130: Introduction to Photography, from the analog to digital era**

This course introduces students to digital photography and image editing. Students will develop artistic skills in photography through experience in creation, observation and critical consideration of photography. Throughout the semester, students will be expected to photograph consistently, present assignments and projects in class and develop skill in using photography as a tool for visual communication. Class time will consist of lectures, demonstrations, critique of student work, lab work, museum and studio visits. In addition, students will be exposed to key photographic artistic movements.

**Art History 201: Modern Art and Architecture**

This course offers a study of styles of the modern period, with special emphasis on the work of Manet, the Impressionists, and the Post-Impressionists who laid the groundwork for the art of the 20th century. There will be a close look at the social conditions and metaphysical concepts which led to the rebellion in the arts in the second half of the 19th century. The styles of Expressionism, Cubism, Abstract Art, Futurism, the Metaphysical School and Surrealism will then be analyzed.

**Prereq: Art 120 or Art History 103**



**Art History 202: Late Modern Art**

This course covers the period from 1940 to the present, examining painting, sculpture, architecture, and allied arts both in the USA and Europe. Emphasis is placed upon the various movements and the plethora of concepts that shaped the artistic fabric of the West since World War II. **Prereq: Art 120 or Art History 103**

**Art History 220: Ancient Greek Art and Architecture**

This course surveys Ancient Greek art and architecture from the Early Iron Age through the Hellenistic period. Following an introduction to the nature of art, its various uses, and approaches to its interpretation, the course will provide a brief historical background for the major periods in Greek art. Each period will then be examined in detail, with particular attention to defining stylistic features, and to examining representative works in each of the genres (sculpture, painting, architecture, minor arts). **Prereq: Art 120 or Art History 103**

**Art History 221: Early Christian and Byzantine Art**

This course offers a survey of Early Christian and Byzantine art and architecture. It covers the period between the early 4th and 15th centuries, and considers monuments from eastern and western parts of the Byzantine empire. It comments on and compares Byzantine creations from Italy and Asia Minor, while concentrating on Byzantine Thessaloniki and other important Greek centers of Byzantine culture, such as Mount Athos and Mistra. **Prereq: Art 120 or Art History 103**

**Art History 224: Modern Greek Painting**

This course presents a survey of Modern Greek painting starting with the second half of the nineteenth century, when Greek painting acquired the characteristics of a European form of artistic expression. It continues with an examination of Greek painting during the twentieth century. Emphasis is placed upon the artistic movements and various schools formed during these periods, and upon influences from European and American art and their implications for Greek painting. Visits to local galleries and museums will provide first-hand contact with works of art being studied. **Prereq: Art 120 or Art History 103**

**Art History 299: Museum Practicum**

This one-credit supplement consists of visits to select museums and sites in and around Thessaloniki, in order to view important monuments and other artworks dating from archaic and classical Greece. This Practicum may be taken independently of Art History 220. **Prereq: Art 120 or Art History 103**

**Music 120: Traditional and Contemporary Greek Music**

This course will provide students with an introduction to the historically rich and varied traditions in Greek music. The principal focus will be on church music, folkloric song and dance, and contemporary variations of “lay” music. Discussion will also refer to the place of music in ancient Greek society. Knowledge of Greek is helpful but not required.

**May be taken as Humanities/Group A GER**







## DIVISION *of* SCIENCE *and* TECHNOLOGY

### Chair

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**Dr. Alexander Astaras**, Assistant Professor (Computer Science) (Reg)

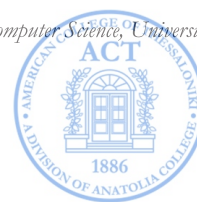
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*BA in Physics, Berea College, Berea, KY, U.S.A; BS in Electrical Engineering, Washington University, St. Louis, MO, U.S.A; MS in Electrical Engineering, Washington University, St. Louis, MO, U.S.A; Master of Engineering Management, Washington University, St. Louis, MO, U.S.A*

**Mr. Orestis Kourakis**, Adjunct Instructor (Digital Photography) (Adj)

*BSc, Agriculture, School of Agriculture, Aristotle University of Thessaloniki, Greece; MA in Photography, Savanna College of Art and Design, U.S.A*

**Dr. Kyriaki Mengoudi**, Assistant Professor (Computer Science) (Reg)

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**Dr. Sofia Ntounia-Fousara**, Adjunct Professor (Biology) (Adj)

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**Dr. Koutsakas Phillipos**, Adjunct Instructor (Computer Science) (Adj)

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**Ms. Eleni Sotiriou**, Adjunct Instructor (Biology) (Adj)

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*BSc, MSc in Computer Engineering and Informatics, University of Patras, Greece; MSc Informatics and Management, Aristotle University of Thessaloniki, Greece; PhD from department of Economic Sciences, Aristotle University of Thessaloniki, Greece (Dissertation's subject: Designing and developing mobile commerce applications by utilizing Semantic Web technologies)*





## Goals and Objectives

The mission of the Division of Technology & Science is to offer innovative, leading edge technology programs in computing and academically sound service courses in the areas of Mathematics, Statistics and Science. As computing is a rapidly evolving discipline we continuously adapt our curriculum and facilities to meet the changing demands of the computing profession.

The computing programs target students that are interested primarily in Computing and Business with an emphasis in Information Systems and also students or professionals that are interested to specialize in certain areas in computing. In particular the certificate and special programs provide training opportunities for the wider community.

Courses in the Division are designed to broaden students' perspectives on the role of computing, mathematics, statistics and science in the modern world, while equipping them with both computer literacy and quantitative skills. A broad range of computing courses is offered, the majority having a strong laboratory component with emphasis on application.

The programs do not concentrate only on the latest technologies, which at some point will become outdated, but provide students with excellent critical skills and systematic thinking that will allow them to become lifelong learners and succeed in a wide variety of technical and managerial positions. Students are prepared for a successful career in the field of computing and its applications and/or additional study in computing or Business at the graduate level. State of the art computer facilities include high-speed servers and over 100 workstations in 5 laboratories, virtual desktop infrastructure and a cloud computing lab. The Science facilities include biology, physics, chemistry and robotics-microelectronics laboratories covering a total area of over 290 m<sup>2</sup>. All facilities are connected to a high-speed campus network and are connected to the internet.

## ACADEMIC PROGRAMS

The Division of Technology & Science offers the following programs:

### Degree programs

- Bachelor of Science in Computer Science (ACT & The Open University, U.K.)
- Bachelor of Science in Business Computing (ACT & The Open University, U.K.)
- Bachelor of Science in Engineering (ACT & Washington University at St. Louis, U.S.A.)
- Minor in Computer Science
- Minor in Multimedia and Web Development

### Certificate programs

- Networking Associate Certificate Program (CISCO)
- Relational databases Certificate Program (Oracle)
- Multimedia and Video Game Design
- Web Development



## DEGREE PROGRAMS

### BACHELOR OF SCIENCE IN COMPUTER SCIENCE

Contemporary Information Technologies change rapidly in all levels of scope from hardware to conceptual. The ACT programme on Computer Science aims at offering its students a solid foundation that both addresses the fundamentals and provides adaptability in a lifelong career with continuous learning.

The ACT Computer Science graduate receives a solid and thorough education in fields of computing that interconnect as well as provide a deep and wide background in contemporary computer science. The programme is structured in threads, with some capstone courses unifying among them and a set of Mathematics courses providing necessary background knowledge for the contemporary computer scientist.

The Programme aims to:

- Equip students with knowledge, skills and inspiration for a career at the forefront of innovation or further studies and research in computer science
- Provide NECHE and QAA standards level education in computer Science appropriate for either a career in industry or graduate studies. Such education shall cover a wide range of knowledge and understanding in all relevant areas of a rigorous curriculum and foster problem solving skills and information literacy
- Develop cognitive skills needed by the computer scientist: the ability to model systems, the power of abstraction, the ability to communicate technical arguments
- Provide the ability to critically evaluate computer systems, their performance and their specifications and demonstrate a high-level of professional competence across a range of technical, legal and ethical areas.
- Instill professional and entrepreneurial attitudes in students and develop a range of transferable skills that would enable them to advance and exploit the knowledge and technical expertise in pursuing their further career
- Demonstrate the applicability of knowledge and skills in various contexts in which computer systems are developed, either when working alone or effectively participating as members of international teams

#### **Degree Requirements**

In order to receive the BS degree, the student must have fulfilled all the GER and major requirements and have completed at least 121 US credit hours with an overall G.P.A of 2.0 or better. All Computer Science must complete two-semester sequence Senior Project I and II course. According to NECHE Standards, students must complete at least one fourth of their undergraduate program, including advanced work in the major or concentration, at the institution awarding the degree. As a consequence, all candidates for an ACT degree must have been in residence at the College for at least during the last two semesters of full time instruction, assuming availability and equivalency of transferable courses.

**Open University degree structure:** The program in Computer Science is currently validated by Open University: under this scheme, 24 are out of the 40 courses required for the Bachelor degrees are validated by Open University. Students must necessarily take the fourth year courses at ACT. Successful students will receive a Bachelor's degree from Open University in addition to the ACT degree for a single course of studies by meeting the following common set of requirements (in addition to meeting General Education Requirements)—courses highlighted in bold are validated by Open University.



## Major Requirements

### a. Computer Science Requirements

- Computer Science 105 \* Introduction to Programming I - Structured Programming (OU)
- Computer Science 106 Introduction to Programming II - Object Oriented Programming (OU)
- Computer Science 107 \* Digital Media Toolkit (OU)
- Computer Science 205 Business Data Management (OU)
- Computer Science 206 Web Development (OU)
- Computer Science 215 Algorithms & Data Structures (OU)
- Computer Science 230 Introductory Systems Programming (OU)
- Computer Science 300 Mobile Applications Programming (OU)
- Computer Science 306 Advanced Web Development (OU)
- Computer Science 310 Hardware & Computer Architecture (OU)
- Computer Science 312 Database Management Systems (OU)
- Computer Science 321 Operating Systems (OU)
- Computer Science 322 Network Operating Systems and Administration (OU)
- Computer Science 325 Distributed Applications (OU)
- Computer Science 412 Object Oriented Design Patterns (OU)
- Computer Science 421 Computer Systems Security (OU)
- Computer Science 443 Capstone Project I (Thesis I) (OU)
- Computer Science 444 Capstone Project II (Thesis II) (OU)
- Computer Science 450 System Analysis and Design (OU)

### b. Computer Science Elective (1 of the following is required)

- Computer Science 219 Video Game Design (OU)
- Computer Science 323 Java Network Programming (OU)
- Computer Science 330 Introduction to Mobile Robotics Programming (OU)
- Computer Science 333 CISCO Advanced WAN and LAN Design (OU)
- Computer Science 422 Advanced DBMS (OU)

### c. Mathematics Requirements

- Mathematics 101 \* Elements of Finite Mathematics
- Mathematics 120 \* Calculus I for Science and Engineering (OU)
- Mathematics 220 Discrete Mathematics for Computer Science (OU)
- Statistics 205 Introductory Statistics (OU)





**d. Business Elective (1 of the following is required)**

- Accounting 101                                      Financial Accounting (OU)
- Economics 101 \*                                    Introductory Macroeconomics (OU)
- Marketing 101                                        Introduction to Marketing (OU)

**e. Free Electives**

- 3 courses from any of the courses listed in the College Catalog

*\*Any Major courses above marked with an asterisk may also be taken to meet part of the GER Suggested Program of Studies*

**Suggested Program of Studies**

**Year One:**

- Computer Science 105 (OU)
- Computer Science 106 (OU)
- Computer Science 107 (OU)
- Mathematics 101
- Mathematics 120 (OU)
- English 101
- English 102
- Politics 101
- Philosophy 101
- Natural Science

**Year Two:**

- Computer Science 205 (OU)
- Computer Science 215 (OU)
- Computer Science 230 (OU)
- Business Elective (ECON or MRKT or ACC 101) (OU)
- Computer Science 312 (OU)
- Computer Science 450 (OU)
- English 204
- Philosophy 203
- Art 120
- Free Elective

**Year Three:**

- Computer Science 206 (OU)
- Computer Science 306 (OU)
- Computer Science 300 (OU)
- Computer Science 310 (OU)
- Mathematics 220 (OU)
- Statistics 205 (OU)
- Major Elective (OU)
- Free Elective
- Free Elective
- Free Elective

**Year Four:**

- Computer Science 321 (OU)
- Computer Science 322 (OU)
- Computer Science 325 (OU)
- Computer Science 412 (OU)
- Computer Science 421 (OU)
- Computer Science 443 (OU)
- Computer Science 444 (OU)
- Psychology 101
- History 120
- Free Elective

**NOTE:** The above is a suggested program of study that fulfils the graduation requirements in Computer Science. Your actual program of study will be produced by your Academic Advisor and/or Division Chair.



## BACHELOR OF SCIENCE IN BUSINESS COMPUTING

The degree in Business Computing is a hybrid program that provides an excellent blend of Computing technologies and Business knowledge. The program covers a breadth of Information Technologies (electronic office, programming, databases, multimedia, networking and the web) and focuses on fundamental areas of Business (Management, Marketing, Accounting, Finance and Economics). Graduates of the program will have the skills and training needed to understand Business functions, to analyze business-user information needs and to design and implement information systems.

The B.S. in Business Computing prepares the student for a career either in the field of Computer Science and its applications or in the field of Business. The program develops broadly educated and competent graduates ready to pursue professional careers or graduate studies in either Business or Computer Science.

Training in research methods and a final year capstone project provide the theoretical and practical framework for successful performance of program graduates in industry or academia.

### **Degree Requirements**

In order to receive the BS degree, the student must have fulfilled all the GER and major requirements and have completed at least 121 US credit hours with an overall G.P.A of 2.0 or better. All Business Computing students take a Research Methods course followed by a two-semester sequence Senior Project I and II course. According to NECHE Standards, students must complete at least one fourth of their undergraduate program, including advanced work in the major or concentration, at the institution awarding the degree. As a consequence, all candidates for an ACT degree must have been in residence at the College for at least during the last two semesters of full time instruction, assuming availability and equivalency of transferable courses.

**Open University degree structure:** The program in Business Computing is currently validated by Open University: under this scheme, 24 are out of the 40 courses required for a Bachelor's degree are validated by Open University. Students must necessarily take the fourth year courses at ACT. Successful students will receive a Bachelor's degree from Open University in addition to the ACT degree for a single course of studies by meeting the following common set of requirements (in addition to meeting General Education Requirements)—courses highlighted in bold are validated by Open University.



## Major Requirements

### a. Computer Science Requirements

- Computer Science 105\*: Introduction to Programming I – Structured Programming (OU)
- Computer Science 106: Introduction to Programming II - Object Oriented Programming (OU)
- Computer Science 107\*: Digital Media Toolkit (OU)
- Computer Science 151\*: Quantitative Computing
- Computer Science 215: Algorithms & Data Structures (OU)
- Computer Science 205: Business Data Management (OU)
- Computer Science 206: Web Development (OU)
- Computer Science 306: Advanced Web Development (OU)
- Computer Science 312: Database Management Systems (OU)
- Computer Science 322: Computer Networks (OU)
- Computer Science 450: System Analysis and Design (OU)
- Computer Science 325: Distributed Applications (OU)
- Computer Science 443: Senior Project I (OU)
- Computer Science 444: Capstone Project II (Thesis II) (OU)

### b. Business Requirements

(Two of the following four courses as OU and one of them as non-OU)

- Economics 101: Introductory Macroeconomics (OU)
- Accounting 101: Financial Accounting (OU)
- Management 101: Introduction to Management (OU)
- Marketing 101: Introduction to Marketing (OU)

(All of the following courses)

- Finance 201: Financial Management (OU)
- Management 201: Organizational Behavior (OU)
- Management 312: Operations Management (OU)
- Business Administration 240/241: Principles of Commercial Law/International Business Law (OU)

### c. Other Degree Requirements

- Mathematics 101\*: Elements of Finite Mathematics
- Mathematics 115\*: Calculus (OU)
- Statistics 205: Introductory Statistics (OU)
- Research 299: Research Methods (OU)



**d. Business Computing Major Electives (3 of the following are required)**

- |                           |                     |
|---------------------------|---------------------|
| Computer Science 219 (OU) | Finance 210 (OU)    |
| Computer Science 321 (OU) | Finance 220 (OU)    |
| Computer Science 330 (OU) | Finance 232 (OU)    |
| Computer Science 401 (OU) | Marketing 320 (OU)  |
| Computer Science 412 (OU) | Marketing 324 (OU)  |
| Computer Science 421 (OU) | Management 210 (OU) |
| Computer Science 422 (OU) |                     |
| Computer Science 499 (OU) |                     |

**e. Electives**

- One Computer Science or Business Elective level 300 or above (OU)
- One free elective

*\*Any of the Major courses above marked with an asterisk may also be taken to meet part of the GER.*

**Suggested Program of Studies**

**Year One:**

- Computer Science 105 (OU)
- Computer Science 106 (OU)
- Computer Science 107 (OU)
- Mathematics 101
- Mathematics 115 (OU)
- English 101
- English 102
- Politics 101
- Philosophy 101
- Natural Science

**Year Two:**

- Computer Science 205 (OU)
- Computer Science 215 (OU)
- Economics 101 (OU)
- Management 101 (OU)
- Computer Science 151
- Computer Science 312 (OU)
- Computer Science 450 (OU)
- English 204
- Marketing 101
- Philosophy 203

**Year Three:**

- Computer Science 206 (OU)
- Computer Science 306 (OU)
- Management 201 (OU)
- Finance 201 (OU)
- Research 299 (OU)
- Statistics 205 (OU)
- Business or Computing 300 or above
- Art 120
- History 120
- Psychology 101

**Year Four:**

- Computer Science 322 (OU)
- Computer Science 325 (OU)
- Management 312 (OU)
- Major Elective 01 (OU)
- Major Elective 02 (OU)
- Major Elective 03 (OU)
- Computer Science 443 (OU)
- Computer Science 444 (OU)
- Business 240/241
- Free Elective



## Minor in Computer Science

(not available to Business Computing majors)

The minor in Computer science provides to students, who are completing a bachelor's degree in another field of study, the fundamentals in a number of computer science fields. There are two options one focusing in Programming and Databases and a second in Programming and Networks. A number of interesting electives are periodically available to students in digital media, web programming, e-commerce, artificial intelligence, etc.

- **Computer Science 105:**      **Introduction to Programming I – Structured Programming**
- **Computer Science 106:**      **Introduction to Programming II - Object Oriented Programming**
- **Computer Science 205:**      **Business Data Management**
- **Computer Science 215:**      **Algorithms & Data Structures**
- **Computer Science 312:**      **Database Management Systems,**
- **Computer Science 325:**      **Distributed Applications**
- **Minor Capstone Project \***

## Minor in Multimedia and Web Development

The minor in multimedia and web development focuses in the new media. The topics taught include interactive media production, professional web design, web programming and mobile app development. Students acquire a solid foundation in multimedia and web development software applications and design issues. They work in the areas of web page design, image design, creation and manipulation, image composition, 2-D graphics, and audio and video production and integration.

The students work in state-of-the-art multimedia labs, where they learn how to use software applications from Adobe Professional Suite, Autodesk and Android Studio. They produce web sites, create 2- D imagery, design sound for multimedia products, develop skills in nonlinear digital video editing and mobile application development.

Graduates of this program are pursuing careers in this fascinating and rapidly expanding field, entering the market as media producers, information architects, web designers and app developers.

- **Computer Science 105:**      **Introduction to Programming I – Structured Programming**
- **Computer Science 106:**      **Introduction to Programming II - Object Oriented Programming**
- **Computer Science 107:**      **Digital Media Toolkit**
- **Computer Science 206:**      **Web Development**
- **Computer Science 300:**      **Mobile Application Programming**
- **Computer Science 306:**      **Advanced Web Development**
- **Computer Science 325:**      **Distributed Applications**
- **Minor Capstone Project\***

\* The capstone project is not a regular course, it an ndependent project undertaken by the student under agreement with a faculty advisor. The faculty advisor provides only supervision and assessment of the project and not regular instruction. Upon completion of the project and by the pre-agreed deadline the student submits the project to the faculty advisor, who then assesses it and report the pass or fail grade (pass ≥ 75%) to the registrar's, who in turn issues the certificate. The registrar's will keep all projects on file for a minimum of 2 years.



## CERTIFICATE PROGRAMS

### Networking Associate Certificate Program (CISCO - CCNA)

ACT is a local academy in Northern Greece offering the Cisco Certified Networking Associate program. This program is designed to meet the growing demand for Network specialists. Students who successfully complete the program are eligible to earn Cisco Certified Network Associate certification, by taking and succeeding the relevant CISCO examination.

1. **Computer Science 105:** Introduction to Programming I – Structured Programming
2. **CS 222:** Cisco Networking Fundamentals and Router Configuration (corresponds to the Cisco Networking Academy Semesters 1 and 2)
3. **Computer Science 322:** Network Operating Systems and Administration
4. **CS 333:** Cisco Advanced LAN and WAN design (corresponds to the Cisco Networking Academy Semesters 3 and 4)

### Relational Databases Certificate Program (ORACLE)

The Relational Databases Certificate program offers a systematic coverage of database management systems. The topics covered in the program include programming, system analysis, data modeling, database design and development, and creation of distributed applications. Emphasis is placed on various aspects of modern relational database management systems, and relevant trends and technologies.

1. **Computer Science 105:** Introduction to Programming I – Structured Programming
2. **Computer Science 205:** Business Data Management
3. **Computer Science 312:** Database Management Systems
4. **Computer Science 325:** Distributed Applications



## Multimedia and Video Game Design Certificate program

The Digital Media certificate focuses on the new media. The topics taught range from computer animation to interactive media production. Students acquire a solid foundation in multimedia software applications and design issues. They work in the areas of image design, creation and manipulation, image compositing, 2-D and 3-D graphics, and audio and video production and integration.

1. **Computer Science 107:** Digital Media Toolkit
2. **Computer Science 207:** Multimedia II
3. **Computer Science 219:** Video Game Design
4. **Certificate Capstone Project \***

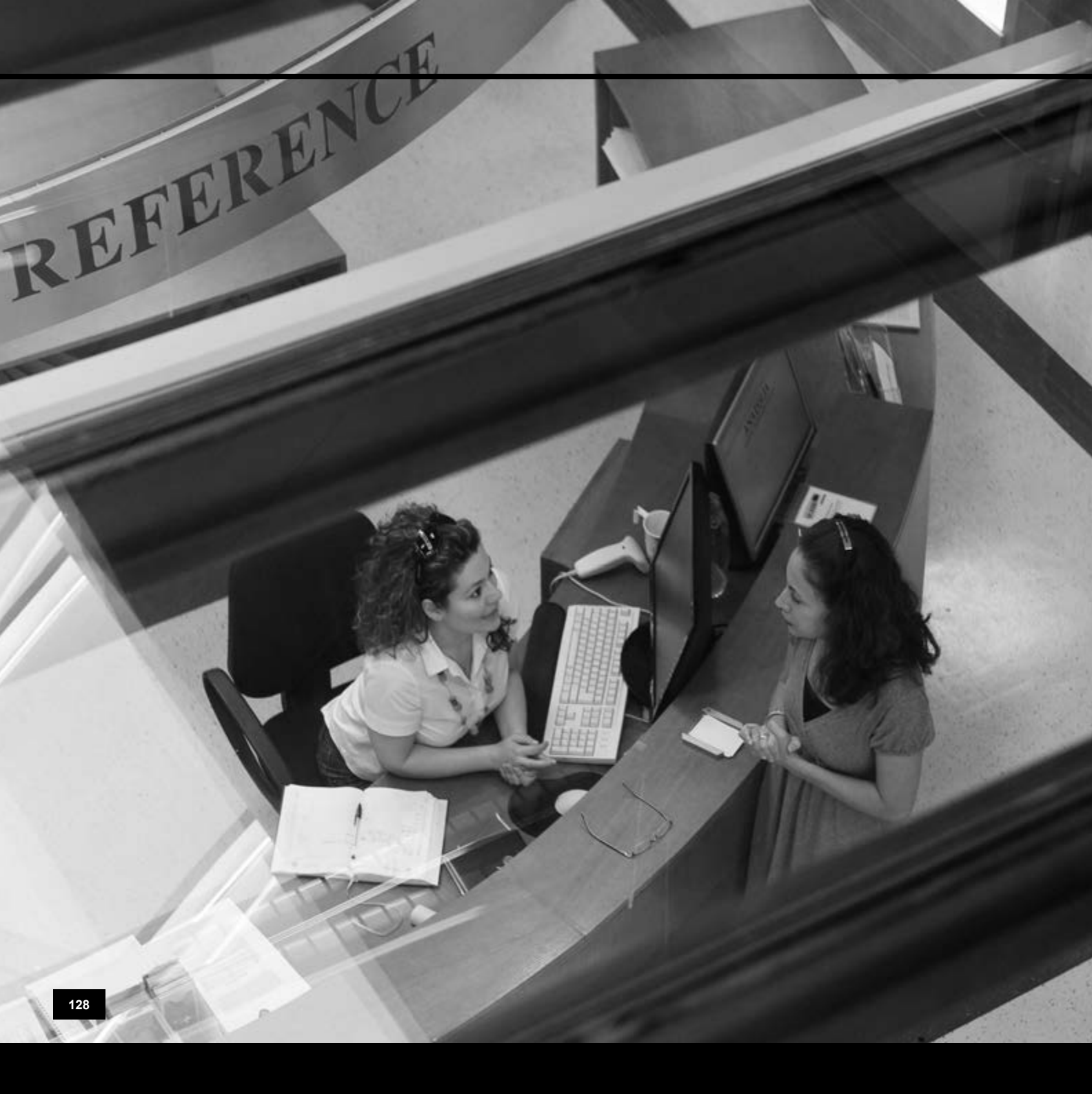
\* The capstone project is not a regular course, it is an independent project undertaken by the student under agreement with a faculty advisor. The faculty advisor provides only supervision and assessment of the project and not regular instruction. Upon completion of the project and by the pre-agreed deadline the student submits the project to the faculty advisor, who then assesses it and reports the pass or fail grade (pass  $\geq$  75%) to the registrar's, who in turn issues the certificate. The registrar's will keep all projects on file for a minimum of 2 years.

## Web Development Certificate Program

The Web Development certificate focuses on the design and creation of a professional web site. The topics covered are separated into three different categories: Web Design Guidelines, Professional Web Design Software and Web Programming. The student is introduced to the latest design techniques for a web site and will get a hands-on experience of the tools that professional web designers use.

1. **Computer Science 105:** Introduction to Programming I – Structured Programming
2. **Computer Science 106:** Introduction to Programming II – Object oriented programming
3. **Computer Science 206:** Web Development
4. **Computer Science 306:** Advanced Web Development







## TECHNOLOGY AND SCIENCE COURSES

*The courses listed below are expected to be offered at least every two years and a re-evaluation of the entire course curriculum is carried out every two years in order to maintain an updated list of course offerings*

### COMPUTER SCIENCE AND MATHEMATICS COURSES

#### COMPUTER SCIENCE

##### **Computer Science 101: Digital Literacy**

This course serves as an introductory course to digital literacy, both on a theoretical and an experiential level, focusing on general purpose computing, networks and the internet, information and data management and social media. Under the umbrella of Computer Science, students are exposed to the fundamental principles of operating systems, human-computer interaction, networking and communication, architecture and organization, computational science, information management, social issues and professional practice and learn to identify and exploit them for everyday organizational tasks. On a practical level, students learn how to use Operating Systems (proprietary and FOSS) and collaborative cloud-based office productivity software; how to publish and present their work using computing and mobile / smart devices and the internet; how to use web 2.0 tools for content creation and delivery (collaborative wikis, blogs, newsgroups, social media platforms); how to create and manage their personal digital identity; how to organize and process data; how to search for and critically evaluate information which is available on the world wide web and scientific literature databases; how to plan projects using modern web-based tools. They are also exposed to technical writing, collaborative informatics projects, public speaking and presenting their work within pre-determined time limits. **May be taken as a Computer Science GER.**

##### **Computer Science 105: Introduction to Programming I – Structured Programming**

This is an introduction to computing and computer programming using the Java or C language. Students are introduced to the basic elements of computing hardware, information technology and computer programming. Programming is explained, demonstrated and practiced using the Java or C programming language. Ultimately the course aims to advance beyond basic computing skills towards software engineering, instructing students to develop autonomy as sophisticated computer users and programmers. **May be taken as a Computer Science GER.**



**Computer Science 106: Introduction to Programming II – Object oriented programming**

The course provides a systematic coverage of Object Oriented Modeling and Applications. Topics include Object Models, Object Class Design, Inheritance and Polymorphism, Software Reuse with Classes, Application Modeling, Simulation with Object Classes, and Business Process Modeling with Objects.

Object-oriented programming (OOP) is a revolutionary concept that changed the rules in computer program development. OOP is organized around “objects” rather than “actions”, data rather than logic. Historically, a program has been viewed as a logical procedure that takes input data, processes it, and produces output data. The programming challenge was seen as how to write the logic, not how to define the data. Object-oriented programming takes the view that, “what we really care about:”, are the objects we want to manipulate rather than the logic required to manipulate them.

The course expands on the material covered in CS105 with the following aims:

- Further cultivation of algorithmic thinking and refinement of existing procedural programming skills
- Familiarization with the Object Oriented programming methodology
- Exposure to Java classes for building graphical interfaces and other extensions

**May be taken as a Computer Science GER. Prereq: Computer Science 105**

**Computer Science 107: Digital Media Toolkit**

This course is an introduction to digital multimedia. All media components (digital images/graphics, text, animation, sound and digital video) are introduced and their parameters defined and studied. Software multimedia development tools necessary for the creation or capture of digital media are presented and students acquire hands-on experience with a package for each media category. Hardware essential for the capture/creation of the media is also presented. Multimedia project design parameters are examined and applied to a student capstone project.

The main software used in this course will be Adobe Bridge, Adobe Photoshop, Adobe Premier Pro, Adobe Camera Raw and/or Lightroom. Other software may be used, which will be announced at the beginning of the course

**May be taken as a Computer Science GER.**

**Computer Science 130: Introduction to electronics and robotics programming**

The primary difference between robots and other types of computing devices is their ability to have a physical effect on their environment, rather than to simply gather process and communicate data. This is particularly apparent in the case of autonomous and semi-autonomous mobile robots: they face the challenge of acquiring data from their surroundings, selecting their own navigation waypoints and dynamically altering their course of action to account for obstacles, power supply restrictions and unexpected events. In this introductory experiential learning course, students will work in teams and be challenged to build both the hardware chassis and software algorithms for such robots, using the Lego Mindstorms robotics kit and additional resources. The course will commence with simple sensor data acquisition, proceed with the use of actuators, basic navigation, obstacle avoidance, sensor data fusion and conclude with several robotic team challenges. **Prereq: Basic computing, numerical and analytical skills. Previous exposure to programming code considered an advantage but not necessary.**



**Computer Science 151: Quantitative Computing**

The course aims at deepening student quantitative skills by interrelating mathematical modeling and spreadsheet implementation. Students are presented real-world problems encountered in the modern enterprise, with emphasis on spreadsheet computing and are taught both the mathematical background and the necessary structures for tackling the problem with spreadsheets. Emphasis is placed on mutual translation of mathematical model and spreadsheet implementation. Focus is on Business Planning and topics are drawn from Microeconomics, Finance, Marketing, Managerial and Financial Accounting. Mathematical topics covered include: Real numbers and their computer implementation, polynomial, exponential and logarithmic functions, matrices, linear programming and optimization, recursive models, discrete approximation of the derivative and integral.

**May be taken as a Computer Science GER. Prereq: Computer Science 101 or 105, Math 101**

**Computer Science 180: Discrete Structures**

This course introduces the mathematical structures and methods that form the foundation of computer science. The material will be motivated by applications from computer science and emphasize:

- Techniques: binary and modular arithmetic, set notation, methods of counting, evaluating sums, solving recurrences, ...
- Supporting Theory: basics of probability, proof by induction, growth of functions, and analysis techniques and
- General problem solving techniques with many applications to real problems.

The course material is divided into five modules. Each module starts with a motivating application then goes into techniques related to that application and the theory behind those techniques. Each module ends with one or more fairly deep applications based on the material.

These modules are: Computers and Computing: Numbers, Circuits, and Logic; Cryptography: Integers and Modular Arithmetic; Combinatorics: Sets, Counting, and Probability; Algorithmic Analysis: Searching and Sorting; Networks: Graphs and Trees

**Computer Science 201: Business Computing**

The course aims at presenting Business majors with the basic computing structures needed to support a company's management. Students will be exposed to data tables from a variety of business activities as well as the database techniques necessary to model and effectively process these data for the purposes of company assessment and planning. Examples of applications residing in the WWW will be presented, analyzed and subsequently implemented by students with the database medium used in the course. **Prereq: Computer Science 151**



### **Computer Science 205: Business Data Management**

The purpose of COMP SCI 205 is to introduce the idea of business data management, data modeling, and processing methodologies with the use of standalone design tools and personal databases. It aims at fostering proper data design through the relational methodology and developing all necessary data processing and presentation skills. The aims of this course are to:

- Define the role of Systems Analyst and Database designer.
- Explain System Analysis and interpersonal communication skills that the System Analyst must have
- Explain Project Management and discuss tools that the system analyst must have
- Explain the Methodologies that are used for Systems Analysis and Database Design
- Explain the various tools that certain methodologies use

Provide students the opportunity to work on the most popular database (Oracle), in a project in order to implement the taught methodologies. **Prereq: Computer Science 105**

### **Computer Science 206: Web Development**

COMP SCI 206 is an introductory course for beginning web designers. We will explore some essential concepts related to the creation of effective web sites. In the last portion of the course we will concentrate on client-side scripting using the programming language JavaScript. This course aims at introducing students the basic web design guidelines, Fundamentals of Hyper Text Markup Language (HTML), and how to use a Simple HTML Editor as well as Web Authoring Tools. Also, one of the main goals of the course will be to understand what scripting languages are and to be able to develop scripts.

**Prereq. Computer Science 101 or 105 and Computer Science 107 or permission by instructor**

### **Computer Science 207: Multimedia II**

This course is the continuation of CS107. Advanced editing techniques of and digital video will be presented, studied and practiced. Basic animation techniques will be presented, studied and practiced. Individual student capstone projects on Video and animation will be assigned at the end of the course. **Prereq: Computer Science 107 or permission of instructor**

### **Computer Science 209: 3-D Digital Design I**

The focus of this course is the introduction to the 3D workspace, creation tools, and the basics of 3D design. It includes modeling 3D geometry, creating material textures and lighting, and rendering output to animation and still image formats. 3D animation techniques will also be presented, studied and practiced. The concepts and interrelationships of developing a story and character from premise to production will be presented, studied and implemented by students on a final capstone project. Students will acquire hands-on experience using 3ds max and will build on their 2D skills with the use of Photoshop as an aid in the creation of texture maps. **Prereq: Computer Science 107**



**Computer Science 215: Data Structures**

The purpose of CS215 is to introduce students to the main concepts and implementation principles of object-oriented programming and data structures, using Java as the programming language. This course builds on the knowledge and skills acquired in CS105 – Introduction to Programming I - Structured Programming (OU). The course is split in two parts; the first part deals with object-oriented programming using Java, re-enforcing the fundamental concepts learned in CS105. The second part of the course introduces data structures. The data structures examined include arrays, lists, queues, stacks, trees, heaps, hash tables and graphs. Searching, sorting, inserting, deleting and other simple operations on these structures will also be discussed.

**Prereq: Computer Science 106 or permission by instructor**

**Computer Science 219: Video Game Design**

This course introduces the critical study of computer video games and the professional practice of game design. Through readings, discussions, research, and practical “hands-on” projects, students will better understand the current market for games and simulations and develop the fundamental skills necessary to enter the international computer games industry. Although the commercial video game pipeline will be discussed, the actual production framework for the class will mirror a ‘Indie’ game team “prototype game level” development. Students will be expected to fill multiple roles in the production process, and gain hands-on experience in the collaborative processes of game design, project management, scripting, content creation pipeline, in game animation, and play-testing. **Prereq: Computer Science 107; CS105 recommended or permission by instructor**

**Computer Science 222: Cisco Networking Fundamentals and Router Configuration**

This course offers an introduction to computer systems and networking fundamentals based on the OSI network model and industry standards. The first part teaches the fundamentals of network design and the installation of cabling. Topics covered are network topologies, IP addressing, including subnet masks, networking components, and basic network design. In the second part of the course, students begin simple router configuration exercises and are introduced to LAN switching. Topics covered are routing theory and router technologies, router configuration, routed and routing protocols.

**Prereq. Computer Science 101 or 105 or permission by instructor**

**Computer Science 230: Introductory Systems Programming**

The course continues from CS105, Structured Programming, aiming to making students familiar with a variety of fundamental software engineering challenges which can be solved by developing the appropriate software algorithms. The course furthers algorithmic skills with increased emphasis on systems programming. More elaborate data structures are manipulated and the role of libraries accessing Operating System resources (Disk, I/O) is examined. In this manner the course serves as a bridge between the Programming Fundamentals and the Computing Systems programme threads. The course employs a high-level language (C++) and investigates structured programming as follow-up to the introductory course in programming. More elaborate structures are learned and employed, in order to solve a wide range of tasks. Intricacies of the C/C++ languages are investigated and related to computer architecture (pointers, variable addresses, memory allocation).

The course, in addition to furthering algorithmic thinking skills, also serves as the introductory course for the Computing Systems programme thread, as the relationship of the high level language with the underlying computer system is investigated and applied to system programming tasks involving I/O with a variety of external devices (user interaction, storage, microcontrollers). **Prereq. Computer Science 101 or 105 or permission by instructor**



**Computer Science 250: E-commerce**

This course provides students with a broad understanding of the electronic commerce domain. It introduces aspects of e-commerce, and students gain insight into technical, business, legal and policy issues. On completion of the course business students will be able to understand what e-commerce is and how to exploit an e-commerce strategy in an organization. Students will be ready to comprehend the e-commerce domain and apply it technically. **Prereq: Computer Science 101 or 105**

**Computer Science 300: Mobile Applications Programming**

This course focuses on the fundamentals of mobile strategy and development, application architecture and design. Students will have the opportunity to learn the benefits and challenges of mobile application planning, design, development and strategy through real world examples and actual project work. Through readings, discussions, research, and practical “hands-on” projects, students will better understand the current market for mobile applications and develop the fundamental skills necessary to enter the mobile application industry. This course aims to teach how to build cross-platform mobile solutions to solve complex problems using iOS and Android phones and tablets. The course will teach students how to develop software for iOS and Android mobile devices through real world examples and strategies. Students will be guided through a complete mobile development lifecycle during the semester, and be given the opportunity to develop a series of applications.

**Prereq: Computer Science 106 or permission by instructor**

**Computer Science 304: Introduction to Mobile Device Programming**

This course focuses on learning to program small size applications (apps) for Android, the most common open source operating system for smartphone and tablet devices. Students will be introduced to the Android software development kit and learn to write apps that combine sensor readings with user input, deposit and retrieve data from the cloud and publish their creations on the Android app ecosystem. There will be a final app creation competition which will be judged on utility, originality, versatility and coding elegance. Programming experience is recommended for all participants.

**Prereq: Computer Science 105**

**Computer Science 305: Programming in C++ and Matlab**

This course builds on the algorithmic skills developed by students, and focuses into materializing this knowledge into developing computer programs to tackle real world problems using the programming language C++. Topics include program structure, functions, arrays, pointers. The course also provides an overview of the top-ranked Mathematics software Matlab. A final integrated project addresses the issues involved into combining C++ and Matlab and helps students appreciate problem solving in the real world environment.

**Computer Science 306: Advanced Web Development**

This course builds upon the skills and knowledge about creating and publishing Web pages and sites taught in CS 206. It also introduces students to advanced web development areas, required for students interested in pursuing a career in web site design. This course aims mainly on client-side scripting using the programming language JavaScript. The objective will be to understand what scripting languages are and to be able to develop scripts. The course will also offer an introduction to jQuery library, Asynchronous JavaScript and XML (AJAX), basically showing the benefits of their use and applying it to certain programming tasks. In the last portion of the course, students will gain a practical knowledge about the currently most used web content management environments. By combining lectures with seminar discussions and extensive hands-on experiences the course will introduce the students both to the applied aspects of content management technologies but also to the theoretical issues involved. **Prereq: Computer Science 105 & 206**



**Computer Science 309: 3-D Digital Design II**

This Course will build on the existing cs209 course and serve as a more in-depth study of 3d digital design in practice and theory. This course will continue development from cs209 topics, and the following intermediate to advanced topics which are beyond the scope of cs209, will be presented, studied and practiced. This includes, Nurbs and Patch surface modeling, advanced Material, Mapping and Lighting techniques and more advanced Rendering methods. Advanced character animation tools will also be covered including Character studio and Max's character animation tools. It will also cover Dynamic simulations using Reactor and introduces max scripting. **Prereq: Computer Science 209**

**Computer Science 310: Hardware & Computer Architecture**

This course addresses the structure and function of modern digital computing devices, ranging from the compilation process down to the hardware level. Despite the pace of change and variability in the fields of informatics, electronics and computer engineering, certain fundamental digital design concepts apply consistently throughout. CS310 students will both gain the relevant theoretical understanding and have a chance to apply it in practice designing, simulating, troubleshooting and optimizing their own combinational and sequential logic circuits. The course concludes with a discussion on system level organization and architecture of modern computing devices. This course builds on knowledge and skills acquired in CS105 – Introduction to Programming I. Upon successful completion of the course students be able to:

- Understand and be able to explain the significance and function of fundamental components within a typical modern computing device (processor, memory, I/O, operating system), their interconnections with each other and the outside world.
- Comprehend and follow the data flow through the internal structure of a digital microprocessor.
- Understand the importance and function of logic gates as primary building components in digital design.
- Analyze combinational digital circuits and optimize them using Karnaugh maps.
- Be able to design, simulate, troubleshoot and optimize their combinational and sequential digital logic circuits.
- Recognize and understand basic Assembly language and Machine Code.

**Prereq: Computer Science 105 and Computer Science 230 or permission by instructor**

**Computer Science 312: Database Management Systems**

The purpose of the course is to offer a systematic coverage of modern Database Computing theory and technology. Topics include: Relational Algebra, Data Modeling, Database Design, Client-Server Database Management Systems, Interface Design, trends in Database Systems, combination of Object Oriented Modeling and Relational Databases.

**Prereq: Computer Science 205**



**Computer Science 321: Operating Systems**

This course deepens understanding of how contemporary computing systems are structured and, in particular, supported by an Operating System. It is a culmination course within the Computing Systems programme thread. Operating Systems are the brain of any computing system. They handle the body/DNA (hardware) as well as behavior (usage of system by user). Following rapid to revolutionary technological developments the field of Operating Systems also undergoes tremendous changes, which constantly evolve the conception of an OS and of course the technological challenges involved in its implementation.

The course aims at outlining the role of an OS in a diachronic way while comparing and contrasting design choices spanning the evolution of the field. It aims at defining fundamental needs that a von Neumann machine has from the Operating System in order to be functional, optimal and attractive to the user.

The course explains Operating Systems architecture and examines trade-offs involved in different, evolving systems. It further examines diachronic as well as contemporary issues involved in Operating System design by comparing and contrasting relevant design and algorithmic choices.

The course involves lab work: Communication with the OS at a low level via a Linux shell and programming tasks addressing aspects of Operating System design and implementation. **Prereq: Computer Science 215, Computer Science 310, or permission by the Department**

**Computer Science 322: Network Operating Systems and Administration**

This course aims to provide the student with the knowledge of how computer networks are designed, engineered and operated. This includes knowledge of the fundamental algorithms used in the management of both resources and traffic and how these algorithms may interact with application programs.

Instruction includes, but is not limited to network terminology and protocols, network standards, LANs, WANs, OSI models, cabling, cabling tools, routers, router programming, star topology, and IP addressing.

The student will study and design networks, using Ethernet, TCP/IP Addressing Protocol, and dynamic routing.

Particular emphasis is given to the use of decision-making and problem-solving techniques in applying science, mathematics, communication, and social studies concepts to solve networking problems. **Prereq: Computer Science 215**

**Computer Science 323: Java Network Programming**

The aims of the course are to provide students with the basic knowledge and understanding of computer networks with Java essentials - how Java language associates with computer networking topics. This ranges from the essential elements of the Java programming language to networking fundamentals and distributed systems' principles. It will also provide an introduction to the theory, design and implementation of network software. **Prereq: Computer Science 105**

**Computer Science 325: Distributed Applications**

The purpose of the course is to examine in detail the software and hardware technologies prevalent in the Internet and provide an introduction to the principles and methods for creating distributed on-line client/server applications that are the basis for electronic commerce as it is conducted over the Internet. Methods and tools such as HTML, the Common Gateway Interface, PHP, database connectivity tools and MySQL are presented. Coverage is also given to emerging standards for information exchange, encryption and validation. **Prereq: Computer Science 312**

**Computer Science 330: Introduction to Mobile Robotics**

The primary difference between robots and other types of computing devices is their ability to physically interact with their environment, rather than to simply gather, process, store and communicate data. This is particularly apparent in the case of autonomous and semi-autonomous mobile robots: they face the challenge of acquiring data from their surroundings, selecting their own navigation waypoints and dynamically altering their course of action to account for obstacles, power supply restrictions and unexpected events. In this course theoretical instruction is combined with experiential learning and challenge driven software development.





Students participating in this course are challenged individually and in teams to build the hardware chassis and software control algorithms for mobile robots. The course assumes a basic background in structured programming and proceeds with an introduction to both visual and text source code robotic programming (C, RobotC); basic electronics circuit design and troubleshooting; microcontroller programming; sensor data acquisition algorithms; actuator control; robotic navigation and obstacle avoidance; basic sensor data fusion; and concludes with a final robotic design challenge which integrates all aforementioned knowledge and skills. This course builds on structured programming skills developed in CS105: Introduction to Programming I - Structured Programming (OU). **Prereq: CS 105: Introduction to Programming or equivalent**

### **Computer Science 333: Cisco Advanced LAN and WAN Design**

In the first part of this course, students learn to configure routers and switches and use network management techniques to find and fix network problems. Topics covered include advanced router configuration, LAN switching theory, and VLANs. There is significant emphasis on project-based learning. In the second part of the course, concepts and methods involved in wide area networking (WAN) design and implementation are introduced. Topics include WAN theory and design, WAN technology, PPP, Frame Relay, and ISDN. Numerous topics and issues are covered through the use of threaded case studies. By the end of this course, students complete advanced projects in network design and management. Successful completion of this course prepares students for the Cisco Certified Networking Associate test (CCNA). **Prereq: Computer Science 222 or Computer Science 322**

### **Computer Science 340: Artificial Intelligence**

This course is an introduction to the field of AI, including an intensive initial introduction to the Python programming language. Indicative AI topics include knowledge representation, problem solving via search, logical and probabilistic reasoning and machine learning algorithms such as decision trees, neural networks, reinforcement learning and genetic algorithms. **Prereq: CSC 215**

### **Computer Science 345: Applied Machine Learning and Deep Neural Networks**

The module revisits the field of Machine Learning (ML) at the senior level, focusing on its applications and related software implementations. Covers a variety of related ML models but specializes in the subfield of Deep Learning that encompasses the most recent algorithms that are used to train Deep Neural Networks (DNN).

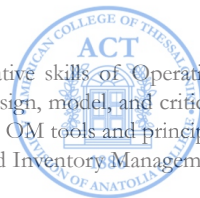
The module mostly emphasizes on the practical application of Machine Learning on data that are available for the needs of a specific task. Various tasks in diverse domains like Image Recognition, Natural Language Understanding, and Recommender Systems will be presented through case studies of intelligent systems. Understanding the basic theory behind DNNs or other ML models, allows the formulation of a solution for the given task and consequently the selection of a model that will become a software implementation using popular libraries. The correct selection and usage of the related data samples are part of this research and development process. The experimental setup includes a quantitative evaluation of the solution performance using the proper metrics. The research methodology concludes by identifying problems through evaluation, designing improvements for the next set of experiments, or stating open questions for future work. **Prereq: CSC 340, MATH 220, CS 412 or permission by instructor**

### **Computer Science 350: Software Engineering**

After successfully finishing this course students are expected to have in-depth knowledge of all phases of the software engineering lifecycle, i.e. requirements engineering and software design, software design, implementation, verification and validation, quality assessment, software re-engineering, and software reverse engineering methods. In addition to that, students are expected to acquire skills related to communication with the customer, teamwork, time management and global software development. **Prereq: CSC 450 or permission by instructor**

### **Computer Science 401: Quantitative Operations Management**

The aims of the module are to provide students with the required tools and analytical/quantitative skills of Operations Management (OM) and Econometrics, in order to enable them to comprehensively understand, design, model, and critically evaluate business strategies, and policy formulations. Specifically, the course will cover fundamental OM tools and principles, through their applications and cases, such as: Project Management, Forecasting, Supply Chain and Inventory Management, and Financial Management. **Prereq: Math 101 - STAT 205 - MAN 101**



**Computer Science 412: Object Oriented Design Patterns**

The course revisits Object Oriented application development methodology at the Senior level, examining its effectiveness in the life cycle of professional applications and software reuse through the adoption of Object Oriented Design Patterns. It presupposes the knowledge earned through the introductory line of the Programming Fundamentals programme thread and follows level 5 modules relating to Data Modeling (CS 312) and Systems Design (CS450) while specializing them within the context of Web Development. Currently CSC 325 (Distributed Systems) is a necessary prerequisite concerning web deployment technologies.

The module mostly emphasizes the employment of OO concepts to Web Development yet it is of general enough nature for a level 6 module as the design patterns examined are applicable to a wide range of technologies and application domains.

**Prereq: Computer Science C215, CS 312, CS325 or permission by the instructor.**

**Computer Science 421: Computer Systems Security**

This course aims at providing both a theoretical and practical background concerning issues of security in modern, networked systems. Cryptography is covered first (essentially discussions of standard algorithms). The remainder of the module focuses on techniques that can be used to safeguard real systems. Topics that are covered include Key management and credentials, Steganography and watermarking, Network security (VPNs, Firewalls, Intrusion Detection) and System Security Policies. Risk assessment and threat models as well as social engineering will be covered.

**Prereq: Computer Science 321, CS322 or permission by the Instructor.**

**Computer Science 422: Advanced DBMS**

This course focuses on creating and manipulating databases using SQL and PL/SQL programming languages for Oracle databases. Advanced query capabilities and procedural constructs are described using SQL and PL/SQL. The theoretical foundation for using these capabilities is presented. Performance issues are discussed including indexing, key definitions, and data constraints. The role of application development in ease of use, query optimization, and system performance is discussed. The module aims to teach students to use advanced SQL statements and PL/SQL programming features such as IF statements, Loops, Stored Functions/Procedures, Tables, Cursors, Stored Packages, Stored Triggers and creating and maintaining various databases. SmartDraw and Designer of Oracle is used for ERD's. APEX, SQL Plus and SQL Navigator, SQL Server Management Studio are used as user interface of the databases. **Prereq: Computer Science 312**

**CS 443: Capstone Project I (Thesis I) – CS 444: Capstone Project II (Thesis II)**

This is a set of linked courses to be taken in sequence over the course of the senior year. The course aims to give students the opportunity to work in a guided but independent fashion to explore a substantial problem in depth, making practical use of principles, techniques and methodologies acquired elsewhere in the program of studies. It also aims to give experience of carrying out a large piece of individual work and in producing a final project report. It has two distinct phases: the preparatory phase focusing on literature review, assessment of Technologies and Project Specification and the implementation phase focusing on project design, development, documentation and presentation.

**Computer Science 450: System Analysis and Design**

The module introduces the waterfall model for system/application development and the formal tools employed in its various stages. The objectives of the module are to:

- Provide formal tools for functional and non-functional requirements collection and documentation (ERD, UML, DFD, STD's)
- Define the role of the systems analyst and designer.
- Build project management and interpersonal communication skills that the system analyst must have.
- Explain the methodologies that are used for systems analysis and design.
- Follow through the waterfall model (and discuss deviations therefrom), presenting the relevant tools at each stage.



- Provide the problem solving background for resolving trade-offs inherent in design.
- Present principles of quality and correctness testing.
- Provide students the opportunity to work as a team of analysts and designers in a project to implement the taught methodologies.

Students develop technical, analytical and business skills that support the pursuit of professional careers and advanced computer science studies. **Prereq: Computer Science 201 or 205 and Computer Science 312**

#### **Computer Science 499: Advanced Programming Tools**

This course is a complete introduction to .NET and object-oriented programming. This course will help students build a solid foundation in .NET, and show how to apply these skills by using numerous examples. Learning .NET introduces fundamentals like Visual Studio .NET, a tool set for building Windows and Web applications. Students learn about the syntax and structure of the Visual Basic .NET language, including operators, classes and interfaces, structures, arrays, threads, console, passing parameters, sessions, cookies and manipulating all type of strings. Students will also be asked to develop various kinds of applications—including those that work with databases (ADO)—and web services (ASPX) and making use of XML. Finally the course focuses on how to build installable applications using the Setup platform of .NET to create .MSI self-installed applications. **Prereq: Computer Science 412 or Permission of instructor**

## **MATHEMATICS**

#### **Mathematics 100: Mathematics for Decision-Making**

An introduction to selected areas of mathematics in familiar settings with the objective of developing students' conceptual and problem solving skills. The course includes a study of mathematical concepts selected from graph theory, planning and scheduling techniques, statistics, probability, game theory, growth patterns, coding information, voting systems and apportionment. **May be taken as a Math and Statistics GER.**

#### **Mathematics 101: Elements of Finite Mathematics**

This course places an emphasis on the role of functions (coordinate systems, properties, graphs and applications of polynomial, rational, logarithmic and exponential functions), solving systems of linear equations, matrix operations, mathematics of finance, and introductory counting techniques. **May be taken as a Math and Statistics GER.**

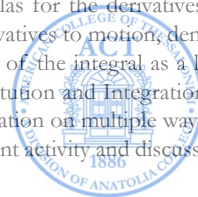
#### **Mathematics 115: Business Calculus**

This course covers: rate of change and introduction of the derivative for functions of one variable; applications of the derivative to graphing one-variable functions and to optimization problems; introduction of functions of several variables and partial derivatives; problems of unconstrained and constrained multivariable optimization; applications of differential equations; integration of functions of one variable and applications, and advanced methods of optimization. Emphasis is placed on applications and problem solving through conventional and computer methods.

**May be taken as a Math and Statistics GER. Prereq: Math 101 or permission by instructor.**

#### **Mathematics 120: Calculus I for Science and Engineering**

This course provides a solid foundation in Calculus concepts, tools and techniques for the student entering Science and Engineering fields. The course covers definition, calculation, and major uses of the derivative, as well as an introduction to integration. Topics include limits; the derivative as a limit; rules for differentiation; and formulas for the derivatives of algebraic, trigonometric, and exponential/logarithmic functions. Also discusses applications of derivatives to motion, density, optimization, linear approximations, and related rates. Topics on integration include the definition of the integral as a limit of sums, anti-differentiation, the fundamental theorem of calculus, and integration by the U-substitution and Integration by parts technique. The course emphasizes conceptualization, modeling, and skills. There is a concentration on multiple ways of viewing functions, on a variety of problems where more than one approach is possible, and on student activity and discussion. **May be taken as a Math and Statistics GER. Prereq: Math 101 or permission by instructor.**



**Mathematics 121: Calculus II for Science and Engineering**

The purpose of this course is to give a solid foundation in Calculus concepts, tools and techniques for the student entering Science and Engineering fields. This course is a continuation to Calculus I for Science and Engineering where the student mastered: Limits, Differentiation, Anti-Differentiation and Basic Integration skills of 2D functions as well as basic introduction to parameterized curves and motion. This course will cover: Techniques and Applications of Integration. Topics will include: Integration by Parts; Integration by Partial Fractions; Trigonometric Integration; Numerical Integration; Improper Integrals; and Areas, Volumes, Mass/Moments and Work as Integrals; Infinite Series and Introduction to Vectors. Other topics addressed are: Convergence of Sequences and Series of numbers, Power Series representations and Approximations of Functions, 3D Coordinates, Parameterizations, Vectors, Dot and Cross Products, Equations of Lines and Planes. **Prereq: MATH 120**

**Mathematics 130: Introduction to Mathematical Reasoning**

The course aims to covers the basics of mathematical reasoning and problem solving to prepare incoming math majors for future courses which require proofs and rigor. Among other topics, the course will focus on: Fundamentals of mathematical arguments (definitions, elements of logic, quantifiers, theorems, proofs, counterexamples, proof by contrapositive and proof by contradiction); Sets and set-theoretic proofs; Counting and Combinatorial proofs; Mathematical Induction, smallest counter-examples; Relations and equivalence relations; Functions and Inverse Functions; Pigeonhole Principle and Inclusion-Exclusion; Cardinality of Sets.

**Mathematics 201: Calculus III for Science and Engineering**

The purpose of this course is to give a solid foundation in Calculus concepts, tools and techniques for the student entering Science and Engineering fields. This course is a continuation to Calculus II for Science and Engineering.

This course will address: Vectors, the dot and cross products, lines, planes, and surfaces. Vector-valued functions, their derivatives and integrals, the length and curvature of space curves, and velocity and acceleration along space curves, culminating in Kepler’s laws. Functions of two or more variables are studied from verbal, numerical, visual, and algebraic points of view. Contour maps and the Midpoint Rule are used to estimate the average snowfall and average temperature in given regions. Double and triple integrals are used to compute probabilities, surface areas, and (in projects) volumes of hyperspheres and volumes of intersections of three cylinders. Cylindrical and spherical coordinates are introduced in the context of evaluating triple integrals. Vector fields. The similarities among the Fundamental Theorem for line integrals, Green’s Theorem, Stokes’ Theorem, and the Divergence Theorem are emphasized.

The course emphasizes on skill, conceptualization and some modelling. All three are of great importance. Visualization and analysis via the use of technology is used in lecture and could be addressed in Take-Home Assignments. **Prereq: MATH 121**

**Mathematics 210: Differential Equations**

The purpose of this course is to give a solid introduction to Ordinary Differential Equations, for students entering Science and Engineering fields. This course is a continuation to Calculus II for Science and Engineering where the student has mastered: integration skills of 2D functions, and some applications in physics.

This course will cover: First-order differential equations (Linear, separable, and exact .Method of integrating factor), Second-order linear equations (Homogeneous, non-homogeneous, the Wronskian, method of variation of parameters). The Laplace transformation (Series solutions. Systems of first-order linear equations).

Other topics addressed are: Integral curves of solutions, via software (MATLAB, Mathematica, or other), Numerical approximations: Euler’s method, The Existence and Uniqueness Theorem, Matrix Algebra.

The course emphasizes on skill, conceptualization and some modelling. All three are of great importance. Visualization and analysis via the use of technology is used in lecture and could be addressed in Take-Home Assignments. **Prereq: MATH 121**



**Mathematics 215: Differential Equations and Linear Algebra**

The idea of constructing mathematical models to address real-life applications is at the core of the interplay between mathematics and the sciences. In the context of natural sciences, it is often the case that these models involve univariate functions and their derivatives. The course will present an overview of the methods to set-up and solve such equations, called ordinary differential equations (ODE). In parallel, and motivated by systems of linear differential equations, the course will cover the core concepts of Linear Algebra. Following the completion of the course students are expected to have mastered the following topics: First Order Differential Equations; Higher Order Linear Differential Equations; Laplace Transforms; Numerical Methods; Boundary Value and Initial Value Problems; Applications to the Sciences; Systems of Equations and Matrices; Linear Transformations and Eigenvalues.

**Mathematics 220: Discrete Mathematics for Computer Science**

Discrete mathematics can be defined as the study of structures consisting of a sequence of individual, separated steps. As such, they contrast with calculus, the latter describing processes which vary continuously or smoothly. If one can claim that the ideas of calculus were fundamental to the industrial revolution, then one can safely assume that the backbone of the science and technology of the computer age is discrete mathematics.

The purpose of this course is for the students to understand and use the aforementioned discrete backbones of computer science. In particular, this class is meant to introduce logic, proofs, sets, relations, functions, counting, and probability, with an emphasis on applications in computer science.

Further, this course will cover fundamental mathematical foundations required for conceiving, proving, and analysing algorithms. **Prereq: MATH 101, Computer Science 105 or permission by instructor.**

**Mathematics 230: Linear Algebra for Computer Science**

This course is an introduction to the field of Linear Algebra, and focuses on the interplay between geometry, abstract algebra and hands-on programming. The main learning objectives are grouped in the four categories mentioned in the brief description above: students are expected to sharpen their geometric and visualization skills, develop and enhance abstract thinking via theoretical results and proofs, perform explicit computations cultivating and nourishing previously acquired programming skills, and apply the course's core concepts on a wide variety of modern disciplines related to Computer Science. The course material and topics covered fall under four general categories. Visualization: focuses on the geometric aspects of linear algebra, including, but not restricted to, vectors, spaces of vectors, projections and rigid motions. Abstraction: makes use of the theoretical structures developed over the years, such as vector spaces, matrices, linear transformations, eigenvalues and eigenvectors. Computation: relates the geometry and abstract algebra of the previous two categories to programming via concrete algorithms: Gaussian elimination, determinants, Cramer's method, Gram-Schmidt and matrix multiplication. Applications: refers to connecting Computer Science oriented problems to the tools developed. The course aims to demonstrate applications of Linear Algebra to Optimization, Linear Programming, Graphic Design, Artificial Intelligence and Machine Learning.

**STATISTICS****Statistics 201: Statistics with Software**

This module is an introduction to descriptive and inferential statistical methods. This introductory module covers the concepts and techniques concerning exploratory data collection and analysis, basic frequency distributions, correlation, central tendency and variation, basic probability principles, sampling distribution and statistical inference. Students will be exposed to these topics and will examine how each applies to and can be used in real life applications. Students will master problem solving using both manual computations and statistical software.

The course will be balanced between classic text-oriented resources and relevant computer software. It intends to help students develop their critical thinking and problem solving ability. Students are expected to have read attendance. Upon completion of this course, it is the aim and hope of the mathematics faculty that students who work hard and apply themselves will be able to:



1. Acquire solid statistical skills necessary to meet the needs of the real-world decision-making problems.
2. Effectively communicate the results of a statistical analysis both orally and in writing.
3. Gain fundamental statistical knowledge and skills required for a higher-level module in related fields.
4. Encourage modeling and connecting Mathematics to various disciplines.

#### **Statistics 205: Introductory Statistics**

This course introduces students to basic statistical concepts and techniques. Each technique is illustrated by examples, which help students to understand not only how the statistical techniques are used, but also why decision-makers need to use them. Topics covered include Frequency Distributions, Statistical Descriptions, Introduction to Probability Theory, Discrete Probability Distributions, Continuous Probability Distributions, Sampling and Sampling Distributions. Emphasis is given to problem solving with the use of statistical software.

**Prereq: Computer Science 101, Math 101. May be taken as a Math and Statistics GER.**

#### **Statistics 206: Biostatistics**

This course is an introduction to descriptive and inferential statistical methods with a focus on biological applications. It covers concepts and techniques concerning exploratory data analysis, frequency distributions, confidence intervals and hypothesis testing, correlation and regression, central tendency and variation, probability principles, sampling distribution and statistical inference. Students will be exposed to these topics and will examine how each applies to and can be used in biological applications. Students will master problem solving using both manual computations and the open-source R-programming environment. The course will be balanced between classic text-oriented resources and relevant computer software. It intends to help students develop their critical thinking and problem solving ability.

#### **Statistics 305: Statistics II**

Continuing from Statistics 205, this course focuses on Interval Estimation, Hypothesis Testing, Statistical Inference about Means and Proportions with Two Populations, Inferences about Population Variances, Analysis of Variance and Experimental Design, Simple Linear Regression and Correlation, Index Numbers, and Non-parametric Methods. Emphasis is given to problem solving with the use of statistical software. **Prerequisite: Stat 205**

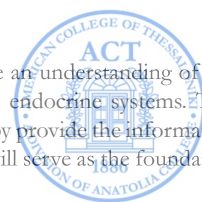
#### **Statistics 310: Probability and Statistics**

This is an introduction course to the theory of probability and statistics. Its goal is to develop both mathematical thinking and the tools and concepts necessary for modeling uncertainty and data analysis in real-world problems. This is a Calculus-based course and assumes a working knowledge of single-variable calculus as well as some acquaintance with multi-variable calculus (including multiple-integration). It covers concepts and techniques concerning counting and probability principles, random variables, parameter estimation, confidence intervals and hypothesis testing, correlation and regression, central tendency and variation, sampling distribution and statistical inference. Students will be exposed to these topics and will examine how each applies to and can be used in applications. The course will be balanced between classic text-oriented resources and relevant computer software. It intends to help students develop their critical thinking and problem-solving ability. Students are expected to have read assignments prior to class attendance. **Prerequisite: Stat 205**

### **NATURAL AND PHYSICAL SCIENCE COURSES**

#### **Anatomy and Physiology 115: Integrated Human Anatomy and Physiology I**

This course is the first part of a two-part Anatomy & Physiology Course. It is designed to provide an understanding of the anatomical structures, function and regulation of integumentary, muscular, skeletal, nervous and endocrine systems. This course aims to provide students with knowledge of normal function of the organ systems and thereby provide the information base for interpreting data relating to health and disease. For those in health fields, this information will serve as the foundation for most of your courses. **Co-requisite: Human Anatomy & Physiology 115 Lab**



**Anatomy and Physiology 116: Integrated Human Anatomy and Physiology II**

This course is the second part of a two-part Anatomy & Physiology Course. It is designed to provide an understanding of the anatomical structures, function and regulation of cardiovascular, respiratory, digestive, urinary, and immune systems. This course aims to provide students with knowledge of normal function of the organ systems and thereby provide the information base for interpreting data relating to health and disease. For those in health fields, this information will serve as the foundation for most of your courses. **Co-requisite: Human Anatomy & Physiology 116 Lab**

**Biology 101: Introduction to Biology**

This course introduces the basic principles of modern biology, the framework within which new discoveries are interpreted and the relations among various branches of biological research. Emphasis is given to mammalian - particularly to human - biology, the genetic revolution, the eukaryotic cell, and multicellular systems. Laboratory included.

**May be taken as a Natural and Physical Science GER.**

**Biology 112: Principles of Biology**

This course is designed to introduce the basic principles of modern biology, the framework within which new discoveries are interpreted, and the relations among various branches of biological research. The goal of this course is to provide first year college students with a firm grasp of the major concepts underlying biological processes. Students who are interested in careers in biological sciences, biomedical sciences, and biotechnology should find that the course provides a firm grasp on an understanding of the concepts that will serve them well in their academic track that lies ahead. The materials covered include the structural and functional aspects at the molecular and cellular level of the following: cell structure and function, cell organelles, cellular reproduction, cellular respiration, photosynthetic pathways, Mendelian inheritance, DNA structure, replication, gene structure, and gene function and expression/control. **May be taken as a Natural and Physical Science GER.**

**Biology 113: General Biology 2**

Upon Completion of this course students should be able to: Describe the theory of evolution, the mechanisms of evolution especially by means of natural selection, the evolution of populations and species, and the evidence in support of evolution; Describe the history of life on Earth and research into the origin of life as well as the major periods of geologic time, the fossil record and the role of changing environmental conditions and mass extinctions in the evolution of life; Recognize a phylogenetic tree and the principles involved in grouping organisms on an evolutionary tree; Distinguish between organisms in the 3 domains of life and provide identifying characteristics of each; Identify groups of protists, the main clades of fungi, major groups and evolution of land plants and key characteristics and evolution of both invertebrate and vertebrate animals; Describe the societal implications of biopharmaceuticals, ocean acidification, climate change, habitat destruction and loss of biodiversity on human health. **Prereq: Biology 112**

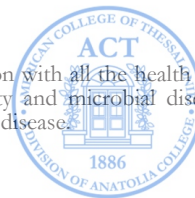
**Biology 140: Epidemiology and Microbiology Principles and Applications to Public Health**

The first part of this course presents an introduction to epidemiologic definitions, concepts, and methods. Topics include descriptive epidemiology, measurement of disease occurrence and association, measures of risk, and public health surveillance. The second part of the course presents an introduction to basic microbiology with particular emphasis on the biology of bacteria, fungi and viruses in disease, foods and the environment. Topics include structure of bacteria, fungi and viruses, growth requirements, heat inactivation kinetics, and detection methodologies. The course also teaches skills for quantitative problem solving and for understanding epidemiologic concepts in the published literature.

The topics covered are: Introduction to Epidemiology, Measures of risk, Public Health Surveillance, Virtual lab: A pandemic outbreak. Basic Microbiology.

**Biology 201: Foundations of Microbiology**

The goal of this course is to introduce foundational concepts in microbiology and their connection with all the health care fields. The course subjects include the identification of microbes, mechanisms of pathogenicity and microbial disease, structure and response of the host immune system, and prevention against the spread of infectious disease.



**Biology 299: INQUIRIES IN BIOLOGICAL SCIENCES**

This course is structured in order encourage students thinking about concepts in biology from a different perspective compared to what they were taught in their first semester of college. During the course, we will investigate the biology of stress responses to environmental factors, like extreme temperature, pollutants, and pathogens, examine the involved mechanisms at different levels of biological organization and discuss the effects of these exposures for an organism and a population. Many different areas related to the topic will be surveyed, including biochemistry, regulation of gene expression, metabolism, cell signaling, physiology, and population dynamics. These topics will be discussed based on the following core concepts of biology: 1. Evolution, 2. Structure and Function, 3. Information flow, 4. Pathways and transformation of energy, 5. Systems Biology.

**Biology 230 - GENETICS AND MOLECULAR BIOLOGY**

This course aims in developing an understanding of fundamental concepts in genetics and molecular biology. We will examine the central dogma in molecular biology, cell division, regulation of gene expression, mendelian, non-mendelian and molecular genetics, genes linkage and mapping, mutations, biotechnology, developmental, evolutionary and population genetics.

**Chemistry 101: General Chemistry**

Designed for non-science majors, this course presents the basic principles of modern Chemistry within the framework of the modern world and the processes involved in technological developments. Information is first presented at the submicroscopic level of electrons, atoms, and molecules to show how subtle events at this level may be propagated upward to affect organisms, societies, and entire ecosystems. Acids, bases, and their equilibria are treated as basic proton/ electron transfer reactions related to organic and inorganic matter. Laboratory included. **May be taken as a Natural and Physical Science GER.**

**Chemistry 115: Chemistry for the Applied Sciences**

This course aims to introduce students to the fundamental principles of chemistry and their applications. Much of the language and fundamental skills of a chemist is applicable to other scientific fields. Students develop, deepen, and broaden their understanding of connections between the underlying structure of matter and the nature of energy. The course will cover the atomic and molecular structure, the naming of ionic and molecular compounds, the description of the behavior and reactivity of these compounds, the application of stoichiometric relationships, and the prediction of the behavior of gases. In addition, you will get to explore and review the role of work and heat flow in chemical systems, the quantum theory, the electronic structure of atoms, the attractive forces holding the atoms together and influencing their physical properties, and the VSEPR Theory and molecular geometry. May be taken as a Natural and Physical Science GER.

**Chemistry 116: Chemistry II for the Applied Sciences**

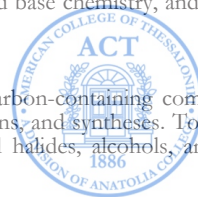
This course is the second of a two-semester sequence of college chemistry courses for students in the biological and physical sciences. This course meets 3 times a week for 2x50 minute sessions. It is designed to introduce students to the fundamental principles of chemistry. Topics to be covered include the properties of solutions and their colligative properties, reaction spontaneity, chemical equilibria, electrochemistry, introductory organic chemistry, and introductory biochemistry. Emphasis will be given to applications of chemical principles in biological systems and industrial processes. This course provides an introduction to the principles and practical aspects of chemistry. Students will develop an understanding of the: Properties of solutions, Thermodynamics of chemical reactions, Chemical kinetics, chemical equilibria, reaction rates, Redox reactions and electrochemistry, Organic chemistry applied to fuels, pharmaceuticals and modern materials, and Composition and function of biological molecules.

**Chemistry 117: General Chemistry for the Biological Sciences**

This course is designed to introduce biology students to the fundamental principles of chemistry. Topics to be covered include atomic structure, chemical equations, the periodic table, chemical bonding and intermolecular interactions, thermochemistry, reaction spontaneity, reaction rates, chemical equilibria, acid base chemistry and reactions in aqueous systems. Emphasis will be given to applications of chemical principles in biological systems. Students will develop an understanding of: Atomic structure and chemical properties of elements; Chemical reactions and reaction stoichiometry; Nature of chemical bonding and molecular shape; Significance of intermolecular forces; Thermodynamics of chemical reactions; Chemical kinetics, chemical equilibria, reaction rates, Acid base chemistry, and Buffers, acid base equilibria.

**Chemistry 215: Organic Chemistry I**

This course is designed to introduce students to the fundamental principles of chemistry of carbon-containing compounds, including three-dimensional structures, chemical properties and methods of structural identification, reactions, and syntheses. Topics to be covered include, stereochemistry, and functional group characteristics of alkanes, alkenes, alkynes, alkyl halides, alcohols, and ethers, with an emphasis on reaction mechanisms and multi-step syntheses.





**Chemistry 216: Organic Chemistry I**

This course is designed to introduce students to the fundamental principles of chemistry of carbon-containing compounds, including three-dimensional structures, chemical properties, and methods of structural identification, reactions, and syntheses. Topics to be covered include, stereochemistry, and functional group characteristics of alkanes, alkenes, alkynes, alkyl halides, alcohols, and ethers, with an emphasis on reaction mechanisms and multi-step syntheses.

**Ecology 110: Ecological Principles**

The goal of the course is to introduce students to general ecology. It focuses on major ecological concepts in order to provide students with a robust framework of the discipline upon which they can build. Each discussion is organized around two or four major concepts to present the student with a manageable and memorable synthesis of the lecture and it is supported by case histories that provide evidence for the concept and introduce students to the research approaches used in the various areas of ecology. Special emphasis to local environmental problems countries face and the approaches they use in solving these problems. Laboratory included. **May be taken as a Natural and Physical Science GER.**

**Nutrition 130: Fundamentals of Human Nutrition**

The course explores basic concepts of the science of nutrition. Topics include description and role of nutrients, their dietary sources and their fate into the human body (digestion, absorption etc.); energy balance and weight control; eating disorders; nutrition at different developmental stages (childhood, pregnancy, lactation, old age); nutrition in the development/ prevention of human diseases. Emphasis will be given in the use of scientific methodology to explain how nutrients and other food constituents contribute to proper growth, development and health. (4 credits). **May be taken as a Natural and Physical Science GER.**

**Physics 120: University Physics I, for Science and Engineering**

This course is designed to introduce students to the fundamental principles of Mechanics. Topics to be covered include Dynamics, Work, Kinetic and Potential Energy, Systems of Particles, Momentum, Collisions, Rotation, Torque and Angular Momentum, Statics. As far as specific Systems and Force Laws we will look at Fluids, Oscillations, and Gravity.

**Physics 121: University Physics II, for Science and Engineering**

This course is designed to introduce students to the fundamental principles of electricity, electric currents and waves. Topics to be covered include electric fields and Coulomb's Law, Gauss' law, capacitors, resistors and DC electric circuits, magnetic fields, induction and the basic properties of electromagnetic waves.

**Research 190 – Introductory Undergraduate Guided Research**

This course/module is designed to provide undergraduate students with an introduction to research in Biology, Chemistry or Physics. In Research 190, we will take a practical look at how one goes about conducting research in Biology, Chemistry, or Physics. Strategies for reading and writing in the sciences, scientific ethics, and experimental design, will be addressed. Students will be expected to demonstrate knowledge related to the area of their research topic, design and perform an experiment, and present their findings.

**OFFSHORE SAILING COURSES****Sea Sail 100: Sea Sailing Fundamentals**

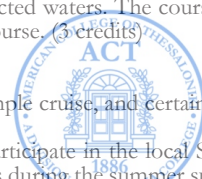
This practical course is for those with little or no experience. The syllabus includes basic seamanship, helmsman ship, and sail Trimming and become a confident and competent Crew member on board a yacht. The course has both theoretical and practical (On-Board) components; with the latter being the largest part of the course. (1 credit)

**Sea Sail 101: Introduction to Sea Sailing**

The aim of this course is to provide the basic yachting skills so that successful students will be safety conscious, have a basic knowledge of sailing and be capable of taking a yacht out without an Instructor on board in light to medium winds in protected waters. The course has both theoretical (In-Class) and practical (On-Board) components; with the latter being the largest part of the course. (3 credits)

**Sea Sail 201: Introduction to Racing Sea Sailing**

This course is aimed at those students who aim at something more intense, vigorous and demanding than a simple cruise, and certainly for all those thrilled by the adrenaline kick once in control of the elements, the sea and the wind! The syllabus involves hours of practice in boat handling, trimming, racing rules and race tactics. All crews participate in the local Sailing Championship of Thessaloniki while also given the opportunity to further participate in significant racing events during the summer such as the Aegean Regatta, The Aegean Rally, The Greek National Offshore Championship and the North Aegean International Sailing Week Cup.



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