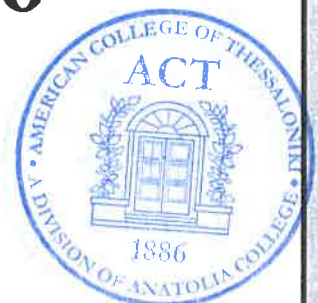


# THE AMERICAN COLLEGE OF THESSALONIKI

A DIVISION OF  
ANATOLIA COLLEGE



CATALOGUE  
1999 - 2000



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*The American College of Thessaloniki, a division of Anatolia College in Thessaloniki, Greece, is accredited by the New England Association of Schools and Colleges, Inc., through its Commission on Institutions of Higher Education.*

*Accreditation of an institution of higher education by the New England Association 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 the New England Association 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 the New England Association should be directed to the administrative staff of the institution. Individuals may also contact:*



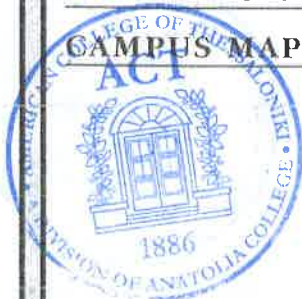
**Commission on Institutions of Higher Education  
New England Association of Schools and Colleges  
209 Burlington Road  
Bedford, MA 01730-1433  
(617) 271-0022  
E-mail: [cihe@neasc.org](mailto:cihe@neasc.org)**

# TABLE OF CONTENTS

<b>ANATOLIA COLLEGE</b>	<b>4</b>
<b>THE AMERICAN COLLEGE OF THESSALONIKI</b>	<b>5</b>
MISSION AND OBJECTIVES	5
<b>ADMISSIONS</b>	<b>6-7</b>
REQUIREMENTS	6
ENGLISH LANGUAGE PREPARATION	6
TRANSFER ADMISSIONS AND ADVANCED STANDING	6
ENGLISH LANGUAGE	6
PART-TIME ENROLLMENT	7
CONTINUING EDUCATION	7
ADMISSIONS PROCEDURE	7
<b>REGISTRATION - FINANCIAL OBLIGATIONS</b>	<b>8-9</b>
ACADEMIC INFORMATION	8
TUITION	8
FEES	8
FINANCIAL AID	9
FINANCIAL AID PROCEDURE	9
<b>STUDENT SERVICES</b>	<b>10-11</b>
ORIENTATION	10
ACADEMIC ADVISING	10
POSTGRADUATE STUDY AND EMPLOYMENT	10
COLLEGE TESTING CENTER	10
STUDENT ACTIVITIES	11
STUDENT COUNCIL	11
<b>LEARNING RESOURCES</b>	<b>12</b>
LIBRARY	12
COMPUTER CENTER	12
ATHLETIC AND RECREATIONAL FACILITIES	12
<b>ACADEMIC REGULATIONS</b>	<b>14-15</b>
THE CREDIT SYSTEM	14
CREDIT HOUR REQUIREMENTS	14
THE GRADING SYSTEM	14
ACADEMIC STANDING	15
ATTENDANCE	15
ACADEMIC INTEGRITY	15
STUDENT CONDUCT	15



<b>ACADEMIC PROGRAMS</b>	<b>16-23</b>
THE CURRICULUM	16
THE CORE CURRICULUM	16
DEGREES AND MAJORS	16
<b>THE BACHELOR OF ARTS DEGREE</b>	<b>17-20</b>
MAJOR IN HUMANITIES AND SOCIAL SCIENCES	17
MAJOR IN ENGLISH LANGUAGE AND LITERATURE	18
MAJOR IN HISTORY AND INTERNATIONAL RELATIONS	19
MAJOR IN PSYCHOLOGY	20
<b>THE BACHELOR OF SCIENCE DEGREE</b>	<b>21-23</b>
MAJOR IN COMPUTER-MANAGEMENT INFORMATION SYSTEMS	21
MAJOR IN BUSINESS ADMINISTRATION	22
<i>MINOR IN EUROPEAN BUSINESS STUDIES</i>	23
<b>COURSE DESCRIPTIONS</b>	<b>26-64</b>
<b>LIBERAL ARTS</b>	<b>26-51</b>
HUMANITIES	26-38
SOCIAL SCIENCES	39-50
MATHEMATICS, SCIENCE AND COMPUTER SCIENCE	50-51
<b>BUSINESS ADMINISTRATION</b>	<b>52-64</b>
ACCOUNTING	52
COMPUTER SCIENCE	52-54
ECONOMICS	55-56
EUROPEAN STUDIES	56
FINANCE	57
LAW	58
MANAGEMENT	58-61
MARKETING	61-63
MATHEMATICS	64
BOARD OF TRUSTEES	65
SENIOR ADMINISTRATION	65
DEPARTMENT CHAIRS	66
LIBERAL ARTS FACULTY	66-69
BUSINESS ADMINISTRATION FACULTY	69-70
ADMINISTRATIVE OFFICERS	70
ADDRESSES	71
<b>ACADEMIC CALENDAR 1999 - 2000</b>	<b>72</b>
<b>CAMPUS MAP</b>	<b>73</b>



# ANATOLIA COLLEGE

Anatolia College is an American-sponsored, private, non-profit educational institution founded in 1886 and incorporated in the State of Massachusetts. In inspiration, governance, and structure, Anatolia closely resembles the traditional New England colleges after which it is modeled. Accordingly, it is committed to the goals of a liberal education, which are to provide high quality, humanistic training. The principal difference is Anatolia's central aim of serving the youth of Greece, thereby strengthening the ties of friendship between the Greek and American people through its binational educational and cultural activities. Anatolia is empowered under its Massachusetts charter to issue the full range of collegiate and university degrees and diplomas.

Founded by American Protestant missionaries, Anatolia was originally located in Asia Minor. The school was closed during the Greek-Turkish War of 1919-1922 and ceased to have a viable mission in Asia Minor when Turkey's minority communities were uprooted under the peace treaties concluding that war. In 1924, Anatolia relocated in Thessaloniki, where the greatest part of the refugee influx from Asia Minor settled. In the mid-1930s, the school moved to its present location on 45 acres, a few miles above the city. During World War II, the school again closed when the occupying German army made the campus its local headquarters. Since reopening in 1946, the school has expanded its enrollment, programs and physical plant.

Assisted in the last respect by private contributions and grants from the United States Government through the Agency for International Development, Anatolia has shaped a campus of unusual beauty and utility overlooking Thessaloniki and the Bay of Thermaikos.

As a non-profit, charitable institution, Anatolia receives substantial support from a number of sources. Individuals, corporations and alumni groups in Greece and the United States contribute funds to meet the school's many expenses, including the awarding of scholarships, which is one of Anatolia's main objectives.



*Anatolia/The American College of Thessaloniki  
has no political, governmental or religious affiliation.*

*It does not discriminate on the basis  
of race, sex, color, religion, or physical handicap  
in student admission or in employment.*



# THE AMERICAN COLLEGE OF THESSALONIKI

## MISSION AND OBJECTIVES

The American College of Thessaloniki, a division of Anatolia College, is an independent, non-profit, liberal arts college. Its major purpose is to serve the youth of Greece by offering programs of study at the undergraduate level in the arts and sciences and in business administration. It draws on the model of the American liberal arts college, adapting its strengths to the circumstances of post secondary education in Greece. The College seeks to stimulate its students' intellectual development, cultural breadth, and ethical sensitivity while equipping them with knowledge and skills to qualify them for productive employment or for postgraduate training.

The American College of Thessaloniki strives to stimulate excitement for learning, cultivate a keen awareness of the contemporary world in all its complexity, and foster personal commitment to justice and societal improvement.

The College places the individual at the center of the learning process as the fully active and responsible agent rather than as a mere passive recipient of knowledge. Through intensive reading, writing and discussion, the student becomes the dynamic factor in his or her educational progress. The preconditions for this learning experience are capable and highly motivated students, small classes, regular student attendance, enthusiastic participation, and close attention to the progress of every student by carefully chosen and qualified instructors. The result is an intellectually alert and autonomous individual able to confront the contemporary world with confidence and critical understanding.

The school has two academic objectives. The first is to provide a liberal education. The liberal arts segment of the curriculum is modeled upon the traditional American liberal arts college both in content and learning methods.

Liberal arts training seeks to develop intellectual discipline through critical analysis and logical reasoning, cultivate the skills of written and oral expression and heighten the students' cultural and moral awareness. The second objective is to provide practical knowledge of the managerial sciences for those students seeking careers in business management.

This curriculum combines introductory and advanced courses in business and economics with supplementary study of selected subjects from the liberal arts division.

In the belief that learning extends beyond the classroom, ACT encourages its students to participate in a variety of extra-curricular activities that it organizes in such fields as drama, music, journalism, community service, athletics, excursions, etc. The objective is to help students cultivate diverse talents and interests and to develop a rich personal culture.

It must be stressed that The American College of Thessaloniki makes heavy demands upon its students. While this school may constitute an attractive alternative to other existing educational possibilities, it should not be seen as an easy solution for the weak or indifferent student. The College will require its students' full and constant participation in every aspect of the learning process, and will judge their performance by rigorous standards.

It should be noted that under prevailing Greek legal provisions, ACT operates with the status of a laboratory of free studies. The degrees which it grants to graduates who successfully complete its programs of study are not at present recognized by the Greek Ministry of Education. This fact does not affect the practical value of the ACT degrees for those aspiring to managerial positions in the private sector of the economy, or to postgraduate training at international universities.

# ADMISSIONS

## REQUIREMENTS

Applications are invited from individuals who:

- hold a high school (lykeion) diploma with satisfactory grades
- display an adequate command of the English language
- demonstrate seriousness of purpose and enthusiasm for learning

In addition to the above requirements, the College must be satisfied that the applicant is highly-motivated and otherwise suited to enter the program.

It reserves the right to deny admission to any applicant. It may also impose conditions for admission beyond those cited above, or waive certain requirements in exceptional circumstances.

It is the responsibility of the student to be familiar with the information presented in this Catalogue. Regulations will not be waived nor will exceptions be granted for ignorance of policies and procedures. While academic advisors assist students in every way possible, responsibility for meeting all requirements and deadlines rests with the student.

## ENGLISH LANGUAGE PREPARATION

Students unable to meet one of the English language criteria for admission published here may be eligible to enroll in the College's special English preparatory classes. Intensive instruction is designed to prepare students for the regular program.

### ADMISSIONS OFFICE

Ms. ROULA LEBETLI  
ADMISSIONS OFFICER

COMPTON HALL - GROUND FLOOR

TEL.: 398.239, 398.238

E-MAIL: rleb@ac.anatolia.edu.gr

## TRANSFER ADMISSIONS AND ADVANCED STANDING

Students who have successfully completed one or more courses at another college may request transfer credit. Credit is not given for courses in which a grade lower than "C" was received, nor for courses which cannot be applied towards one of ACT's degree programs.

ACT accepts work done in the International Baccalaureate (IB) program as equivalent in level to that done in the core curriculum. Applicants who have received scores of 4 and above on the Higher level exams will be evaluated on a course-by-course basis for transfer credit. As much as one year of course work may be recognized, thus entitling applicants holding this diploma to sophomore standing upon entry.

Transfer students are expected to spend the last four semesters in residence at the college, and to complete all concentration requirements at ACT.

Responsibility for individual transcript evaluation and the awarding of transfer credits for advanced standing rests with the offices of the Registrar and Academic Dean.

## USE OF ENGLISH

All classes are conducted in English. Both the business administration and liberal arts concentrations include one required English course during each of the first four semesters (with possible exceptions for students with mastery of the language). Students should take every opportunity to use English for reading, writing and discussion both in class and informally. The College gives primacy to English because it is the leading language for international commercial and professional intercourse, because the largest volume of written materials for business and liberal studies is published in English, and because students seeking to study abroad or follow management careers in Greece will find its mastery essential for those purposes.

## PART-TIME ENROLLMENT

While most students enroll full-time with the intention of completing one of ACT's degree programs, others choose to follow fewer courses. State university students, working individuals, and others are welcome to enroll in one or more courses, providing that they fulfill all the requirements for such courses and meet the same high standards of participation as full-time students. Part-time and non-degree students must comply with the same admission requirements as full-time students.

## CONTINUING EDUCATION

Education should be a life-long process not restricted to the years of youth. "Continuing Education" for mature adults has become an integral feature of the best universities in advanced countries. The American College of Thessaloniki welcomes persons beyond normal university age who seek instruction of practical value for their present employment, wish to supplement previous training, or have a serious interest in exploring new areas of knowledge. They must meet the enrollment requirements and participate fully and satisfactorily in all aspects of the courses they take, regardless of whether or not they seek a degree.



## ADMISSIONS PROCEDURE

1. Submit a completed application form to the Admissions Office.
2. Submit evidence of completion of high school and a transcript of grades.
  - a) Graduates of a Greek lykeion or six-year gymnasium are required to have a general average of 14 during the last two years of school.
  - b) Graduates of an American-type high school are required to have a general average of at least C+ during the last 2 years or a combined SAT score of 1000.
  - c) Graduates of other schools should present their credentials to the Admissions Office for evaluation.
3. Submit evidence of proficiency in English. This requirement may be satisfied in any of the following ways:
  - a) Graduation from an English language high school.
  - b) Graduation from an International Baccalaureate program.
  - c) The Anatolia College Certificate of English Proficiency.
  - d) Graduation from the Anatolia Secretarial School.
  - e) A minimum score of 510 (180 computer based) on the TOEFL examination.
  - f) A passing score on the ACT entrance examination.
  - g) Any of the following:
    - *The Michigan Certificate of Proficiency*
    - *The Cambridge Certificate of Proficiency*
    - *The University of London Certificate in English, Level 4 or above*
    - *The Oxford Higher Level Certificate*
    - *The Pitman Higher Intermediate Certificate in English*
    - *The PALSO Higher Certificate, with "Very Good" or above*
    - *An IELTS score of 6 or above*



# REGISTRATION

## ACADEMIC INFORMATION

**B**efore a student is admitted to classes, he or she must meet the admissions requirements and complete the registration procedure, including payment of tuition and fees.

Most courses carry three credit hours per semester, and five courses are considered a full program. Those who are classified as full-time students must register for at least four courses each semester. Part-time students may also accumulate credits towards the total number required for the awarding of a degree.

In order to register for more than the normal five courses, one must have completed a minimum of five courses or 15 credit hours with a scholastic average of 3.0 and must obtain the Dean's permission. An additional fee is charged for more than five courses in any term.

Late registration is held during the first week of classes for a limited number of places.

Students may change courses for which they have registered only during the first week of classes. No change in courses or status is permitted after classes have entered their second full week. All changes become effective only with the written approval of the Registrar. During registration, each student is required to sign a written statement to the effect that he or she has read the current Catalogue of study and agrees to abide by all its regulations, terms and conditions. Students are expected to attend all courses for which they have registered.

Auditing of courses is permitted in some cases. Auditing fees are assessed in accordance with a student's status at the College.

## TUITION

The American College of Thessaloniki is an independent, non-profit institution. Tuition is charged to meet the actual expenses of providing high-quality education.

The student must anticipate that costs will rise every year as long as high inflation persists. However, no increase will be made during a semester in progress, and every effort will be made to maintain the same level of charges throughout a single academic year.

One may not attend classes until tuition and fees for the current semester as well as any delinquent fees, charges or penalties from previous semesters have been fully paid. Failure to satisfy all financial obligations promptly is cause for cancellation of registration, withholding of official transcripts and refusal of registration for future semesters.

Refunds of fifty percent of tuition are granted only in the case of a student withdrawing entirely from the College within the first four weeks of the semester. After the fourth week of classes, no refunds are granted in the case of withdrawals, and tuition may not be applied to subsequent semesters. Refunds are not given in the case of courses dropped from a student's program.

### REGISTRAR'S OFFICE

MS. ANTIGONI VLACHOPOULOU

REGISTRAR

NEW BUILDING - 1<sup>ST</sup> FLOOR

TEL.: 398.207, 398.208, 398.224



# FINANCIAL OBLIGATIONS

## FEES

Certain special services are covered by the following fees:

1. Application fee
2. Change-of-course fee
3. Computer Laboratory fee
4. Library fee
5. Science Laboratory fee
6. Special use fee
7. Student activities fee
8. Transcript request fee

The College reserves the right to assess additional fees if necessary. Penalties will be assessed for failure to return library books and for misuse of or damage to school property or materials.

## FINANCIAL AID

Each year ACT offers a small number of scholarships to students of the College. Awards are made following application by interested students to the Financial Aid Committee. Decisions are made on a combined basis of need and academic performance, with need being the foremost consideration. Recipients of financial aid are expected to perform administrative-clerical services for the College in proportion to the aid awarded.

### ADMINISTRATIVE OFFICE

MR. THOMAS MAGUIRE  
ADMINISTRATIVE OFFICER

COMPTON HALL - GROUND FLOOR

TEL.: 398.219, 398.214

## FINANCIAL AID APPLICATION PROCEDURE

### Criteria for Eligibility

For entering students from Greek high schools:

- a) a high school leaving grade of 16
- b) a passing grade on the ACT entrance examination or the equivalent
- c) demonstrable financial need

For entering students from non-Greek high schools:

- a) a school leaving grade of B- or its equivalent
- b) a passing grade on the ACT entrance examination or the equivalent
- c) demonstrable financial need

For transfer students:

- a) a cumulative minimum GPA of 2.67
- b) demonstrable financial need

### Applying for Financial Aid

Each applicant should submit the following to the College's Financial Aid Committee:

- a) a letter of application, in which are explained in detail the candidate's educational objectives
- b) the tax statements of the person(s) financially responsible for the candidate (parents/guardians) for the previous two years;
- c) a completed ACT financial aid application form

Following receipt of their letter, application, and tax forms, the Financial Aid Committee will interview all eligible candidates, and notify applicants of the decision regarding their application

### Continuation of Financial Aid

Financial aid is normally renewed on a yearly basis, pending availability of funds, and providing that the recipient maintains a minimum GPA of 2.67 and continues to demonstrate financial need. All continuing recipients should submit a copy of their parents' or guardians' tax declaration each year in which continued aid is being requested.

Students receiving aid are required to assist one of the College administrative offices for a number of hours each semester.

# STUDENT SERVICES

The faculty and staff are ready at all times to provide information and assistance concerning any aspect of the American College of Thessaloniki.

## ORIENTATION

New students are introduced to the College through general orientation sessions designed to familiarize them with the campus and all procedures and regulations.

## ACADEMIC ADVISING

Individual student advising is carried out both by instructors and the administrative staff. New students have an initial meeting to discuss educational and career objectives and to make first course selections. Students are assigned academic advisers who follow their progress and advise them regularly.

## WRITING CENTER

As the majority of ACT students do not have English as their first language, a Writing Center has been established in Compton Hall to assist students with mastering written English. All ACT students may seek the services of tutors to aid them with their papers and the overall development of their writing skills. The Center operates on an appointment basis daily throughout the academic year.

## COLLEGE TESTING CENTER

Anatolia and the American College of Thessaloniki comprise the exclusive testing center in northern Greece for the major U.S. examinations including PSAT, TSE, SAT, ACT, and GRE required for admission to most American universities and graduate schools.

## POSTGRADUATE STUDY AND EMPLOYMENT

The faculty and staff assist students wishing to continue their studies at the postgraduate level or to commence employment with private firms.

The College's Graduate Education Office maintains contact with universities abroad and guides students in their further educational progress. Graduates are assisted in selecting postgraduate schools suited to their needs and qualifications, and in completing the complex admissions process, including the writing of successful personal statements. Transcripts of grades and recommendation letters are also provided.

Students electing to do so may transfer to the third year of studies at an American university or continue their studies in Europe. The College assists them in arranging transfers, and has concluded agreements for this purpose with a number of institutions in the U.S.

The College's Business Liaison Office (Careers Office) maintains close ties with area businesses in order to complement students' academic training with practical experience of the Greek business environment, as well as to facilitate their employment following completion of their studies. The Office arranges internships which provide students with training in local companies, and organizes plant visits and occasional lectures by leading representatives from the business community. Current students and graduates are counseled regarding job searches, résumé-writing, and interviewing techniques, and are assisted in obtaining interviews with potential employers.

### BUSINESS LIAISON/CAREERS OFFICE

MS. PAOLA SEREMETIS  
STEPHENS HALL GROUND FLOOR  
TEL.: 398.203

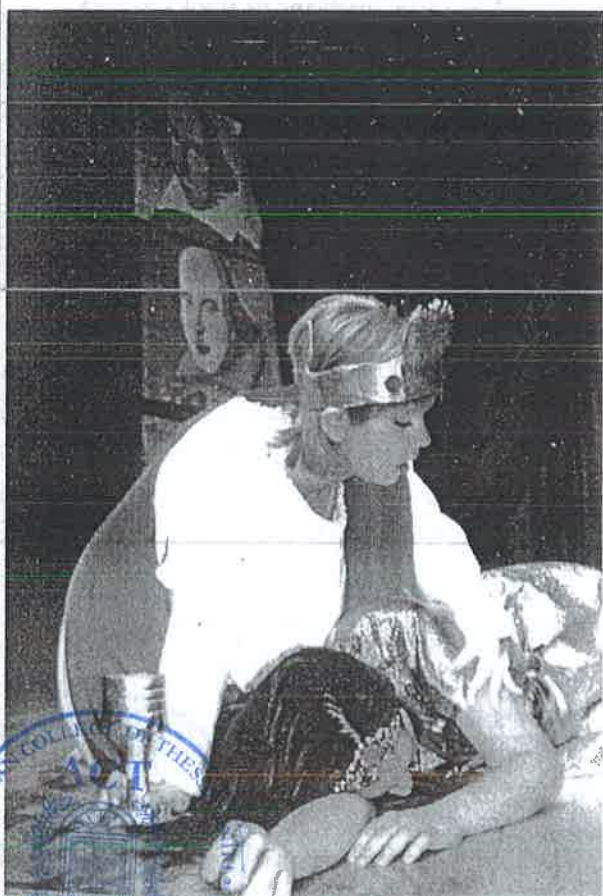
### GRADUATE EDUCATION OFFICE

MS. BRENDA FASNACHT  
COMPTON HALL GROUND FLOOR  
TEL.: 398.210

# STUDENT SERVICES

## STUDENT ACTIVITIES

The Student Activities Office organizes various clubs and activities, designed to give students the chance to share their talents, develop new ones, and benefit as much as possible from the diverse social and intellectual interests of classmates and faculty. The College encourages all students to participate in at least one major activity outside the classroom. This may be as structured as a varsity athletic team, or as informal as attending an art exhibition, as collaborative as participating in a theatrical production, or as individual as performing community service. Information about clubs/activities is published at the beginning of each semester by the Student Activities Office, which also provides support and consultation services for the planning of special student events throughout the year.



## STUDENT COUNCIL

The American College of Thessaloniki encourages students to take an active part in shaping campus life through its Student Council. Self-funded and student-regulated, the Student Council seeks to act as a liaison between the student body and the administration, to provide students with information and support, and to organize activities which enrich social and cultural life.

Students are urged to participate in Student Council activities and committees to enhance their education and to broaden their experiences as members of the student community.

### STUDENT ACTIVITIES OFFICE

Ms. JULIE KYRIAKAKIS

COMPTON HALL GROUND FLOOR

TEL.: 398.209



# RESOURCES

## LIBRARY

The Anatolia Library and its associated facilities serve many student needs. The Library itself, with a book collection of some 35,000 volumes, subscriptions to over 100 periodicals and newspapers in hard copy and CD-ROM and Internet access to many more, supplies students with the resources they need to carry out original research projects related to their studies. Such research is an essential part of higher education, and the library is thus committed to a program of continuing expansion of both holdings and services.

In order to fully utilize the holdings of the library, students of the American College of Thessaloniki are instructed in basic research techniques as a part of their introductory English language courses. Subsequent class work in most fields includes a significant number of library assignments designed to further refine and develop these skills.

The library building was constructed in 1989 with funds from the United States Agency for International Development (AID) and furnished through the generosity of the Anatolia Trustees and the Friends of Anatolia. In addition to the materials collection, it houses two computer classrooms, a projection theater, and the Raphael Demos Seminar Room for conferences. A card-operated photocopying machine, located in an alcove of the main reading room, is available for student use.

## COMPUTER CENTER

Technological advances in the computer area make it necessary for today's students to prepare themselves for a constantly changing computer world. ACT students enjoy the use of the most modern technology in this field. A network of over a hundred IBM PC compatible Pentium-type machines is housed at three locations: the New Building, Stephens Hall and the Library. In addition, students have access to selected workstations in the Library, where they can browse the Internet. This high-quality equipment is used both for classroom instruction and individual access.

## ATHLETIC AND RECREATIONAL FACILITIES

Opportunities for individual and group recreation abound on the College campus. The College Gym has weight-lifting, dance and exercise rooms, as well as facilities for basketball, volleyball, and indoor soccer. Outdoor fields for soccer, handball, volleyball, baseball, an obstacle course, tennis courts, and track and field facilities make the College's athletic/recreational facilities among the most comprehensive in northern Greece.

Men's and women's teams compete in matches and tournaments in Athens and Thessaloniki. An intramural sports program offers spirited competition among teams, with faculty and staff teams occasionally joining in.

## LIBRARY

Ms. ELAYNE SCOOFAKES

HEAD LIBRARIAN

TEL. 398.351, 398.352

## HOURS OF OPERATION

MONDAY - THURSDAY

8:00 A.M. - 9:00 P.M.

FRIDAY 8:00 A.M. - 8:00 P.M.

SATURDAY 9:00 A.M. - 7:00 P.M.





# ACADEMIC REGULATIONS

Once enrolled, the student must strive to meet the College's high standards in order to receive a satisfactory evaluation and to realize his or her potential for learning.

The responsibility for learning rests primarily with the student. Students' objectives should include increasing their store of knowledge, sharpening their analytic skills, deepening their conceptual powers, and making their oral and written expression more effective. Students' responsibilities include reading all assigned texts before every class, participating actively in class discussions, completing all writing assignments promptly, and exercising individual judgment regarding the questions and problems arising from each lesson. Student evaluation is based on all these forms of participation, not only on examination results. Two to three hours of preparation should be allowed for each hour in class.

## THE CREDIT SYSTEM

The basic unit of academic credit used by the American College of Thessaloniki is the credit hour. All courses, with the exception of science courses accompanied by a lab, and physical education, carry three credit hours. The normal student load is five courses, or fifteen credit hours, per semester.

## CREDIT HOUR REQUIREMENTS

In order to receive the BA or BS degree, a student must accumulate a total of 126 credit hours, including those awarded for Physical Education.

Students are assigned to years according to the number of credit hours accumulated by the beginning of each semester:

- 0-30 hours = first year (freshman)
- 31-60 hours = second year (sophomore)
- 61-90 hours = third year (junior)
- 91+ hours = fourth year (senior)

## THE GRADING SYSTEM

Student performance in a course is evaluated on the basis of class participation, written assignments and examinations. Performance is graded at the end of each semester in accordance with the following scale of letter grades and numerical equivalents:

A	4.0	D+	1.33
A-	3.67 Excellent	D	1.0 Unsatisfactory
B+	3.33	D-	0.67
B	3.0 Good	F	0 Failure
B-	2.67	I	Incomplete
C+	2.33	W	Withdrawal
C	2.0 Satisfactory	Au	Audit
C-	1.67		

Although C-, D+, D, and D- are passing grades, they represent poor quality scholarship. A student receiving a grade of "F" (Failure) in any course may obtain credit only by repeating the full course. The original grade is shown in parentheses on the official transcript, but in computing the grade point average (G.P.A.) it is superseded by the grade received when the course was repeated. Students may repeat a course only once, unless extraordinary circumstances warrant an exception to this policy. Appeals to repeat a course for a second time are examined on a case-by-case basis by the Academic Standards and Performance Committee. A grade of "I" (Incomplete) may be recorded only when illness or other unavoidable circumstances prevent the completion of a course. A student must complete the required course work to the instructor's satisfaction within four months of the end of the semester in which the Incomplete was awarded. The "I" is then replaced by the earned grade. If the deficiency is not removed within this time, the "I" is automatically changed to "F". A grade of "W" (Withdrawal) is recorded if a student withdraws officially from a course. This grade does not affect the student's G.P.A.. Withdrawal is permitted only through the seventh week of classes and upon submission of the appropriate form to the Registrar. Withdrawal after the seventh week or without the Registrar's written approval will result in a grade of "F". The G.P.A. is computed by multiplying the grade points earned in each course by the hours of credit which the course carries. This sum is divided by the total semester hours completed to obtain the scholastic average representing overall academic performance.

## ACADEMIC STANDING

Students in good academic standing are those with scholastic averages above 2.0. Full-time students who attain high academic standing in any semester by obtaining a scholastic average of 3.5 or higher earn the distinction of being enrolled on the "Dean's List" the following semester. Students who complete the full program with an overall scholastic average of 3.5 or more receive their degrees with Honors.

Students who have been dismissed from the College for poor academic performance may petition for readmission after one year. Petitions are considered on a case-by-case basis by the Academic Standards and Performance Committee.

Any student who aspires to transfer to a foreign university should have a scholastic average of at least 2.0.

Grades are posted outside the Registrar's office after the conclusion of every term. The grades of all students are mailed to their parents or guardians at the end of each academic year; in addition, the grades of first-year students matriculating in September are sent out at the conclusion of the fall semester.

## ATTENDANCE

Active participation in class necessitates regular attendance. Absences unavoidably affect class participation adversely and are, therefore, reflected in the assessment of final grades. Work missed as a result of absences must be made up. Students who incur more than six hours of absences in a course which meets three hours a week or eight hours of absences in a course meeting four hours a week receive an "F" in that course, unless special circumstances warrant an exception.

## ACADEMIC INTEGRITY

Members of an academic community have an unequivocal responsibility to present as their own work only that which is truly theirs. Cheating in examinations and plagiarizing are serious offenses, striking at the very foundations of academic life.

Adherence to the principle of academic honesty is a prerequisite for acceptance to and continuance in the College.

It is each student's responsibility to meet the College's standards of academic integrity by avoiding involvement in cheating or plagiarism. Any student assisting another to falsify his work is no less responsible than the student misrepresenting that work as his own.

Violations of academic integrity will be brought before the Academic Standards and Performance Committee, which may assess penalties as severe as expulsion from the College.

## STUDENT CONDUCT

All students are expected to conform to those standards of behavior which characterize a college community. These include respect for their fellow-students and teachers, courtesy in dealing with members of the faculty and administration, and overall adherence to the ethos of the College. Students who violate any of these standards will be called before the Academic Standards and Performance Committee; depending upon the seriousness of the case, penalties may include placement on Conduct Probation for one or more semesters, or, in extreme cases, expulsion from the College.

ACT is opposed to the possession or consumption of illegal drugs. Students apprehended in possession of any such substance on campus will be dismissed from the College.

**Monday, Wednesday, Friday Classes:**

**Up to 6 absences**

**Tuesday and Thursday Classes:**

**Up to 4 absences**





# ACADEMIC PROGRAMS

## THE CURRICULUM

The curriculum in particular offers a distinct alternative to the study opportunities available in Greece. Specialization throughout the undergraduate years is the rule in Greece as in the rest of Europe, where even purely professional training such as in law and medicine commences right after high school.

The American College's liberal arts philosophy contrasts in two major ways with the European state universities. It requires that students take a core of required subjects and a number of electives spanning the arts and sciences, and thus acquire a general education as well as a special competence in their concentration field. Second, it permits a delay in the choice of a field for two years during which concentration students explore curricular alternatives while maturing intellectually.

## THE CORE CURRICULUM

The guiding philosophy of the liberal arts college is best exemplified through the Core Curriculum, a series of fourteen required courses taken by all students regardless of concentration during their first two years of study. During this period, students attend the following courses:

Three humanities disciplines:

English  
History  
Philosophy

Four of the social science disciplines:

Anthropology or Sociology  
Economics  
Political Science  
Psychology

And one course in each of the following:

Mathematics  
Computer Science  
Physical or Natural Sciences

## DEGREES & MAJORS

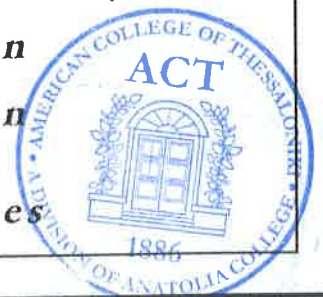
### THE BACHELOR OF ARTS DEGREE MAJORS OFFERED IN:

- *Humanities and Social Sciences*
- *English Language and Literature*
- *History and International Relations*
- *Psychology*

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### THE BACHELOR OF SCIENCE DEGREE MAJORS OFFERED IN:

- *Computer-Management Information Systems*
- *Business Administration*
- *Business Administration  
with minor in  
European Business Studies*



## THE BACHELOR OF ARTS DEGREE

### MAJOR IN HUMANITIES AND SOCIAL SCIENCES

The program of study leading to the BA in Humanities and Social Sciences is designed to build on and enrich the work students have done during their initial two years in the core courses of the curriculum. During the junior and senior years, students deepen and broaden their knowledge of many of the core disciplines to which they have already been introduced, including Anthropology, English, Economics, History, Philosophy, Political Science, Psychology, and Sociology. Elective options during the final two years of study permit candidates to further expand their knowledge in one or two of the humanities and social sciences, so that they may acquire some control over bibliographic sources, and familiarize themselves with the theoretical and methodological foundations of specific disciplines.

Graduates holding the BA in Humanities and Social Sciences will be able to continue studies at an advanced level in a number of the disciplines they have studied as undergraduates, or to assume positions requiring advanced reading, speaking and writing skills in English.

Total hours required for completion of degree: 126 credit hours.

In order to receive the BA, the student must have fulfilled all core and other requirements, and have completed 126 credit hours with an overall grade point average (G.P.A.) of 2.0 (C) or better. In addition, all candidates must have been in residence at the college during their last four semesters of full-time instruction, and have taken all major requirements at ACT.



#### I. CORE REQUIREMENTS

##### A. HUMANITIES

ENGLISH 101, 102, 103, 111  
HISTORY 101, 102  
PHILOSOPHY 101

##### B. SOCIAL SCIENCES

ANTHROPOLOGY 101 OR SOCIOLOGY 101  
ECONOMICS 101  
POLITICAL SCIENCE 101  
PSYCHOLOGY 101

##### C. MATHEMATICS, COMPUTER SCIENCE AND SCIENCE

MATHEMATICS 100  
COMPUTER SCIENCE 101  
BIOLOGY 101 OR CHEMISTRY 101 OR  
PHYSICS 101 OR PHYSIOLOGY 101

*TOTAL: 43 CR. HRS.*

#### II. ADDITIONAL DEGREE REQUIREMENTS

A. ANTHROPOLOGY 101 OR SOCIOLOGY 101,  
WHICHEVER WAS NOT TAKEN TO FULFILL  
THE CORE REQUIREMENT

B. ENGLISH 120, 202

C. MATHEMATICS 109

D. A SECOND COURSE IN SCIENCE BEYOND  
THE CORE REQUIREMENT

E. MUSIC 101, 102 OR  
ART HISTORY 101, 102

F. PHILOSOPHY 201 OR 203

G. HUMANITIES 201, 202

H. FOUR ADDITIONAL COURSES IN THE  
SOCIAL SCIENCES, AT LEAST TWO OF  
WHICH MUST BE AT THE 200-LEVEL OR  
ABOVE

I. FOUR ADDITIONAL COURSES IN THE  
HUMANITIES, AT LEAST TWO OF WHICH  
MUST BE AT THE 200-LEVEL OR ABOVE

J. EIGHT ELECTIVES, AT LEAST FOUR OF  
WHICH MUST BE AT THE 200-LEVEL OR  
ABOVE

*TOTAL: 79 CR. HRS.*

#### III. GENERAL DEGREE REQUIREMENTS

A. FOUR COURSES IN PHYSICAL EDUCATION  
ONE TO BE TAKEN EACH ACADEMIC YEAR

B. ONE COURSE IN WORD PROCESSING, TO  
BE TAKEN IN THE FIRST ACADEMIC YEAR  
(NO CREDIT AWARDED)

*TOTAL: 4 CR. HRS.*

**MAJOR IN ENGLISH LANGUAGE AND LITERATURE**

**I. CORE REQUIREMENTS**

**A. HUMANITIES**

- ENGLISH 101, 102, 103, 111
- HISTORY 101, 102
- PHILOSOPHY 101

**B. SOCIAL SCIENCES**

- ANTHROPOLOGY 101 OR SOCIOLOGY 101
- ECONOMICS 101
- POLITICAL SCIENCE 101
- PSYCHOLOGY 101

**C. MATHEMATICS, COMPUTER SCIENCE AND SCIENCE**

- MATHEMATICS 100
- COMPUTER SCIENCE 101
- BIOLOGY 101 OR CHEMISTRY 101 OR PHYSICS 101 OR PHYSIOLOGY 101

**TOTAL: 43 CR. HRS.**

**II. ADDITIONAL DEGREE REQUIREMENTS**

**A. ANTHROPOLOGY 101 OR SOCIOLOGY 101, WHICHEVER WAS NOT TAKEN TO FULFILL THE CORE REQUIREMENT**

**B. ENGLISH 120, 202**

**C. A SECOND COURSE IN SCIENCE BEYOND THE CORE REQUIREMENT**

**D. MUSIC 101, 102 OR ART HISTORY 101, 102**

**E. PHILOSOPHY 201 OR 203**

**F. HUMANITIES 201, 202**

**G. EIGHT ELECTIVES, AT LEAST FOUR OF WHICH MUST BE AT THE 200-LEVEL OR ABOVE**

**TOTAL: 52 CR. HRS.**

**III. MAJOR REQUIREMENTS**

**A. ENGLISH 211, 212 OR ENGLISH 215, 216**

**B. ENGLISH 233**

**C. ENGLISH 271 OR ENGLISH 282**

**D. FIVE ADDITIONAL COURSES IN ENGLISH AT THE 200-LEVEL OR ABOVE**

**TOTAL: 27 CR. HRS.**

**IV. GENERAL DEGREE REQUIREMENTS**

**A. FOUR COURSES IN PHYSICAL EDUCATION, ONE TO BE TAKEN EACH ACADEMIC YEAR**

**B. ONE COURSE IN WORD PROCESSING, TO BE TAKEN IN THE FIRST ACADEMIC YEAR (NO CREDIT AWARDED)**

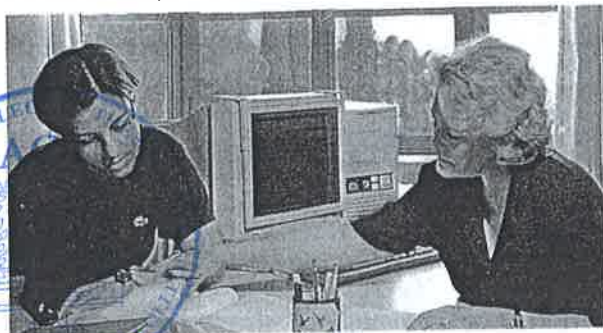
**TOTAL: 4 CR. HRS.**

The BA major in English Language and Literature is designed to provide liberal arts candidates the opportunity to read, analyze, discuss and write extensively about works of British and American literature. Following completion of the four core English courses (101, 102, 103, and 111), all students will take an introduction to literary genres (120) and an advanced prose composition course (202) as preparation for the major proper, which begins in the junior year. Beyond the required surveys of either British or American literature (211, 212 or 215, 216), a course on Shakespeare (233), and either an introductory course on literary criticism (282) or a course on the history of the English language (271), candidates for the English major will select five additional courses from a variety of English electives devoted to individual genres, significant literary periods and movements, literary critical methods, and individual authors and topics.

Students completing the BA with a major in English will be qualified to continue their studies abroad towards a postgraduate degree in English or a closely-related field, as well as to undertake employment requiring highly-developed analytic/synthetic reading, speaking and writing skills in English.

**Total hours required for completion of degree: 126 credit hours.**

In order to receive the BA, the student must have fulfilled all core and other requirements, and have completed 126 credit hours with an overall grade point average (G.P.A.) of 2.0 (C) or better. In addition, candidates must have been in residence at the college during their last four semesters of full-time instruction, and have taken all major requirements at ACT.



## THE BACHELOR OF ARTS DEGREE

### MAJOR IN HISTORY AND INTERNATIONAL RELATIONS

The BA major in History and International Relations has as its goal to give students a solid foundation in both these disciplines. Building upon the core curriculum's requirements in the Social Sciences and Humanities, students will continue to study History (American, Modern European, Balkan, Greek) and Political Science (International Relations, Political Theory, Comparative Politics) throughout their four years of study. A variety of elective offerings in the third and fourth years of the program, whether in History (British, Russian, East Asian), or in disciplines which are contributing significantly to the rapidly-evolving field of International Relations (Anthropology, Sociology, Economics) will allow each student to pursue those areas of particular interest in greater depth.

Graduates from this major will be prepared to pursue post-graduate study in either discipline, as well as in European Studies and Political Science. Other options include communications-related careers such as journalism or translating/ interpreting (for those with a good working knowledge of a third or fourth language), or continuing towards an MBA in International Business.

**Total hours required for completion of degree: 126 credit hours.**

In order to receive the BA, the student must have fulfilled all core and other requirements, and have completed 126 credit hours with an overall grade point average (G.P.A.) of 2.0 (C) or better. In addition, all candidates must have been in residence at the college during their last four semesters of full-time instruction, and have taken all major requirements at ACT.



#### I. CORE REQUIREMENTS

##### A. HUMANITIES

ENGLISH 101, 102, 103, 111  
HISTORY 101, 102  
PHILOSOPHY 101

##### B. SOCIAL SCIENCES

ANTHROPOLOGY 101 OR SOCIOLOGY 101  
ECONOMICS 101  
POLITICAL SCIENCE 101  
PSYCHOLOGY 101

##### C. MATHEMATICS, COMPUTER SCIENCE AND SCIENCE

MATHEMATICS 100  
COMPUTER SCIENCE 101  
BIOLOGY 101 OR CHEMISTRY 101 OR  
PHYSICS 101 OR PHYSIOLOGY 101

**TOTAL: 43 CR. HRS.**

#### II. ADDITIONAL DEGREE REQUIREMENTS

A. ANTHROPOLOGY 101 OR SOCIOLOGY 101,  
WHICHEVER WAS NOT TAKEN TO FULFILL  
THE CORE REQUIREMENT

B. ENGLISH 120, 202

C. MATHEMATICS 109

D. A SECOND COURSE IN SCIENCE BEYOND  
THE CORE REQUIREMENT

E. ONE COURSE IN MUSIC OR ART HISTORY

F. PHILOSOPHY 201 OR 203

G. HUMANITIES 201, 202

H. FIVE ELECTIVES, AT LEAST THREE OF  
WHICH MUST BE AT THE 200-LEVEL OR  
ABOVE

**TOTAL: 43 CR. HRS.**

#### III. MAJOR REQUIREMENTS

A. ECONOMICS 220 OR  
POLITICAL SCIENCE/SOCIOLOGY 220  
ECONOMICS 232

B. EUROPEAN STUDIES 211

C. HISTORY 141, 142, 221, 235

D. HISTORY 231 OR  
POLITICAL SCIENCE/SOCIOLOGY 207

E. POLITICAL SCIENCE 201, 202, 203, 231

**TOTAL: 36 CR. HRS.**

#### IV. GENERAL DEGREE REQUIREMENTS

A. FOUR COURSES IN PHYSICAL EDUCATION,  
ONE TO BE TAKEN EACH ACADEMIC YEAR

B. ONE COURSE IN WORD PROCESSING, TO  
BE TAKEN IN THE FIRST ACADEMIC YEAR  
(NO CREDIT AWARDED)

**TOTAL: 4 CR. HRS.**

MAJOR IN PSYCHOLOGY

I. CORE REQUIREMENTS

A. HUMANITIES

- ENGLISH 101, 102, 103, 111
- HISTORY 101, 102
- PHILOSOPHY 101

B. SOCIAL SCIENCES

- ANTHROPOLOGY 101 OR SOCIOLOGY 101
- ECONOMICS 101
- POLITICAL SCIENCE 101
- PSYCHOLOGY 101

C. MATHEMATICS, COMPUTER SCIENCE AND SCIENCE

- MATHEMATICS 100
- COMPUTER SCIENCE 101
- BIOLOGY 101 OR CHEMISTRY 101 OR PHYSICS 101 OR PHYSIOLOGY

**TOTAL: 43 CR. HRS.**

II. ADDITIONAL DEGREE REQUIREMENTS

- A. ANTHROPOLOGY 101 OR SOCIOLOGY 101, WHICHEVER WAS NOT TAKEN TO FULFILL THE CORE REQUIREMENT
- B. ENGLISH 120, 202
- C. MATHEMATICS 109
- D. A SECOND COURSE IN SCIENCE BEYOND THE CORE REQUIREMENT
- E. A COURSE IN MUSIC OR ART HISTORY
- F. PHILOSOPHY 201, 203
- G. HUMANITIES 201, 202
- H. EIGHT ELECTIVES, AT LEAST FOUR OF WHICH MUST BE AT THE 200-LEVEL OR ABOVE

**TOTAL: 52 CR. HRS.**

III. MAJOR REQUIREMENTS

- A. PSYCHOLOGY COURSES 200, 201, 202, 236, 301, 312
- B. THREE ADDITIONAL COURSES IN PSYCHOLOGY AT THE 200-LEVEL OR ABOVE

**TOTAL: 27 CR. HRS.**

IV. GENERAL DEGREE REQUIREMENTS

- A. FOUR COURSES IN PHYSICAL EDUCATION, ONE TO BE TAKEN EACH ACADEMIC YEAR
- B. ONE COURSE IN WORD PROCESSING, TO BE TAKEN IN THE FIRST ACADEMIC YEAR (NO CREDIT AWARDED)

**TOTAL: 4 CR. HRS.**

The BA major in Psychology offers candidates the opportunity to study each of the major subdisciplines of this important social science at the undergraduate level. Students begin the major in their third year of study, with a required course in psychological research methodology (Psychology 200). Further required courses include Developmental Psychology(201), Personality Theories (202), Biological Psychology (236), Social Psychology (301) and Abnormal Psychology (312), as well as three Psychology electives chosen from a variety of offerings in more specialized and/or advanced subfields of the discipline.

Students completing the BA with a major in Psychology will be qualified to continue their studies towards a postgraduate degree in a number of subdisciplines in the field, or to undertake employment in a position that requires a good understanding of the principles of human motivation and behavior and of the basics of social science data collection, interpretation and application.

**Total hours required for completion of degree: 126 credit hours.**

In order to receive the BA, the student must have fulfilled all core and other requirements, and have completed 126 credit hours with an overall grade point average (G.P.A.) of 2.0 (C) or better. In addition, all candidates must have been in residence at the college during their last four semesters of full-time instruction, and have taken all major requirements at ACT.



## THE BACHELOR OF SCIENCE DEGREE

### MAJOR IN COMPUTER-MANAGEMENT INFORMATION SYSTEMS

The four-year program of study leading to the BS major in Computer-Management Information Systems is designed to provide a solid theoretical and practical education in Computing, with an emphasis on business applications, together with a rigorous Business education, with an emphasis on Management courses. The program also has a strong quantitative component with courses in Mathematics, Statistics and Economics.

Students completing the BS with a major in Computer - Management Information Systems are qualified to continue their studies towards a postgraduate degree both in Computer Science and in Business-related fields. They are also ready to seek job opportunities in the business sector, having acquired the knowledge to design and manage computer-based information systems and use these systems to make effective decisions for their organizations.

Total hours required for completion of degree:  
126 credit hours.

In order to receive the BS, the student must have fulfilled all core and other requirements, and have completed 126 credit hours with an overall grade point average (G.P.A.) of 2.0 (C) or better. In addition, all candidates must have been in residence at the college during their last four semesters of full time instruction, and have taken all concentration requirements at ACT.



#### I. CORE REQUIREMENTS

##### A. HUMANITIES

ENGLISH 101, 102, 103, 111

HISTORY 101, 102

PHILOSOPHY 101

##### B. SOCIAL SCIENCES

ANTHROPOLOGY 101 OR SOCIOLOGY 101

ECONOMICS 101

POLITICAL SCIENCE 101

PSYCHOLOGY 101

##### C. MATHEMATICS, COMPUTER SCIENCE AND SCIENCE

MATHEMATICS 100

COMPUTER SCIENCE 105

BIOLOGY 101 OR CHEMISTRY 101 OR

PHYSICS 101 OR PHYSIOLOGY 101

**TOTAL: 43 CR. HRS.**

#### II. ADDITIONAL DEGREE REQUIREMENTS

A. A SECOND COURSE IN SCIENCE BEYOND THE CORE REQUIREMENT

B. PHILOSOPHY 201

C. THREE ELECTIVES, AT LEAST ONE FROM THE LIBERAL ARTS

**TOTAL: 16 CR. HRS.**

#### III. MAJOR REQUIREMENTS

##### A. COMPUTER SCIENCE COURSES

COMPUTER SCIENCE 106, 205, 215, 305, 312, 405, 412, 422, 499

##### B. BUSINESS ADMINISTRATION COURSES

1. ACCOUNTING 101, 102

2. ECONOMICS 102

3. MANAGEMENT 101, 218, 230, 312, 322

4. MARKETING 101

5. MATHEMATICS 101, 111, 211

**TOTAL: 63 CR. HRS.**

#### IV. GENERAL DEGREE REQUIREMENTS

A. FOUR COURSES IN PHYSICAL EDUCATION, ONE TO BE TAKEN EACH ACADEMIC YEAR

B. ONE COURSE IN WORD PROCESSING, TO BE TAKEN IN THE FIRST ACADEMIC YEAR (NO CREDIT AWARDED)

**TOTAL: 4 CR. HRS.**

MAJOR IN BUSINESS ADMINISTRATION

I. CORE REQUIREMENTS

A. HUMANITIES

- ENGLISH 101, 102, 103, 111
- HISTORY 101, 102
- PHILOSOPHY 101

B. SOCIAL SCIENCES

- ANTHROPOLOGY 101 OR SOCIOLOGY 101
- ECONOMICS 101
- POLITICAL SCIENCE 101
- PSYCHOLOGY 101

C. MATHEMATICS, COMPUTER SCIENCE AND SCIENCE

- MATHEMATICS 100
- COMPUTER SCIENCE 101
- BIOLOGY 101 OR CHEMISTRY 101 OR PHYSICS 101 OR PHYSIOLOGY 101

TOTAL: 43 CR. HRS.

II. ADDITIONAL DEGREE REQUIREMENTS

- A. A SECOND COURSE IN SCIENCE BEYOND THE CORE REQUIREMENT
- B. PHILOSOPHY 201
- C. EUROPEAN STUDIES 211
- D. TWO ADDITIONAL ELECTIVES, AT LEAST ONE FROM LIBERAL ARTS

TOTAL: 16 CR. HRS.

III. MAJOR REQUIREMENTS

- A. MATHEMATICS 101, 111 AND BUSINESS STATISTICS 211
- B. COMPUTER SCIENCE 201
- C. ECONOMICS 102 AND EITHER 203 OR 204
- D. BUSINESS ADMINISTRATION COURSES
  1. ACCOUNTING 101, 102
  2. BUSINESS LAW 240
  3. FINANCE 201, 202
  4. MANAGEMENT 101, 201, 218, 312, 322
  5. MARKETING 101, 201
  6. THREE ELECTIVES IN BUSINESS

TOTAL: 63 CR. HRS.

IV. GENERAL DEGREE REQUIREMENTS

- A. FOUR COURSES IN PHYSICAL EDUCATION, ONE TO BE TAKEN EACH ACADEMIC YEAR
- B. ONE COURSE IN WORD PROCESSING, TO BE TAKEN IN THE FIRST ACADEMIC YEAR (NO CREDIT AWARDED)

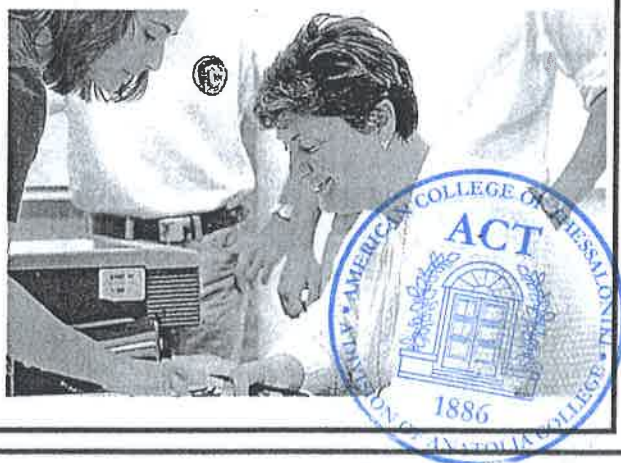
TOTAL: 4 CR. HRS.

The four-year program of study leading to the BS major in Business Administration is designed to provide students with a solid general education in the liberal arts and with more specialized knowledge of the basic fields of study which comprise business education and preprofessional training: Accounting, Economics, Finance, Management and Marketing. Instruction is also provided in a number of ancillary fields, including Computer Science, Organizational Behavior, Law, and Statistics. Specialized training begins in the second year, when approximately forty percent of course work is devoted to business courses, and continues during the third and fourth years, with approximately eighty percent of course work devoted to business studies.

The goal of the program is twofold: to prepare students to enter the private business sector immediately upon graduation, and to enable those students who wish to continue their studies to enter post-graduate programs at reputable institutions abroad.

Total hours required for completion of degree: 126 credit hours.

In order to receive the BS, the student must have fulfilled all core and other requirements, and have completed 126 credit hours with an overall grade point average (G.P.A.) of 2.0 (C) or better. In addition, all candidates must have been in residence at the College during their last four semesters of full-time instruction, and have taken all major requirements at ACT.



## THE BACHELOR OF SCIENCE DEGREE

### MAJOR IN BUSINESS ADMINISTRATION

#### MINOR IN EUROPEAN BUSINESS STUDIES

This combined program of study supplements the Business Administration curriculum with more concentrated knowledge about the European environment in which Greek companies operate. The degree is based on the required courses for the Bachelor of Science Degree in Business Administration, plus six more specialized courses. In these additional courses, students are introduced to the background and functions of the European Union, particularly in the areas of Management, Trade, and Finance in the integrated European economic area.

Students completing the BS in Business Administration and European Business Studies are eligible for employment in local firms with substantial international dealings, or may undertake advanced studies at institutions abroad.

**Total hours required for completion of degree:  
126 credit hours.**

In order to receive the BS, the student must have fulfilled all core and other requirements, and have completed 126 credit hours with an overall grade point average (G.P.A.) of 2.0 (C) or better. In addition, all candidates must have been in residence at the College during their last four semesters of full-time instruction, and have taken all major requirements at ACT.



#### I. CORE REQUIREMENTS

##### A. HUMANITIES

ENGLISH 101, 102, 103, 111  
HISTORY 101, 102  
PHILOSOPHY 101

##### B. SOCIAL SCIENCES

ANTHROPOLOGY 101 OR SOCIOLOGY 101  
ECONOMICS 101  
POLITICAL SCIENCE 101  
PSYCHOLOGY 101

##### C. MATHEMATICS, COMPUTER SCIENCE AND SCIENCE

MATHEMATICS 100  
COMPUTER SCIENCE 101  
BIOLOGY 101 OR CHEMISTRY 101 OR  
PHYSICS 101 OR PHYSIOLOGY 101

**TOTAL: 43 CR. HRS.**

#### II. ADDITIONAL DEGREE REQUIREMENTS

##### A. A SECOND COURSE IN SCIENCE

BEYOND THE CORE REQUIREMENT

##### B. PHILOSOPHY 201

##### C. ONE ELECTIVE COURSE

**TOTAL: 10 CR. HRS.**

#### III. MAJOR REQUIREMENTS

##### A. MATHEMATICS 101, 111, 211

##### B. COMPUTER SCIENCE 201

##### C. ECONOMICS 102 AND EITHER 203 OR 204

##### D. BUSINESS ADMINISTRATION COURSES

1. ACCOUNTING 101, 102
2. FINANCE 201, 202
3. MANAGEMENT 101, 312, 322
4. MARKETING 101, 201

#### IV. MINOR REQUIREMENTS

##### A. BUSINESS LAW 242

##### B. EUROPEAN STUDIES 211, 212, 222

##### C. FINANCE 232

##### D. HISTORY 221

##### E. MANAGEMENT 218, 250

**TOTAL: 69 CR. HRS.**

#### IV. GENERAL DEGREE REQUIREMENTS

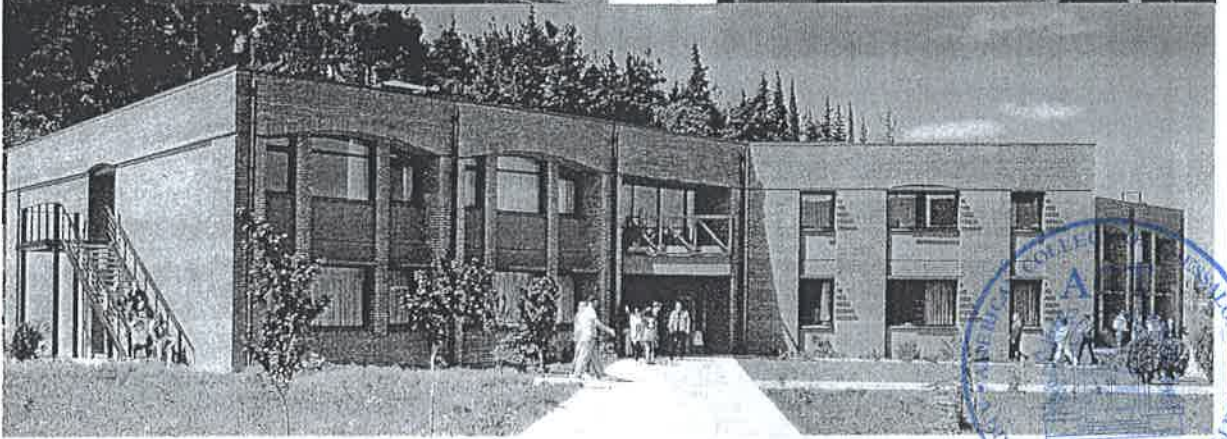
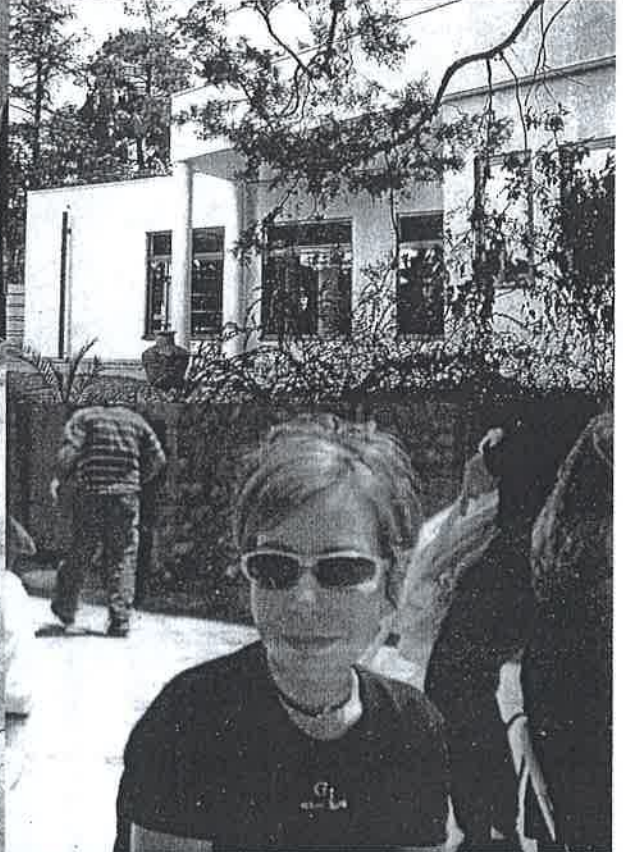
##### A. FOUR COURSES IN PHYSICAL EDUCATION, ONE TO BE TAKEN EACH ACADEMIC YEAR

##### B. ONE COURSE IN WORD PROCESSING, TO BE TAKEN IN THE FIRST ACADEMIC YEAR

(NO CREDIT AWARDED)

**TOTAL: 4 CR. HRS.**







AMERICAN  
1866  
UNION OF ANATOLIA

# COURSE DESCRIPTIONS

## LIBERAL ARTS

### HUMANITIES

#### ART 101: STUDIO ART I

This is a practical art course in which skills in drawing, the use of color, and 3D creation will be developed. No previous experience is required. Students are encouraged to extend their visual "vocabulary" by referring to as much printed material (art books, reproductions) as they can find. *(Fall, Spring)*

#### ART 201: STUDIO ART II

This course continues with the development and refinement of skills acquired in Art 101. Emphasis is placed upon observation drawing as providing primary source material and the formal inspiration for subsequent artistic reconstructions. The course also aims to place the experience of artistic representation in a wider context. Does the way we see things with our eyes fit with the construct we have of them in our minds? What relation does the art object maintain with its referent? Does it function like writing, as a system of signs, or does it represent reality in other ways? Such questions are approached through artistic practice, through the media of paint, ink and clay, rather than through philosophical or historical enquiry. Prereq: Art 101 or permission of instructor. *(OD\*)*

#### HISTORY OF ART 101:

##### SURVEY OF WESTERN ART I

This course offers a historical examination of art and architecture from prehistoric times to the Renaissance; relationships of artistic styles to social and cultural developments; changing interpretations of artistic worth. *(Fall)*

#### HISTORY OF ART 102:

##### SURVEY OF WESTERN ART II

Following History of Art 101, this course continues the historical examination of art and architecture from the Renaissance to the modern period and examines the development of the major art forms. *(Spring)*

#### HISTORY OF ART 201:

##### MODERN ART AND ARCHITECTURE

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: History of Art 102. *(OD)*

#### HISTORY OF ART 220:

##### ANCIENT GREEK ART AND ARCHITECTURE

A survey of Ancient Greek Art and Architecture from the Early Iron Age through the Hellenistic Age. Following an introduction to the nature of art, its various possible 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 its defining stylistic features, and to representative works in each of the genres (sculpture, painting, architecture, the minor arts). Prereq: History of Art 101. *(OD)*

#### HISTORY OF ART 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 century, 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: History of Art 101. *(Fall)*



### HISTORY OF ART 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 artistic form of 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 History 102. (OD)

### ENGLISH 101:

#### COMPOSITION I

This course reviews the basic principles of composition and introduces the major rhetorical modes of narration, description and exposition through discussion of theory, examination of model essays, and writing practice in each mode. Students are led in graded steps from paragraph-writing to short-essay writing. Particular attention is given to the correct use of grammar, syntax, diction, and organizational patterns. (Fall, Spring)

### ENGLISH 102:

#### COMPOSITION II

This course serves as a continuation of English 101 by building upon and enhancing fundamental writing skills. The specific emphasis of the course is on persuasive and argumentative writing. Students are introduced to the techniques and skills required for writing research papers (including library research, source collection, note-taking, outlining, and documentation format). In addition to essay assignments, students write a guided 1500 word paper, as well as a 2500-word paper on a topic selected in consultation with the instructor. Prereq: English 101. (Fall, Spring)

### ENGLISH 103:

#### CLASSIC AND CONTEMPORARY ESSAYS - A CRITICAL APPRECIATION

This is an advanced prose reading and writing course which exposes students to a wide variety of themes and writing styles as represented in model essays by some of the finest prose writers. The course aims to improve students' reading, thinking, and composition skills through a critical analysis of classic and contemporary essays. Students submit regular essay assignments, incorporating techniques used by the writers studied; they also write one 2000-word report on a book chosen, in consultation with the instructor, from the fields of political science, economics, and other social sciences. Prereq: English 102. (Fall, Spring)

### ENGLISH 111: SPEECH

An introductory course in oral communication designed to develop the following skills: organizing content; supporting ideas with reliable sources; presenting content in a compelling manner; critically examining communication in and out of the classroom; recognizing how to apply speech skills in daily life; and projecting confidence by mastering anxiety in actual speaking situations. All students are required to give six in-class speeches and to keep a communication journal. Prereq: English 102. (Fall, Spring)

### ENGLISH 120:

#### INTRODUCTION TO LITERATURE

This course introduces students to the literary genres of fiction, poetry, and drama, and to the critical concepts and problems involved in interpretation. Through analysis of a selection of classic literary texts, the course aims to stimulate in students a critical appreciation of literature, and to demonstrate the relevancy of literature to life. Students will be required to submit two term papers on works representative of two different literary genres. Prereq: English 103. (Fall, Spring)

### ENGLISH 202: ADVANCED COMPOSITION

This advanced-level prose writing course focuses on rhetorical devices--elements of language, style, and format--which appropriately accompany critical analysis in the humanities and social sciences (such as the rhetoric of literature and philosophy, of political inquiry, of social psychology, of interdisciplinarity, etc.) Students become familiar with MLA, APA, and other relevant standards of format, and present papers in the formats required by their chosen areas of study.

Prereq: English 103. (Fall)

### ENGLISH 211: A SURVEY OF BRITISH LITERATURE - PART I

This course adopts a historical approach to literature and introduces the major phases of British literature through the ages. In its first part, it covers the period from the Middle Ages to the Restoration and the Eighteenth century. Analyses of the relevant political, economic, religious and social concerns of each era serve as the background against which seminal literary works and movements are studied. In addition to familiarizing students with classic texts, the course also aims to teach students how to trace literary influences and discuss the evolution of literary genres and modes, such as the epic, the heroic, the lyric, etc. Prereq: English 120. (Fall 1999)

### ENGLISH 212: A SURVEY OF BRITISH LITERATURE-PART II

A continuation of English 211, this course focuses on three later literary periods: the Romantics, the Victorian Age and the Twentieth century. Each period is examined through carefully selected representative writers and their works. Contextualized analyses of critical essays, poems, and prose pieces aim to help students explore the interface of literature and society and to provide them the tools for comparative literary study. Students will be expected to recognize and justify literary trends and modes, to identify literary and social allusions, and to discuss a text as both a historical and a literary product. Prereq: English 120, 211. (Spring 2000)

### ENGLISH 215: A SURVEY OF AMERICAN LITERATURE-PART I

This survey course focuses on selected works of American literature representative of the Colonial through the Romantic periods, terminating with the poetry of Walt Whitman. A selection of poems, essays, sermons, and prose pieces are considered in terms of their intrinsic value, as well as in their relation to major historical episodes in American history. The intellectual and artistic evolution of American literature from its Colonial origins will be considered in the course. Prereq: English 120. (Fall 2000)

### ENGLISH 216: A SURVEY OF AMERICAN LITERATURE-PART II

This survey course considers major American authors beginning with writers of Realism in the late 19th century and continuing through the twentieth century. Selected pieces of poetry, fiction, and drama are studied and evaluated in terms of their intrinsic artistic value and in relation to historical landmarks of American and world history. The artistic and intellectual evolution of American literature during this span of history will be considered in the course. Prereq: English 120, 215. (Spring 2001)

### ENGLISH 221: THE SHORT STORY

Following a brief survey of antecedent genres, this course focuses on in-depth critical reading and writing about short fiction written between the mid-nineteenth and mid-twentieth centuries. Representative stories by major practitioners, including Hawthorne, James, Maupassant, Chekhov, Joyce, Woolf, Lawrence, Hemingway, Mansfield, Welty, McCullers, and Flannery O'Connor, are examined from the viewpoint of tradition and innovation in the genre, and with respect to the standard elements of short fiction--plot, character, and theme. Critical approaches employed for analysis include close reading and structuralism. Prereq: English 120. (OB)

### ENGLISH 222:

#### BRITISH ROMANTIC POETRY

Students in this course will examine in depth the works of the major British Romantic poets (Blake, Wordsworth, Coleridge, Byron, Shelley, Keats) as well as work by lesser-known writers (Scott, Lamb, Hazlitt, Leigh Hunt, and Thomas Moore), as they explore the transcendent quality of the Romantic Movement. Spanning the period between 1800 and 1830, Romantic poetry belongs to the literature of the transitional period, which was affected by political revolutions in American and France, and by the Industrial Revolution in England. Traditionally considered a reaction to the Neoclassical literature of the previous century, it is concerned with the distant and past, while striving to express the concrete and familiar. Prereq: English 120. (Fall 1999)

### ENGLISH 223:

#### MODERN AMERICAN POETRY

This course begins with a study of three seminal 19th century literary figures: Ralph Waldo Emerson, Walt Whitman, and Emily Dickinson. It then goes on to consider how the philosophical, thematic, and stylistic emphases of these three figures--Emerson's philosophical outlook, Whitman's celebration of the American spirit and values, and Dickinson's probings of the soul--gave rise to and shaped the distinctive trends and voices of twentieth century American poetry. In depth, attention is given to significant poetic elements, such as voice, diction, imagery, symbolism, rhyme, rhythm, and meter. Prereq: English 120. (Spring 2000)

### ENGLISH 225:

#### TWENTIETH CENTURY THEATER

The aim of this course is to introduce students to the major modernist and postmodernist trends of twentieth century drama. Through study of representative plays by European and American playwrights, including Shaw, Brecht, Williams, Beckett, Genet and others, the class will explore the transition from late nineteenth century naturalism to the various forms of twentieth century experiential drama. While the emphasis is on drama as literature, attention is also devoted to the development of acting, directing, designing and staging techniques which have influenced playwrights during the present century. Prereq: English 120. (OD)

### ENGLISH 227: THE NOVELLA

A course devoted to the close reading and analysis of representative examples of this important mixed genre, which combines the artistry of language to be found in short stories with the thematic depth characteristic of the novel. Each text will be read, analyzed and discussed/interpreted with the assistance of secondary sources selected from among a variety of literary-critical interpretative perspectives. Prereq: English 120. (Fall 1999)

### ENGLISH 233: SHAKESPEARE

The purpose of this course is to familiarize students with Shakespeare's language, style, and ideas through a close analysis of certain of his plays. The texts will be studied in relation to the Elizabethan period and its drama, with particular emphasis given to the plays as performance texts. The course will be supplemented by audio-visual material. Prereq: English 120, 211. (Spring)



**ENGLISH 255:****AMERICAN REALISM AND NATURALISM**

This course seeks to familiarize students with the American novel of the realistic-naturalistic tradition (1880-1940). Close textual analysis will be combined with discussion of the historical-social framework, as well as the aesthetic-artistic perspectives informing novels by Clemens, James, Howells, Dreiser, Norris, and Wright. The conflicting allegiances to 'realism' will be revealed in light of these novels' representation of the urban experience, which is colored by social and psychological realism as well as determinism. Prereq: English 120. (OD)

**ENGLISH 258:****THE BRITISH NOVEL SINCE THE 1950'S**

The course examines the development of the British novel in the second half of the twentieth century through the study of selected texts chosen to expose diverse narrative trends. Focusing on the "old" and "younger" generations of novelists, such as Graham Greene, Iris Murdoch, Kingsley Amis, Angela Carter and others, the course aims to familiarize students with both the conventions and the innovations of the novel as practiced in the time-period specified. In particular, a close reading of the novels themselves and a concurrent study of secondary literary and cultural material, will enable students to critically discuss the narrative practices of realism, magic-realism and experimental fiction. As the course involves recent literary developments, it is expected that students relate literary to contemporary social concerns. Prereq: English 120. (OD)

**ENGLISH 261/MANAGEMENT 261:****INTERACTIVE SPEAKING**

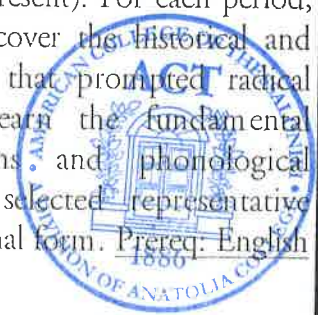
This advanced performance course will increase students' understanding of the following communication modes/techniques: group discussion and collaborative decision-making, interviewing techniques, intercultural communication, organizing and outlining, use non-verbal communication and audio-visual aids. Communication analysis and evaluation through critical listening is also focused on. Prereq: English 111. (Fall)

**ENGLISH 262/MANAGEMENT 262:****BUSINESS COMMUNICATION**

This course provides intensive instruction in the techniques, skills and various strategies necessary to produce effective business communication. It is designed to foster skills in writing routine and specialized business letters and memos as well as short and long reports. The course informs and drills students on principles of appropriate business prose and style. It addresses particular topics such as prewriting, organization, paragraph development, syntax, diction, mechanics, editing, format and delivery as they apply to both written and oral business communications. Prereq: English 103, 111. (Spring)

**ENGLISH 271:****HISTORY OF THE ENGLISH LANGUAGE**

The scope of this course is both historical and linguistic. It begins with an overview of the Indo-European group of languages, including theories about the origin and dispersion of the "mother tongue" and a discussion of phonetic differences between the "sister languages". Then, it focuses on the three distinct periods of English: Old (449-1066), Middle (1066-1500) and Modern (1500-present). For each period, the students will discover the historical and social circumstances that prompted radical linguistic change, learn the fundamental grammatical patterns and phonological features, and read selected representative passages in their original form. Prereq: English 120. (Fall)



### ENGLISH 273:

#### INTRODUCTION TO LINGUISTICS

This course exposes students to a survey of the system of the English language and its varieties. Sounds and sound-patterns (phonetics and phonology), words and word-formation (morphology), sentence structure (syntax) and meaning (semantics/pragmatics) are each considered in turn. Methods and terminology employed to describe linguistic levels will reflect recent trends in linguistics. Prereq: English 103, junior status. (Fall)

### ENGLISH 276:

#### ENGLISH TEACHING METHODOLOGY

This course provides students with a comprehensive overview of the theoretical foundations of foreign language teaching, and lays the groundwork for a fuller understanding of methods and techniques. The course is designed to lead towards a holistic understanding of the teaching-learning process in order that the student may construct a personalized rationale, or theory, of second language acquisition. Together with its theoretical orientation, the course also attempts to bridge the gap between theory and practice through a review of different perspectives on theories, methods, and activities. Students will come to understand major differences in approaches as well as the various options these approaches provide to foreign language teaching so that they can tailor these to the needs and interests of prospective students. Prereq: English 273. (Spring 2000)

### ENGLISH 278: LIVING LANGUAGE

This course, which includes substantial reading and writing components, focuses on the relation between language and thought and its various controversies. Serving as a continuation to previous linguistic courses, it looks at the social and cultural aspects of language by focusing on the state of the American language: is our language changing or declining, and if so, why? Through readings that serve as models for composition and through writing where

students explore their own views, the course aims to provide students a better understanding of: how language works; how it reflects social trends, cultural controversies, and political power; how it reconstructs the world around us, and how it can be used to lead, mislead, and even manipulate. Prereq: English 273, junior status. (Spring 2000)

### ENGLISH 282:

#### HISTORY OF LITERARY CRITICISM

This course examines representative theories of literary criticism from antiquity to the present. The four traditional classifications of art theory - the mimetic, the pragmatic, the expressive, and the objective - are considered in relationship to literature, and in juxtaposition to those twentieth century theories of interpretation which have emerged out of the philosophies of phenomenology, hermeneutics, structuralism and post-structuralism. Prereq: English 120, 202. (Spring)

### ENGLISH 311:

#### ENGLISH LITERATURE TO 1500

This course offers an in-depth examination of the earliest literature of England. Readings include translations of the epic and lyric poetry of the Anglo-Saxons (*Beowulf*, *Seafarer*, *Wanderer*, *Dream of the Rood*); the Medieval poems *Piers Plowman*, *Sir Gawain and the Green Knight*, and *Pearl* in modern translations, and excerpts from Chaucer's *The Canterbury Tales* and Malory's *Morte Darthur* in both the original Middle English and modern translation. Each work is considered in the light of the cultural, intellectual, religious and literary conventions of its time. Prereq: English 202, English 211 or 271. (OD)





**ENGLISH 315: BRITISH LITERATURE FROM THE RESTORATION THROUGH THE EIGHTEENTH CENTURY**

Designed as a survey of British literature from the 1600's through the 1790's, this course will proceed chronologically through four more specific period divisions: The Restoration and late 17th century, the "Augustan" age (1700-1745), the "Age of Johnson" (1745-1784), and the late 18th century. Readings will include selections (poems, essays, excerpts from longer prose texts) from the works of Dryden, Rochester, Locke, Addison, Defoe, Pope, Swift, Gay. Fielding, Johnson, Boswell, Gibbon, Goldsmith, Burke, Burns, and others. Longer texts assigned in the first half of the semester include Gay's *Beggar's Opera* and Swift's *Gulliver's Travels*; the reading of Fielding's *Tom Jones* in its entirety over the second half will illustrate the emergence of the novel as an important genre and link it to other developments in 18th-century literature. Lectures and discussions will focus on the literature's historical context, examining the relevance of contemporary events and issues to specific works while recurrently considering certain notable tendencies in the literature itself--the prescriptive formulation of new genres and of a distinct poetic diction, the prevalence of irony and satire, the vogues for formal "imitation" and burlesques of classical texts and genres--as reflections of the period's conflicting allegiances to an inherited neoclassicism in its artistic principles and an ascendant empiricism in its philosophical outlook. Late 18th-century readings will focus on the French Revolution. Prereq: English 202, English 211 or 215. (OD)

**ENGLISH 388/HUMANITIES 388: COMPARATIVE LITERATURE**

This course seeks to acquaint students with literary study which transcends national-linguistic boundaries in its examination of thematic-textual relations extending beyond the confines of particular national traditions. In the context of studying common elements among literatures, relations between literature and other areas of knowledge, such as philosophy and psychology, are also brought to light. Writers will be studied in translation from French, Italian, Spanish, German and Russian, representing the major literary movements of Romanticism, Realism-Naturalism, Symbolism, and Modernism. Among those writers to be considered will be Baudelaire, Rilke, Lorca, Zola, and Akhmatova. Prereq: English 120, English 202, senior status. (Spring 2000)

**ENGLISH 396: LITERATURE AND CULTURE--THE MARKET FOR BOOKS**

The goal of this course is to alert students to the mechanics of literary production: to the plethora of forces making a book available, promoting it to a best-seller, or silencing it. It focuses on socio-economic issues pertaining to the production and consumption of literature by considering a number of sociological, Marxist, reader-reception and cultural theorists. Topics addressed include literary trends, the media and reviewing practices, gender and reader attitudes, the shaping of literary canons, as well as the changing market conditions for literature. Writers whose work and careers are especially revealing of the above are approached as case studies. Prereq: English 120, English 202. (OD)



**GREEK 101:****BEGINNING MODERN GREEK**

The aim of the course is to develop the students' familiarity with oral and written language 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 corresponds to basic social needs for an environment where Greek is spoken. *(Fall, Spring)*

**GREEK 102:****INTERMEDIATE MODERN GREEK**

This course is designed to further develop the 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 simple social topics. Prereq: Greek 101, or equivalent. *(Fall, Spring)*

**HISTORY 101:****SURVEY OF WORLD HISTORY I**

A survey of the principal developments in the major civilizations throughout the world, from the Neolithic Revolution to the Italian Renaissance. Primary focus will be on China, India, Mesopotamia and the Mediterranean basin, sub-Saharan Africa, northern Europe, and pre-Columbian Central America. Coverage will be chronological, thematic, and comparative. *(Fall, Spring)*

**HISTORY 102:****SURVEY OF WORLD HISTORY II**

A continuation of History 101 which takes the study of the world's major civilizations from the voyages of Columbus to the present day. Emphasis is placed on the evolution of a modern world system. Students will also be introduced to some of the basic contemporary theoretical concerns related to the study of world history. Prereq: History 101. *(Fall, Spring)*

**HISTORY 141:****SURVEY OF AMERICAN HISTORY I**

This course begins by examining the developments of various Native American Civilizations just prior to the European arrival and colonization and concludes with the American Civil War. Other topics addressed include colonial society, the roots of revolution, the pillars of a democratic ideology, continental expansion and the issue of slavery. Throughout the course stress will also be placed on the social and cultural dimensions of the American experience. *(Fall)*

**HISTORY 142:****SURVEY OF AMERICAN HISTORY II**

A continuation of History 141, this course commences with the Reconstruction and concludes with the Vietnam War and the era of the 1960s. Other topics for focus include industrialization, Progressivism, World War I, the Twenties, the New Deal, the Cold War and the struggle for civil rights. Throughout the course stress will also be placed on the social and cultural dimensions of the American experience. Prereq: History 141. *(Spring)*

**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 c. 1500 to the present. A variety of evidence, from legal documents to art and literature, will be examined. Students are also introduced to contemporary theoretical developments in the larger field of women's studies. Prereq: History 102. *(OD)*



### HISTORY 221: EUROPE AND THE WORLD IN THE TWENTIETH CENTURY

This course examines the major events of recent European history within the context of global developments. Major topics considered include European society at the turn of the century, the origins of World War I and its aftermath, the Russian Revolution and the rise of totalitarianism in Europe, the Great Depression, the Second World War, decolonization, the Cold War, the rebirth of Europe and European integration, postwar European society, and the collapse of communism in Eastern Europe and Russia. Prereq: History 102. (Fall, Spring)

### HISTORY 229: IMPERIAL RUSSIA AND THE SOVIET UNION

This course examines major features of Russian history, focusing on the period from the reign of Peter the Great (1682-1725) to the present. The major topics considered in the course include the origins and development of Kievan Rus and Muscovite Russia, the age of Peter the Great, the growth of empire, Russian economy and society in the 19th century, World War I, the Bolshevik Revolution, Leninism and Stalinism, World War II, the Cold War, Soviet society and its critics, the collapse of the Soviet Union, and the emergence of the Russian Federation. Prereq: History 102. (OD)

### 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. Attention will be given to topics involving civilization, theological controversy, and the relations of the Empire with the Arabs, Slavs, and Western Europeans. Prereq: History 101. (Fall)

### HISTORY 231: MODERN GREEK HISTORY

This course examines themes of Greece's recent past such as nationalism, modernization, economic development, constitutional government, territorial expansion, foreign

intervention and others. 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. Prereq: History 102. (Spring)

### HISTORY 235: SOUTHEASTERN EUROPE

Designed as a general survey of the Balkans from 1500-1989, this course begins with a description of Ottoman institutions, methods of government, and specific patterns of social stratification, followed by an overview of the constitutions of local nation-states during the 19th and 20th centuries. The major topics under consideration include: causes of Ottoman decline; the rise of nationalism in the Balkans; the role of the local nation-states as instruments of Europeanization; the shifting fortunes of Eastern Orthodox Christians under Ottoman rule; attempts by local nation-states to modernize, and the effects of the Cold War in this region. Prereq: History 102. (Spring 2000)

### HISTORY 241: ENCOUNTERS IN THE NEW WORLD

This course investigates a variety of themes relating to the history of the Americas. First, students are exposed to the main currents of pre-Columbian civilizations and societies in the western hemisphere. Second, the European arrival, settlement, and penetration of the New World are analyzed by focusing on the impact this process had on the native populations. Examination of personal accounts and narratives of the indigenous peoples, Europeans, and later, Americans, serve to illustrate the encounter experience in the New World. Prereq: History 102, 141. (OD)



### HISTORY 248: AN INTELLECTUAL AND CULTURAL HISTORY OF AMERICA

This course investigates the main currents and trends of American intellectual thought while tracing the cultural and social developments of the periods in question. The scope of the course extends from the world of the seventeenth-century Puritans to America during the 1960's. Such themes as the development of an American ideology and the creation of a national identity are also explored. Prereq: History 102, 141. (OD\*)

### HISTORY 257: MODERN BRITAIN

This course examines the major events in recent British history, focusing on the period from the "Glorious Revolution" of 1688-89 to the present. The major topics covered include the Glorious Revolution and its aftermath, colonization and expansion, the rise of Parliament, 18th century society and economy, political and social reform, Britain as a European power, Imperial Britain, World War I, World War II and its aftermath, and postwar politics and society. Prereq: History 102. (OD)

### HISTORY 264: MODERN EAST ASIA

The purpose of this course is to study the processes by which the major East Asian states developed into their characteristic modern forms. Primary emphasis will be placed on Japan and China, with added consideration of the lesser Pacific Rim states and cities. Relations between East Asian states and the larger world will also be examined. Prereq: History 102. (OD)

### HISTORY 312: THE RENAISSANCE

This course considers both the Italian and northern European Renaissance through the lenses of political and cultural history, including art and architecture, literature and philosophy, music and dance, festivals and processions. Particular emphasis is given to four key figures: Michelangelo, Machiavelli, Erasmus, and Elizabeth I. Discussion will also be devoted to some of the ways in which our understanding

of the Renaissance as well as our specific interests in the period, have changed from the time of Voltaire to the present. Prereq: History 102. (OD)

### HISTORY 321: INTER-WAR EUROPE: THE PRELUDE TO WORLD WAR II

This course examines the history of Europe from the end of World War I to the outbreak of World War II. Financial as well as sociopolitical events, including the economic crisis of 1929, the development of pacifist and social protest movements, and the emergence of totalitarian states are analyzed. Consideration is also given to artistic trends and ideological currents, and to their relation with the contemporary social background. Prereq: History 221. (OD)

### HUMANITIES 201: GREAT TEXTS FROM THE ANCIENT WORLD TO THE CHRISTIAN WORLD

This course examines canonical texts in poetry, history and philosophy from the Western Tradition starting with the Bible and extending through *The Divine Comedy*. The thematic focus of the course is the different and changing conceptions of truth, love and the virtues in the Judaeo-Christian and Classical Greek and Roman tradition and their reception and influence on Western Europe after the fall of Rome and before the fall of Constantinople. Prereq: English 120, History 101. (Fall)

### HUMANITIES 202: GREAT TEXTS FROM THE MEDIEVAL WORLD TO THE MODERN WORLD

The course examines canonical texts in poetry, history, and philosophy from the Western Tradition to the Renaissance through the mid-twentieth century. The thematic foci of the course are the changing conceptions of humanity and humanism and attitudes towards the role of the "Ancients" in a humanistic education. Prereq: English 120, History 102. (Spring)

180D: On Demand

### HUMANITIES 220/PHILOSOPHY 220: HISTORY OF ANCIENT GREEK PHILOSOPHY

This course aims at examining the conceptional origins of Ancient Greek civilization. We will study early Greek literature, art and philosophy, establish its main traits, compare it with the correspondent expressive forms of other contemporary people (Babylonians, Egyptians, Sumerians), and discuss the relations between the early Greek civilization and the other Mediterranean civilizations. Prereq: Philosophy 101, History 101. (OD)

### HUMANITIES 224: MODERN APPROACHES TO GREEK MYTHOLOGY

The aim of this course is to introduce students to modern interpretative approaches to the mythical corpus of Ancient Greece using recent methodologies from such disciplines as psychoanalysis, social anthropology, and historical psychology. Thus, myths can be seen not as incomplete means of explaining obscure phenomena used by primitive societies, but as sophisticated products of the human psyche, which remains unchanged, and can be revealed through the function of dreams and myths. Moreover, according to Levi-Strauss, myths remain structurally similar in all societies at all times, reflecting the manner in which the human mind works. In short, a mythical corpus, after being scrutinized, can be seen as a complex system of communication and preservation of knowledge in ancient societies. Prereq: Junior status. (OD)

### HUMANITIES 388/ENGLISH 388: COMPARATIVE LITERATURE

This course seeks to acquaint students with literary study which transcends national-linguistic boundaries in its examination of thematic-textual relations extending beyond the confines of particular national traditions. In the context of studying common elements among literatures, relations between literature and other areas of knowledge, such as philosophy and psychology, are also brought to light. Writers will be studied in translation from French, Italian, Spanish, German and

Russian, representing the major literary movements of Romanticism, Realism-Naturalism, Symbolism, and Modernism. Among those writers to be considered will be Baudelaire, Rilke, Lorca, Zola, and Akhmatova. Prereq: English 120, English 202, senior status. (Spring 2000)

### MUSIC 101: MUSIC APPRECIATION

A course in learning how to listen to music attentively. Students are taught to follow what they hear, to discern meanings, and to reflect upon these. The course also examines the interaction of music with its social, cultural and historical contexts, and explores what music signifies both to its creators and to its listeners. (Fall)

### MUSIC 102: SURVEY OF MUSIC HISTORY

An exploration of various musical styles and genres in the history of music. The course expands the range of musical types students are exposed to in Music 101, refines student skills in listening, and takes into consideration in analysis and discussion fundamentals of music such as basic theory. (Spring)

### MUSIC 201: MUSICAL STYLES AND GENRES

This course expands the range of music surveyed in Music 101, by broadening students' perspectives about how one listens to music, and the fundamentals of music appreciation, including meter/ rhythm, timbre, and textures, as well as the more abstract concepts of melody, harmony, tonality and form. One of the main goals is to present the broad historical themes and principles at work in the period from 1750 to the present, including Western and American music. Prereq: Music 101. (Fall)



## MUSIC 202: MUSIC AND DANCE

This course is designed to identify and examine both the relationship between music and dance and the basic issues of dance aesthetics, those which revolve around questions and problems that arise when one considers the art of dance in a sustained and rigorous manner. These include, among others, questions about the underlying nature of dance, its unique properties and qualities, the ways in which movement conveys meaning, and the relationship of dance to the other arts. *(Spring)*

## MUSIC 299: THEORY AND PRACTICE OF CHORAL MUSIC

Designed to serve the needs of both music lovers as well as advanced students in music who are interested in choral work, this course includes both theory (choral traditions in music history, styles of composition, and of performance), and choral workshops based on a number of short selected masterpieces. These excerpts are studied stylistically both through listening and practice, as students are encouraged to participate in small ensembles, either singing or conducting. Prereq: Permission of instructor. *(OD)*

## PHILOSOPHY 101: INTRODUCTION TO PHILOSOPHY AND CRITICAL REASONING

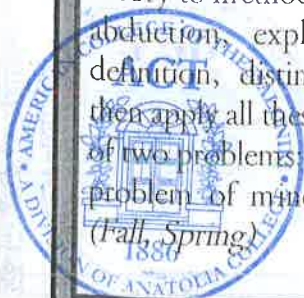
The primary aim of this course is to train students in the skills required for critical analysis of discourse. Its secondary aim is to apply these critical analytic skills to the activity of philosophizing. Accordingly, the course is divided into two parts. In the first, the main concern is with the 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. *(Fall, Spring)*

## PHILOSOPHY 201: BUSINESS ETHICS

This course is designed to encourage students to further their critical skills through the analysis of ethical problems in the business environment. They are introduced to the structure of ethical problems within corporations, the relation of corporations with one another, and the relation of corporations to the society at large. The problem of "What shall I do?" is discussed from the standpoint of moral obligation (Kant), the consequences of one's actions (Utilitarianism), and personal virtue (Aristotle). A portion of the course is devoted to discussion of some of the meta-ethical issues involved in justifying and generalizing one's ethical judgment; among the problems considered in this respect is that of moral relativism. Discussion is focused on case studies in business ethics. Prereq: Philosophy 101. *(Fall, Spring)*

## 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. Prereq: Philosophy 101. *(Fall, Spring)*



## PHILOSOPHY 205:

### EXISTENTIALISM AND LITERATURE

This course aims to introduce students to existential philosophy; it will pursue such themes as existence over essence, nihilism, ethical relativism, resolute authenticity, and self-expression through acceptance of meaninglessness in life. The major tenets of this philosophical stance are explored through close reading of the following works: selections from Pindar's *Odes*, Augustine's *Confessions*, and Nietzsche's *Zarathustra*; Kierkegaard's *Fear and Trembling*, Camus' *The Fall*, Sartre's *Nausea*, Dostoevsky's *Notes from the Underground*, Duras' *The Ravishing of Lol Stein*, and Joan Didion's *Play It As It Lays*. Prereq: Philosophy 101. (OD)

## PHILOSOPHY 234/PSYCHOLOGY 234:

### INTRODUCTION TO COGNITIVE SCIENCE

One of the most important intellectual developments of the past few decades has been the birth of an exciting new interdisciplinary field called cognitive science. Researchers in psychology, linguistics, computer science, philosophy and neuroscience realized that they were asking many of the same questions about the nature of the human mind and that they had developed complementary and potentially synergistic methods of investigation. The word cognitive refers to perceiving and knowing. Thus, cognitive science is the science of mind. Cognitive scientists, employing remarkably diverse research methods, seek to understand perceiving, thinking, remembering, understanding language, learning, and other mental phenomena. Cognitive science is best conceived of as a broad interdisciplinary field that draws primarily on psychology, philosophy, linguistics, artificial intelligence, and neuroscience. These disciplines are to some extent distinct in their methods, theories and results, yet they are strikingly unified by the convergence of their core questions and by the emergence in each of them of a computational, or information processing, view. This course

will maintain a consistent computational viewpoint, while recognizing the distinctive contribution of each of the disciplines. Prereq: Philosophy 101, Psychology 101, Comp. Sc. 101. (OD)

## PHILOSOPHY/POLITICAL SCIENCE 303:

### POLITICAL PHILOSOPHY

This course, designed to expand students' analytical and critical use of philosophical knowledge, will focus on "agonal politics," and will entail reviewing literature from political philosophy in order to highlight the incommensurable conflict at the heart of political life. Texts will include Sophocles' *Antigone*, selections from Plato's *Republic*, Aristotle's *Politics*, Machiavelli's *The Prince*, Locke's *Second Treatise*, Michels' *Political Parties*, and related contemporary essays within this vein, including feminist responses to the tradition. Prereq: Philosophy 101, junior status. (OD)

## RELIGION 101: INTRODUCTION TO THE STUDY OF RELIGION

This course introduces students to the study of Religion and to many of the world's living religions. Through readings and discussions, the concept of Religion is explored, and the histories and practices of religious traditions of the east and west are examined. This understanding of the history and philosophy of various religious traditions serves to broaden and deepen students' perception of the world around them. (OD)



## SOCIAL SCIENCES

### ANTHROPOLOGY 101:

#### INTRODUCTION TO ANTHROPOLOGY

An overview of major themes and concepts of Anthropology considered both in relation to the biological disciplines (Paleontology, Ethology, 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. *(Fall, Spring)*

### ANTHROPOLOGY 121: 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 and the role of the contemporary nation-state. *(Fall, Spring)*

### ANTHROPOLOGY 202:

#### MODERN ANTHROPOLOGICAL THEORY

A comprehensive examination of the development of anthropological theory from its early 19th century evolutionist beginnings to its contemporary post-structuralist stage. The course is designed to acquaint students with issues of theory and methodology. It presents social anthropology as a unified discipline developed in relation to the social and political conditions of the world economy. Prereq: Anthropology 101. *(OD\*)*

\* *OD (On Demand)*

### ANTHROPOLOGY 205: ETHNOGRAPHY

This course has a twofold focus. The first is to introduce students to the meaning of ethnography through an examination of the hazards and pleasures of "practicing an ethnography". Attention is drawn to the different perspectives an insider and an outsider may have of the same culture, as well as to how anthropologists proceed from observation to interpretation. The second focus of the course is to examine Greek ethnographies as examples of different theoretical approaches to various cultural aspects (e.g., social organization, symbolic systems, gender ideology, ethnic and regional identity), and to present an anthropological view of Greek culture and society. Prereq: Anthropology 101. *(Fall 1999)*

### ANTHROPOLOGY 207:

#### ANTHROPOLOGY OF THE EXCHANGE

This course will introduce students to the theories of economic anthropology which deal with different modes of exchange of goods and services, as well as the kinship theory where the exchange of spouses is the basic principle of communication, interaction and alliance between social groups. Through a comparative analysis of selected papers, students of both business and liberal orientations will have the opportunity to explore the interdependence of the economic and social aspects of human behavior in different sociocultural, historical and political contexts. Discussion will include topics such as formal economics versus economic anthropology, modes of distribution in different societies, exchange of wives and the economy of marriage and love, and exchange of children and the transactions in adoption practices. Prereq: Anthropology 101. *(OD)*





### ANTHROPOLOGY 211: THEORY AND TECHNIQUES OF ARCHAEOLOGY

A survey of the archaeological discipline with focus on two themes: the material remains of past cultures and the techniques employed when studying archaeological remains. The course intends to broaden and deepen the students' understanding of past cultures and societies, thus providing enhanced insight into modern ones. Special 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. Prereq: Anthropology 101. (OD)

### ANTHROPOLOGY 308: ETHNICITY, NATIONALITY, AND NATIONALISM

This course discusses in a cross-cultural context the interrelationships and the complexities of the concepts of culture, ethnicity, nationality, and nationalism. Common understandings of the above concepts perceive them as absolute and clear-cut entities with clearly defined contents. This course exposes students to the problematics of the contents of the above concepts and of the conditions that lead to the formation of disparate groups and to the emergence of nationalist phenomena. The perplexities of the concepts and of the subsequent cultural, social, economic, and political realities on an international scale are examined in relation to the theoretical issues involved in the definition of the concepts and to the historical conditions that do, or may lead to, the production of ethnic and/or national groups. Prereq: Anthropology 101, History 102, Political Science 101. (OD)

### COMMUNICATIONS 201: MEDIATED COMMUNICATION IN TRANSITION

This course aspires to be a holistic survey in a dual sense: first, it addresses the significance of the field of communication for the economy, the state and civil society, and second, it covers all the essential elements involved in a complete cycle of communication. Among other topics,

it addresses aspects of media source creation, media organizations, market structure and ownership, financing of the media, the role of communicators, the position of message receivers, and the dynamics of media change. Prereq: Economics 101, Political Science 101, Sociology 101. (OD)

### ECONOMICS 101: INTRODUCTORY MACROECONOMICS

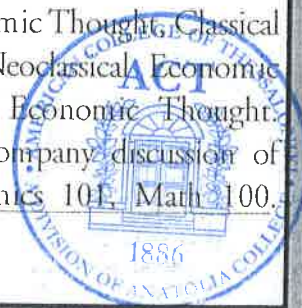
An introduction to modern economic analysis and its policy implications. The course centers on the applications of economic theory to national policy problems such as growth, inflation, unemployment, government expenditures and taxation, and the role of money. In addition, it provides a broad introduction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

### 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. *(Fall, Spring)*

### ECONOMICS 220: HISTORY OF ECONOMIC THOUGHT

This course concerns the evolution of economic ideas and the historical contexts within which their evolution occurred. It deals with the development of the scope, method, and content of economics, examining the ideas of each school of economic thought from several vantage points. Topics covered include: Early Preclassical Economic Thought, Classical Economic Thought, Neoclassical Economic Thought, and Recent Economic Thought. Policy implications accompany discussion of theory. Prereq: Economics 101, Math 100. (Fall)



**ECONOMICS 232: INTERNATIONAL  
ECONOMIC POLICIES AND ISSUES**

The goals and objectives of this course are to initiate non-economics majors in a basic understanding of the most crucial international economic policies and issues in today's world. The emphasis is not on economic theory concepts, but rather on international policies and issues. 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, (OD)

**EUROPEAN STUDIES 211:  
EUROPEAN INTEGRATION I**

An analysis of the pre- and postwar economic and political developments that led to the creation of the European Community (EU) and its transformation into the European Union (EU). This will include the main turning points in the history of the EU such as the successive enlargements, the Single European Act, the Maastricht Treaty and others. The course also includes an analysis of the institutions and the decision-making mechanisms of the EU and the structure and problems related to the EU budget. The course concludes with an overview of the major common policies, European Monetary Union (EMU), relations with non-member states, and prospects for European integration. *(Fall, Spring)*

**EUROPEAN STUDIES 212:  
EUROPEAN INTEGRATION II**

Following European Studies 211, this course focuses on the theory and empirical evidence of the effects of Economic integration. The European Union serves as the main reference set, with respect to which common policies and free mobility issues are thoroughly and critically examined. Two important issues, monetary integration and the financial institutions of the EU, are analyzed in depth. The course concludes with a discussion of the prospects of the EU, including future stages as provided by

the Maastricht Treaty, forthcoming enlargement, and other emerging issues. Prereq: Economics 202 or 203, European Studies 211. (Spring)

**EUROPEAN STUDIES 222: EXTERNAL  
RELATIONS OF THE EUROPEAN UNION**

This course examines the external relations of the European Union and its role in international economic and political affairs. It considers such questions as whether or not the European Union has achieved its early goal of becoming the "third superpower", and what internal factors shape its external policies. Other topics considered include European political cooperation before and after Maastricht, relations with the former Soviet satellites, and the prospect of eastward enlargement. Finally, the course considers the EU's Common Commercial Policy and relations with GATT (or World Trade Organization), the U.S., Japan, the Mediterranean basin, and developing countries. Prereq: European Studies 211. (Spring)

**HISTORY 101:  
SURVEY OF WORLD HISTORY I**

A survey of the principal developments in the major civilizations throughout the world, from the Neolithic Revolution to the Italian Renaissance. Primary focus will be on China, India, Mesopotamia and the Mediterranean basin, sub-Saharan Africa, northern Europe, and pre-Columbian Central America. Coverage will be chronological, thematic, and comparative. *(Fall, Spring)*

**HISTORY 102:  
SURVEY OF WORLD HISTORY II**

A continuation of History 101 which takes the study of the world's major civilizations from the voyages of Columbus to the present day. Emphasis is placed on the evolution of a modern world system. Students will also be introduced to some of the basic contemporary theoretical concerns related to the study of world history. Prereq: History 101. (Fall, Spring)

#### HISTORY 141:

##### SURVEY OF AMERICAN HISTORY I

This course begins by examining the developments of various Native American Civilizations just prior to the European arrival and colonization and concludes with the American Civil War. Other topics addressed include colonial society, the roots of revolution, the pillars of a democratic ideology, continental expansion and the issue of slavery. Throughout the course stress will also be placed on the social and cultural dimensions of the American experience. *(Fall)*

#### HISTORY 142:

##### SURVEY OF AMERICAN HISTORY II

A continuation of History 141, this course commences with the Reconstruction and concludes with the Vietnam War and the era of the 1960's. Other topics for focus include industrialization, Progressivism, World War I, the Twenties, the New Deal, the Cold War and the struggle for civil rights. Throughout the course stress will also be placed on the social and cultural dimensions of the American experience. Prereq: History 141. *(Spring)*

#### 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. 1500 to the present. A variety of evidence, from legal documents to art and literature, will be examined. Students are also introduced to contemporary theoretical developments in the larger field of women's studies. Prereq: History 102. *(OD)*

#### HISTORY 221: EUROPE AND THE WORLD IN THE TWENTIETH CENTURY

This course examines the major events of recent European history within the context of global developments. Major topics considered include European society at the turn of the century, the origins of the First World War and its aftermath, the Russian Revolution and the rise of totalitarianism in Europe, the Great

Depression, the Second World War, decolonization, the Cold War, the rebirth of Europe and European integration, postwar European society, and the collapse of communism in Eastern Europe and Russia. Prereq: History 102. *(Fall, Spring)*

#### HISTORY 229: IMPERIAL RUSSIA AND THE SOVIET UNION

This course examines major features of Russian history, focusing on the period from the reign of Peter the Great (1682-1725) to the present. The major topics considered in the course include the origins and development of Kievan Rus and Muscovite Russia, the age of Peter the Great, the growth of empire, Russian economy and society in the 19th century, World War I, the Bolshevik Revolution, Leninism and Stalinism, World War II, the Cold War, Soviet society and its critics, the collapse of the Soviet Union, and the emergence of the Russian Federation. Prereq: History 102. *(OD)*

#### HISTORY 230:

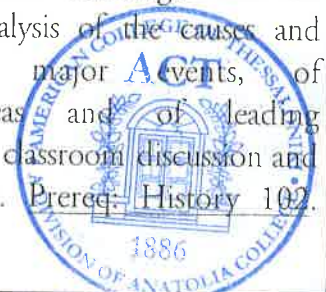
##### BYZANTINE HISTORY

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. Attention will be given to topics involving civilization, theological controversy, and the relations of the Empire with the Arabs, Slavs, and Western Europeans. Prereq: History 101. *(Fall)*

#### HISTORY 231:

##### MODERN GREEK HISTORY

This course examines themes of Greece's recent past such as nationalism, modernization, economic development, constitutional government, territorial expansion, foreign interference and others. 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. Prereq: History 102. *(Spring)*



### HISTORY 235:

#### SOUTHEASTERN EUROPE

Designed as a general survey of the Balkans from 1500-1989, this course begins with a description of Ottoman institutions, methods of government, and specific patterns of social stratification, followed by an overview of the constitutions of local nation-states during the 19th and 20th centuries. The major topics under consideration include: causes of Ottoman decline; the rise of nationalism in the Balkans; the role of the local nation-states as instruments of Europeanization; the shifting fortunes of Eastern Orthodox Christians under Ottoman rule; attempts by local nation-states to modernize, and the effects of the Cold War in this region. Prereq: History 102. (Spring 2000)

### HISTORY 241: ENCOUNTERS IN THE NEW WORLD

This course investigates a variety of themes relating to the history of the Americas. First, students are exposed to the main currents of pre-Columbian civilizations and societies in the western hemisphere. Second, the European arrival, settlement, and penetration of the New World are analyzed by focusing on the impact this process had on the native populations. Examination of personal accounts and narratives of the indigenous peoples, Europeans, and later, Americans, serve to illustrate the encounter experience in the New World. Prereq: History 102, 141. (OD)

### HISTORY 248: AN INTELLECTUAL AND CULTURAL HISTORY OF AMERICA

This course investigates the main currents and trends of American intellectual thought while tracing the cultural and social developments of the periods in question. The scope of the course extends from the world of the seventeenth-century Puritans to America during the 1960's. Such themes as the development of an American ideology and the creation of a national identity are also explored. Prereq: History 102, 141. (OD)

### HISTORY 257: MODERN BRITAIN

This course examines the major events in recent British history, focusing on the period from the "Glorious Revolution" of 1688-89 to the present. The major topics covered include the Glorious Revolution and its aftermath, colonization and expansion, the rise of Parliament, 18th century society and economy, political and social reform, Britain as a European power, Imperial Britain, the First World War, the Second World War and its aftermath, and postwar politics and society. Prereq: History 102. (OD)

### HISTORY 264: MODERN EAST ASIA

The purpose of this course is to study the processes by which the major East Asian states developed into their characteristic modern forms. Primary emphasis will be placed on Japan and China, with added consideration of the lesser Pacific Rim states and cities. Relations between East Asian states and the larger world will also be examined. Prereq: History 102. (OD)

### HISTORY 312: THE RENAISSANCE

This course considers both the Italian and northern European Renaissance through the lenses of political and cultural history, including art and architecture, literature and philosophy, music and dance, festivals and processions. Particular emphasis is given to four key figures: Michelangelo, Machiavelli, Erasmus, and Elizabeth I. Discussion will also be devoted to some of the ways in which our understanding of the Renaissance as well as our specific interests in the period, have changed from the time of Voltaire to the present. Prereq: History 102. (OD)



**HISTORY 321: INTER-WAR EUROPE:  
THE PRELUDE TO WORLD WAR II**

This course examines the history of Europe from the end of World War I to the outbreak of World War II. Financial as well as sociopolitical events, including the economic crisis of 1929, the development of pacifist and social protest movements, and the emergence of totalitarian states are analyzed. Consideration is also given to artistic trends and ideological currents, and to their relation with the contemporary social background. Prereq: History 221. (OD)

**POLITICAL SCIENCE 101:  
INTRODUCTION TO POLITICAL SCIENCE**

An introduction to some of the fundamental concepts and problems within the field of political science through critical analysis of several issues. Topics include political power and authority, legitimacy, justice, the role of political institutions, including the legislative and executive branches of government, as well as an examination of electoral systems and political parties. (Fall, Spring)

**POLITICAL SCIENCE 201: INTRODUCTION TO  
INTERNATIONAL RELATIONS**

The greater part of the course will be devoted to providing an understanding of the core issues of international relations, including the concepts of power and interdependence, conflict and cooperation, hegemony and influence, transnational economic relations and international organizations. Various approaches to the study of IR will be presented and compared, in an effort to allow the student to develop a critical perspective towards the subject. The last part of the course will consist of in-class discussions of the students' own research on topics of their choice. Prereq: Political Science 101. (Fall)

**POLITICAL SCIENCE 202:  
POLITICAL THEORY**

This course features three inter-related approaches to political theory, particularly in its modern manifestations. First, certain key themes, including the concepts of justice, rights, and sovereignty, are introduced and

examined chronologically. Second, a text representative of each key concept is studied in depth. Finally, discussion is focused on the significant historical dimensions of each text and concept. Prereq: Political Science 101, History 102. (Spring)

**POLITICAL SCIENCE 203:  
COMPARATIVE POLITICAL SYSTEMS**

A course designed to acquaint students with various types of political systems by comparing and contrasting these systems. Under investigation will be European parliamentary systems, political systems found in non-democratic nation-states, as well as systems found in newly-independent states. The focus will be on exploring a theoretical framework for comparing political systems, the effects of colonialism, modernization and development, and other related topics. Prereq: Political Science 101. (Fall)

**POLITICAL SCIENCE 207/SOCIOLOGY 207:  
MODERN GREEK CULTURE AND SOCIETY**

This course seeks to explore and analyze the features of modern Greek society and culture as they have evolved in the course of the nineteenth and twentieth centuries. The basic focus of the course is on contemporary phenomena. Suitable topics for discussion include: the "making" of modern Greek national society; the evolution of Greek culture under the pressures of Europeanization and Westernization; Greek bureaucracy; the evolution of the Greek political system (including clientelism); the place of Orthodoxy in Greek society; the operation of the Greek family as a socioeconomic unit, and the status of modern Greek culture as it is confronted by the processes of globalization, Americanization, and the growing trend towards Europeanization. Prereq: Political Science 101, Sociology 101. (Spring)



**POLITICAL SCIENCE/SOCIOLOGY 220:  
MODERNIZATION AND DEVELOPMENT**

This course discusses different approaches to development, including, among others, those signified by the terms modernization, dependency, and world-systems theory. Consideration is given to the historical creation of the European world economy and its expansion to the rest of the world since the sixteenth century; special attention is reserved for the manner in which Eastern European societies and Southeastern Europe experienced their own incorporation into the world economy. Topics for further analysis include: the rise and fall of the "great powers"; the shifting international division of labor; global economic inequality; the emergence of transnational economic blocs, and the place of modern Greece in the world economy. Prereq: Economics 101, Political Science 101, Sociology 101. (Fall 1999)

**POLITICAL SCIENCE 229: AMERICAN POLITICS AND GOVERNMENT**

The aim of this course is to introduce students to the basic functions of the American federal government, through a study of the Constitution, political institutions, and a number of core values such as rights, freedom and property. A brief introduction to the workings of state and local government will also be provided. Such phenomena and issues as lobbies, the media's role, and the changing face of the American population will also be taken into account. In addition, the course will present an overview of American political life from the colonial period to the present. Throughout the course, students will come to appreciate the overlapping methodologies of political theory, political science, political sociology, and political culture. Prereq: Political Science 101. (Fall 1999)

**POLITICAL SCIENCE 231: INTERNATIONAL ORGANIZATIONS AND LAW**

This course examines the increasingly important role played by international organizations and international law in defining relations between states. It considers a range of organization types, ranging from

intergovernmental consultative to supranational decision-making bodies, with a focus on European and trans-Atlantic groups (OECD, OSCE, CE, NATO) and the United Nations. Emphasis is given to the political dimension of international law, with attention to both law-making and law enforcement, as well as to the role of law in creating and maintaining stability and predictability in international relations. Prereq: Political Science 201. (OD)

**POLITICAL SCIENCE/PHILOSOPHY 303:  
POLITICAL PHILOSOPHY**

This course, designed to expand students' analytical and critical use of philosophical knowledge, will focus on "agonal politics," and will entail reviewing literature from political philosophy in order to highlight the incommensurable conflict at the heart of political life. Texts will include Sophocles' *Antigone*, selections from Plato's *Republic*, Aristotle's *Politics*, Machiavelli's *The Prince*, Locke's *Second Treatise*, Michels' *Political Parties*, and related contemporary essays within this vein, including feminist responses to the tradition. Prereq: Philosophy 101, junior status. (OD)

**POLITICAL SCIENCE/SOCIOLOGY 320:  
GLOBALIZATION**

In the 1990's, the term "globalization" has been widely used by economists, political scientists, and sociologists to denote a new reality which involves the "making" of the world into a single place via electronic means of communication, transportation, transnational finance markets, the growing volume of international trade, and transnational forms of economic investment. This course explores the making of the world into a single place and the social and cultural implications of the new reality for individuals and communities worldwide. Particular attention is paid to the role of the media in facilitating simultaneous communication. Different reactions to globalization, ranging from the emergence of global and regional transnational factors (Amnesty International, the environmental movement, the European Union) to radical attempts to preserve local authenticity are also surveyed. Prereq: Sociology/Political Science 220. (OD)

### PSYCHOLOGY 101:

#### INTRODUCTION TO PSYCHOLOGY

The course provides a general overview of psychology as a science. Topics considered include perspectives in psychology today, a brief history of the subject, research methods used by psychologists, understanding of consciousness, human and animal learning, memory, nature and measurement of intelligence, emotions and motivation. (Fall, Spring)

### PSYCHOLOGY 200: INTRODUCTION TO RESEARCH METHODS IN PSYCHOLOGY

Designed for students opting for the psychology major, this course presents the basic principles and theoretical concepts of research methodology. Students will learn to critique a research paper and to devise their own research projects. Topics will include developing hypotheses, issues of validity and reliability, phases of research and basic research designs in psychology. Prereq: Psychology 101, Math 100. (Fall)

### PSYCHOLOGY 201:

#### DEVELOPMENTAL PSYCHOLOGY

This course adopts a life-span perspective, studying human development from conception to death. Theories of human development will be presented in detail, together with genetic and environmental influences. Following the chronological approach, the course will consider physical, cognitive and social development during infancy, childhood, adolescence, and adulthood. Prereq: Psychology 101. (Fall)

### PSYCHOLOGY 202:

#### PERSONALITY THEORIES

This course studies the four D's of personality (description, dynamics, determinants and development). The mask (persona) behind which a person hides is dropped and revelations, according to ten theories, follow. These aspire to give students a better understanding of human nature, behavior and experience. Prereq: Psychology 101. (Spring)

### PSYCHOLOGY 207:

#### THE PSYCHOLOGY OF GENDER

This course aims to introduce students to psychological perspectives on gender. Masculinity and femininity are discussed, using an integrated approach which includes biological, psychoanalytical, and socio-theoretical views. Research on how gender is shaped and expressed in a variety of human conditions and activities, such as emotion, relationships, sexuality, school and work, health, and psychopathology is considered. Prereq: Psychology 101. (OD)

### PSYCHOLOGY 210:

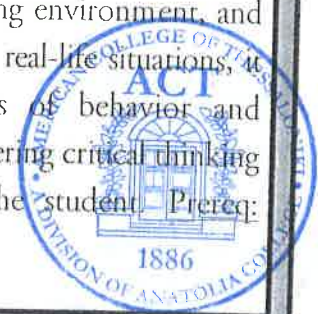
#### ORGANIZATIONAL PSYCHOLOGY

This course introduces students to the broad field of organizational psychology, which concerns itself with the study of human behavior within the workplace, with focus on how the organization and social environment in which people work affect their behavior. Using established psychological concepts and theories, the course examines the basic principles underlying humans' ability to work together. Topics to be examined include: job satisfaction, the impact of leadership on attitudes, behavioral development of human resources, stress, hazards-accidents, and job performance. Prereq: Psychology 101. (OD)

### PSYCHOLOGY 212:

#### APPLIED PSYCHOLOGY

Students are given a chance to see how recent psychological research and theories apply to people's everyday lives in numerous contexts: the workplace, the learning environment, and social interchange. Using real-life situations, it illustrates the principles of behavior and attitude change while fostering critical thinking skills on the part of the student. Prereq: Psychology 101. (OD)



**PSYCHOLOGY 217/SOCIOLOGY 217:  
DISABILITY AND SOCIETY**

This course provides a forum for the discussion of disability, drawing on both psychological and societal agendas. Historically, differing models of disability have been developed in both fields, which view disability from sometimes conflicting perspectives which influence both disabled and non-disabled people's lives in various ways. Timely theoretical concerns to be considered include the language of disability, charities and private organizations, and the politics of disability. Current social institutions and everyday practices towards the disabled are discussed, and critical attention is drawn to the controversial effects of research conducted on, for, and/or with the disabled. Prereq: Psychology 101, Sociology 101. (Fall 1999)

**PSYCHOLOGY 220: A HISTORY OF  
PSYCHOLOGICAL THOUGHT AND DISCOURSE**

This course is designed to introduce students to the birth and development of psychological thinking through the writings of some of the major figures in the field. The texts will be presented and discussed in the social and political context in which they were written, as well as in the context of the author's life. The objective of this course will be to further encourage critical understanding of the evolution of psychology as a science. Prereq: Psychology 101, History 102. (OD)

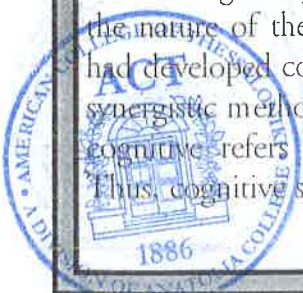
**PSYCHOLOGY 234/PHILOSOPHY 234:  
INTRODUCTION TO COGNITIVE SCIENCE**

One of the most important intellectual developments of the past few decades has been the birth of an exciting new interdisciplinary field called cognitive science. Researchers in psychology, linguistics, computer science, philosophy and neuroscience realized that they were asking many of the same questions about the nature of the human mind and that they had developed complementary and potentially synergistic methods of investigation. The word cognitive refers to perceiving and knowing. Thus, cognitive science is the science of mind.

Cognitive scientists, employing remarkably diverse research methods, seek to understand perceiving, thinking, remembering, understanding language, learning, and other mental phenomena. Cognitive science is best conceived of as a broad interdisciplinary field that draws primarily on psychology, philosophy, linguistics, artificial intelligence, and neuroscience. These disciplines are to some extent distinct in their methods, theories and results, yet they are strikingly unified by the convergence of their core questions and by the emergence in each of them of a computational, or information processing, view. This course will maintain a consistent computational viewpoint, while recognizing the distinctive contribution of each of the disciplines. Prereq: Philosophy 101, Psychology 101, Comp. Sc. 101. (OD)

**PSYCHOLOGY 236/BIOLOGY 236: BIOLOGICAL  
PSYCHOLOGY**

Biological psychology concerns itself with the understanding of the relationship between the nervous system and behavior. Investigations of the physiological processes underlying perception, movement, instinctual needs and desires, memory, and learning all fall within the province of biological psychology. The primary focus of this course is on the functions of the brain and spinal cord, and of specialized sense-organs, muscles, and glands. Particular topics examined include the following: structure/function of the nervous system; relationship between hormones and behavior; brain chemistry, drugs and behavior; the various senses; attention, arousal and sleep; mechanisms of eating and drinking; emotionality and aggression; learning and reward, and memory. Prereq: Biology 101, Psychology 101. (Fall)





### PSYCHOLOGY 301: SOCIAL PSYCHOLOGY

The theme of this course is social interaction: how man thinks, feels and acts in the presence of others. Topics include conformity, group processes, persuasion, prejudice, aggression, attraction and altruism. Experimental evidence as well as everyday situations will be considered.

Prereq: Psychology 101. (Fall)

### PSYCHOLOGY 302: THEORIES OF SELF

This course offers a comprehensive discussion of the nature of self and the factors which influence the way we think and feel about ourselves. It traces the history of the concept of self from a philosophical and psychological perspective, from Aristotle through phenomenology to contemporary theories on subjectivity. Using William James's seminal essay "The Consciousness of Self" as a starting-point, the course will proceed to consider the developmental, cognitive, motivational and social paradigms which affect concepts of self-knowledge, self-development and self-esteem, with especial attention given to the relation between self and psychological well-being.

Prereq: Psychology 202. (Fall 1999)

### PSYCHOLOGY 303: EDUCATIONAL PSYCHOLOGY

This course's purpose is to provide students an understanding of the teaching-learning process, as well as research data, theory analysis, all dealing with actual classroom application of psychological principles. The basic principles of effective teaching and effective learning are presented along with the relevant theoretical orientations. In particular, students attending this course would become well acquainted with: the relationship between teaching, teacher, instruction, and student behavior; the importance of social relationships and academic achievement; the basic learning theories; student motivation and personality predispositions that explain learning; design of classroom instruction in reading, spelling, math; effective teaching strategies; characteristics of exceptional learners; and the relationship between general and special education. Prereq: Psychology 101, 201. (OD)

### PSYCHOLOGY 312: ABNORMAL PSYCHOLOGY

A survey of the conceptions of abnormal behavior through the ages, with contemporary descriptions of the major psychological disorders according to DSM-IV. Cases from each major category will be discussed and students will be expected to form hypotheses concerning real-life clinical situations. Prereq: Psychology 101, 202. (Spring)

### PSYCHOLOGY 394: FROM FREUD TO KERNBERG: BASIC CONCEPTS OF PSYCHOANALYSIS

This course is designed to introduce students to key ideas in classical psychoanalysis, a form of therapy in which present behavior is meaningfully related to one's past. Terms such as transference, (feelings for the analyst which belong to a significant person of the analyst's past), and repetition compulsion, (the tendency to repeat mistakes because they are unconscious), are made clear through numerous examples. Readings will be from among the works of Sigmund Freud, the father of psychoanalysis, and Otto Kernberg, a prominent present-day American analyst. Prereq: Psychology 101, senior status. (OD)

### SOCIOLOGY 101:

#### INTRODUCTION TO SOCIOLOGY

An introduction to the main concepts, methods and topics within the field of sociology, beginning with the origins of sociology as a science. Such topics as gender, family, work, education and its role within society, ethnicity and race, as well as social deviance will be critically analyzed and interpreted. *(Fall, Spring)*



### **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, as well as 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. Prereq: Sociology 101. (OD)

### **SOCIOLOGY 202:**

#### **MODERN SOCIOLOGICAL THEORY**

An examination and interpretation of sociological theory and the problems of theorizing, as evidenced in the works of major thinkers of the 19th and 20th centuries, including Comte, Spencer, Marx, Weber, Mills, Parsons, and others. The course also explores contemporary approaches in sociology, including ethnomethodology, positivism, and symbolic interactionism. Prereq: Sociology 101. (OD)

### **SOCIOLOGY 205: SOCIOLOGY OF MASS COMMUNICATIONS**

An overview of the main issues relating to the origins, development and significance of the mass media in the 20th century. The course aims to provide a comprehensive definition and description of mass communication, to develop a sociological understanding of the history, organization, role and effects of the mass media, and to provide an analytical approach to the interpretation of the messages of the mass media. Prereq: Sociology 101. (OD)

### **SOCIOLOGY 207/POLITICAL SCIENCE 207:**

#### **MODERN GREEK CULTURE AND SOCIETY**

This course seeks to explore and analyze the features of modern Greek society and culture as they have evolved in the course of the nineteenth and twentieth centuries. The basic

focus of the course is on contemporary phenomena. Suitable topics for discussion include: the "making" of modern Greek national society; the evolution of Greek culture under the pressures of Europeanization and Westernization; Greek bureaucracy; the evolution of the Greek political system (including clientelism); the place of Orthodoxy in Greek society; the operation of the Greek family as a socioeconomic unit, and the status of modern Greek culture as it is confronted by the processes of globalization, Americanization, and the growing trend towards Europeanization. Prereq: Political, Science 101, Sociology 101. (OD)

### **SOCIOLOGY 217/PSYCHOLOGY 217:**

#### **DISABILITY AND SOCIETY**

This course provides a forum for the discussion of disability, drawing on both psychological and societal agendas. Historically, differing models of disability have been developed in both fields, which view disability from sometimes conflicting perspectives which influence both disabled and non-disabled people's lives in various ways. Timely theoretical concerns to be considered include the language of disability, charities and private organizations, and the politics of disability. Current social institutions and everyday practices towards the disabled are discussed, and critical attention is drawn to the controversial effects of research conducted on, for, and/or with the disabled. Prereq: Psychology 101, Sociology 101. (Fall 1999)

### **SOCIOLOGY 219:**

#### **INDIVIDUAL AND SOCIETY**

This course introduces students to the theoretical and practical problems of social interaction in modern society. Contemporary sociological 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. Prereq: Sociology 101. (Spring 2000)

**SOCIOLOGY/POLITICAL SCIENCE 220:  
MODERNIZATION AND DEVELOPMENT**

This course discusses different approaches to development, including, among others, those signified by the terms modernization, dependency, and world-systems theory. Consideration is given to the historical creation of the European world economy and its expansion to the rest of the world since the sixteenth century; special attention is reserved for the manner in which Eastern European societies and Southeastern Europe experienced their own incorporation into the world economy. Topics for further analysis include: the rise and fall of the "great powers"; the shifting international division of labor; global economic inequality; the emergence of transnational economic blocs, and the place of modern Greece in the world economy. Prereq: Economics 100 or 101, Political Science 101, Sociology 101. (Fall 1999)

**SOCIOLOGY/POLITICAL SCIENCE 320:  
GLOBALIZATION**

In the 1990's, the term "globalization" has been widely used by economists, political scientists, and sociologists to denote a new reality which involves the "making" of the world into a single place via electronic means of communication, transportation, transnational finance markets, the growing volume of international trade, and transnational forms of economic investment. This course explores the making of the world into a single place and the social and cultural implications of the new reality for individuals and communities worldwide. Particular attention is paid to the role of the media in facilitating simultaneous communication. Different reactions to globalization, ranging from the emergence of global and regional transnational actors (Amnesty International, the environmental movement, the European Union) to radical attempts to preserve local authenticity are also surveyed. Prereq: Sociology/Political Science 220. (OD)

**MATHEMATICS, SCIENCE  
AND COMPUTER SCIENCE**

**MATHEMATICS 100: ELEMENTS OF FINITE  
MATHEMATICS AND MODELING**

Modeling by linear, quadratic and exponential functions; systems of linear equations; properties of matrices and applications to representation and manipulation of data; difference equations; counting and probability. Emphasis is placed on applications; problem solving by computer is also introduced. (Fall, Spring)

**MATHEMATICS 109: SOCIAL STATISTICS**

The aim of this course is to provide the students with an understanding of the basic concepts and methods of descriptive and inferential statistics and probabilities, such as summary measures, probability, random variables, probability distributions, confidence interval estimation, hypothesis testing, regression and correlation analysis. Emphasis is given to problem solving with the use of statistical software. Prereq: Computer Science 101, Math 100. (Fall, Spring)

**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. (Fall, Spring)

**CHEMISTRY 101: GENERAL CHEMISTRY**

Designed for non-science majors, the 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. (Fall, Spring)

### PHYSICS 101: PHYSICS IN EVERYDAY LIFE

This course is designed to introduce non-science majors to fundamental concepts (theoretical and experimental) in physics and how they are applied in the modern world. Topics of study include mechanics of particles, temperature and heat, electricity and magnetism as well as their relation to technological achievements of our times in the fields of transportation, energy (production and conversion) and information technologies (tele-communications and computers). Laboratory included. *(Fall, Spring)*

### PHYSIOLOGY 101: INTRODUCTION TO PHYSIOLOGY

This course is designed to assist the student in understanding how the individual functions of the cells, organs and organ systems integrate into a functional whole, the human body. The primary objective of the course is to bridge the gap among many introductory topics in physiology covered in part by courses in biology, chemistry, and psychology. Among the subjects covered are cell physiology, the circulatory system, metabolism and the physiological bases for weight control, endocrinology, the muscular system and muscle physiology, the nervous system, and sports physiology. The lab section provides students an opportunity to apply their knowledge of physiology to practical, real-life situations. *(Fall, Spring)*



### COMPUTER SCIENCE 100: WORD PROCESSING

This course focuses on developing students' typewriting and basic word processing skills. Students learn how to effectively create, edit, print and save business and report documents. Students will also learn how to use text formatting features, how to design page layouts, create tables, and insert graphics using MSWord. *(Fall, Spring)*

### COMPUTER SCIENCE 101: INTRODUCTION TO COMPUTING

The course aims at making the student an effective computer user within a modern computing environment. Students learn the use of popular personal computing tools and how to apply them to common practical tasks such as composition, calculation and presentation. The fundamentals of how the computer and a network of computers work are discussed in order to provide a basic understanding of the modern computing environment. *(Fall, Spring)*



# BUSINESS ADMINISTRATION

## 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.

Prereq: Math 100. (Fall, Spring)

### 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 decision-making 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. (Fall, Spring)

### ACCOUNTING 201: COST ACCOUNTING

This course focuses on determining costs on a company-wide basis and using them to improve business efficiency and establish prices. Topics include principles, procedures, and practices of job-order, process and activity base cost systems for products, joint products and by-products and the allocation of cost of service departments. Also examined are aspects of cost control such as the reversibility of fixed costs, profitability of specific products and the analysis of make or buy decisions. Prereq: Accounting 102. (Fall 1999)

### ACCOUNTING 202:

### FINANCIAL STATEMENT ANALYSIS

This course considers the interpretation of various aspects of financial statements and their economic significance. Topics include comparison between book and market value of assets, uncollectible receivables, alternative methods for inventory valuation, valuation of leases and the use of financial ratios in evaluating company performance, credit lines and stock prices. An overview is also provided of issues such as company valuation, treatment of goodwill, and accounting for investments in securities. Prereq: Accounting 102. (OD\*)

### ACCOUNTING 246: GREEK ACCOUNTING PRACTICES

This course prepares students to understand and use computerized accounting in Greece. It furthers the knowledge students acquired in the introductory Accounting sequence, and in addition provides them with the necessary skills to practice accounting in the Greek workplace. Topics to be covered include: introduction to the concept and use of accounting software in Greece, the Greek accounting books, the Greek general set of accounts, fundamentals of Greek company law, taxation, and preparation of financial statements. Prereq: Accounting 102. (OD)

## COMPUTER SCIENCE

### COMPUTER SCIENCE 101: INTRODUCTION TO COMPUTING

The course aims at making the student an effective computer user within a modern computing environment. Students learn the use of popular personal computing tools and how to apply them to common practical tasks such as composition, calculation and presentation. The fundamentals of how the computer and a network of computers work are discussed in order to provide a basic understanding of the modern computing environment. (Fall, Spring)

\* OD: On Demand

**COMPUTER SCIENCE 105:**

**INTRODUCTION TO COMPUTING SYSTEMS**

This course introduces students to the contemporary networked computing environment as well as to elements of programming. Topics include: Windows-based operating systems; spreadsheet applications to a variety of problems drawn from natural and social sciences and the humanities, and programs included in a contemporary office suite, including word processing, electronic presentations, and data management. *(Fall)*

**COMPUTER SCIENCE 106:**

**MULTIMEDIA AUTHORING**

This course teaches the expression of concepts, ideas and systems with the help of programmable multimedia documents, as well as the possibilities of information dissemination through the Internet. Topics covered: Hypertext, Document integration with OLE objects, VBA Macros, simple animation, document and work flow automation, and the World Wide Web. Prereq: Computer Science 105. *(Spring)*

**COMPUTER SCIENCE 201:**

**BUSINESS COMPUTING**

This course aims at making the student an effective user within a computerized business environment. Students learn the fundamentals of business data storage and processing. To this end they are taught the principles of database and spreadsheet technologies and how to apply them to practical situations through popular business applications. Examples are drawn from realistic business data and complemented with an analysis of different types of computer-based information systems. Prereq: Computer Science 101. *(Fall, Spring)*

**COMPUTER SCIENCE 205:**

**BUSINESS DATA MANAGEMENT**

Business data for monitoring business operations. Table design and handling with a popular database program. Topics include:

Business Data Modeling and Design, Activities Monitoring, Data Analysis, Company Assessment. This course is based on Relational Data Modeling and students will be taught how to build small business applications with tools managing Relational Databases. Prereq: Computer Science 106. *(Fall 2000)*

**COMPUTER SCIENCE 215 :**

**DATA STRUCTURES**

Introduction to modeling with data structures. Principles of Structured and Object Oriented Programming. Introduction to algorithms on data structures. Topics include: Object Class Hierarchies, Procedural Programming with Objects, Management of Data Structures, introduction to Modeling and Simulation, Object Class Programming. Prereq: Computer Science 205. *(Spring 2001)*

**COMPUTER SCIENCE 301:**

**BUSINESS PROBLEM SOLVING**

This course aims at providing students with a deeper understanding of the role of computers in problem solving and decision making within the business computing environment. The business computing environment is analyzed through the presentation of systematic methods for the evaluation of a company's computing system. These are complemented with the implementation and discussion of practical problem-solving examples which demonstrate the pros and cons of a particular business practice at the strategic, tactical or operational level. Prereq: Computer Science 201. *(OD)*

**COMPUTER SCIENCE 305:**

**BUSINESS DATA PROCESSING**

Business Data Processing for Decision Making and Problem Solving. Topics include: Identification and quantification of company trends, identification of investment needs, Activities and Investment Planning, Resource Allocation, Optimization, Risk Analysis, Simulation. The course combines Procedural and Spreadsheet programming for Company Assessment and Planning. Prereq: Computer Science 215. *(OD)*

### COMPUTER SCIENCE 312: DBMS

This course offers a systematic coverage of modern Database Computing theory and technology. Topics include: Relational Algebra, Data Modeling, Database Design, Concurrency and Locking, Client-Server Database Management Systems, Interface Design, trends in Database Systems, combination of Object Oriented Modeling and Relational Databases. The course will be based on a modern client design tool and will require Event-Driven Programming. Prereq: Computer Science 215. (OD)

### COMPUTER SCIENCE 405: THEORY OF ALGORITHMS

This course deals with algorithms for solving Operational Research problems and elements of Computation Theory. Topics include: Traversal, Spanning and Partition algorithms on Graphs, Maximization and Minimization, Linear Programming, Theory of Algorithms. Algorithms will be implemented both with procedural programming and with popular Solvers. Prereq: Computer Science 305. (OD)

### COMPUTER SCIENCE 412: 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, Business Process Modeling with Objects. Prereq: Computer Science 305, 312. (OD)

### COMPUTER SCIENCE 422: NETWORK OPERATING SYSTEMS AND ADMINISTRATION

This course combines theory of Operating Systems and Networks and their application to modern Network Management. Topics include: Multitasking, Network File Systems, Client-Server Architectures, Concurrency, Network Administration. Prereq: Computer Science 312. (OD)

### COMPUTER SCIENCE 499: SPECIAL TOPICS

The content of this course is variable, depending on the semester and the instructor. The overall structure of the course and the selected topics can be expected to cover contemporary advances in technology and/or programming methodology. Students may enroll in this course more than once, in lieu of an elective, if the material covered is different each time. Prereq: Permission of instructor. (OD)

### COMPUTER SCIENCE 431: DISTRIBUTED CLIENT/SERVER APPLICATIONS- ELECTRONIC COMMERCE

This course examines in detail the software and hardware technologies prevalent in the Internet and provides an introduction to the principles and methods for creating distributed on-line client/server applications which are the basis for electronic commerce as it is conducted over the Internet. Methods and tools such as HTML, the Common Gateway Interface, Java, JavaScript, Active Server Pages, and database connectivity tools are presented. Coverage is also given to emerging standards for information exchange, encryption and validation. Prereq: Computer Science 215. (OD)



## 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. *(Fall, Spring)*

### 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. Prereq: Economics 101. *(Fall, Spring)*

### ECONOMICS 203:

#### INTERMEDIATE MACROECONOMICS

This course focuses on the macroeconomic aspects of economic theory and policy. The main goals of macroeconomic policy, namely income growth, full employment, price, budget, and balance of payments stability are analyzed in relation to the means available to contemporary policy makers, such as fiscal, monetary, incomes, and external economic policies. Prereq: Economics 101. *(Fall Spring)*

### ECONOMICS 204:

#### INTERMEDIATE MICROECONOMICS

This course covers all major aspects of microeconomic theory: consumer behavior and market demand, production, costs, and the theory of the firm. Special emphasis is placed on competition under different market structures, factor market, and general equilibrium theory. Prereq: Economics 102, Math 101. *(Fall, Spring)*

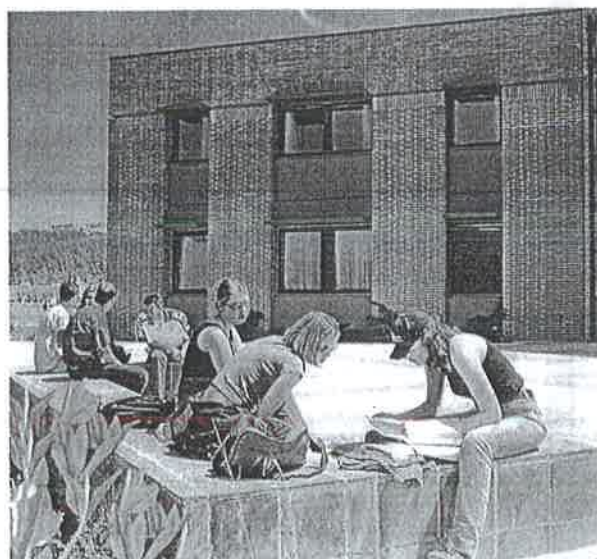
### ECONOMICS 220:

#### HISTORY OF ECONOMIC THOUGHT

This course considers the evolution of economic ideas and the historical contexts within which their evolution occurred. It deals with the development of the scope, method, and content of economics, examining the ideas of each school of economic thought from several vantage points. Topics covered include: Early Preclassical Economic Thought, Classical Economic Thought, Neoclassical Economic Thought, and Recent Economic Thought. Policy implications accompany discussion of theory. Prereq: Economics 101, Math 100. *(Spring)*

### ECONOMICS 232: INTERNATIONAL ECONOMIC POLICIES AND ISSUES

The goals and objectives of this course are to initiate non-economics majors in a basic understanding of the most crucial international economic policies and issues in today's world. The emphasis is not on economic theory concepts, but rather on international policies and issues. 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. *(OD)*





**ECONOMICS 242/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. As an overview course, Applied Managerial Economics shows how managerial decisions are actually made in the real world through a large number of real-world cases. Prereq: Economics 102, Math 211. (OD)

**ECONOMICS 244/MANAGEMENT 244:**

**INDUSTRIAL ORGANIZATION**

This course focuses on the behavior of the large industrial firm as it functions under conditions of modern-day capitalism. Topics include both the neo-classical and managerial theories of the firm, oligopolistic pricing, mergers, vertical relationships, advertising and R&D, as well as structure, conduct, and performance analyses of selected industries. Prereq: Economics 102, Management 101. (OD)

**EUROPEAN STUDIES**

**EUROPEAN STUDIES 211:**

**EUROPEAN INTEGRATION I**

An analysis of the pre- and postwar economic and political developments that led to the creation of the European Community (EU) and its transformation into the European Union (EU). This will include the main turning points in the history of the EU such as the successive enlargements, the Single European Act, the Maastricht Treaty and others. The course also includes an analysis of

the institutions and the decision-making mechanisms of the EU and the structure and problems related to the EU budget. The course concludes with an overview of the major common policies, European Monetary Union (EMU), relations with non-member states, and prospects for European integration. (Fall, Spring)

**EUROPEAN STUDIES 212:**

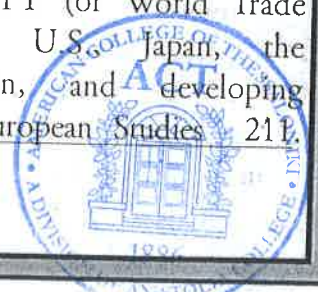
**EUROPEAN INTEGRATION II**

Following European Studies 211, this course focuses on the theory and empirical evidence of the effects of economic integration. The European Union serves as the main reference set, with respect to which common policies and free mobility issues are thoroughly and critically examined. Two important issues, monetary integration and the financial institutions of the EU, are analyzed in depth. The course concludes with a discussion of the prospects of the EU, including future stages as provided by the Maastricht Treaty, forthcoming enlargement, and other emerging issues. Prereq: Economics 202 or 203, European Studies 211. (Spring)

**EUROPEAN STUDIES 222: EXTERNAL**

**RELATIONS OF THE EUROPEAN UNION**

This course examines the external relations of the European Union and its role in international economic and political affairs. It considers such questions as whether the European Union has achieved its early goal of becoming the "third superpower", and what internal factors shape its external policies. Other topics considered include European political cooperation before and after Maastricht, relations with the former Soviet satellites, and prospects for an eastward enlargement. Finally, the course considers the EU's Common Commercial Policy and relations with GATT (or World Trade Organization), the U.S., Japan, the Mediterranean basin, and developing countries. Prereq: European Studies 211. (Spring)



## 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 included 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, Computer Science 101, Economics 101, Math 101. (Fall, Spring)

### FINANCE 202: CORPORATE FINANCE

The goal of this course is to provide an understanding of various concepts, theories, practices and techniques of corporate finance. In particular the course aims to provide each student with an understanding of risk and required rates of return, an examination of the valuation of bonds and stocks, a complete treatment of the concepts of investment appraisal and the problems of applying the theory in practice, an examination of the capital structure decision and the cost of capital, and an introduction to long-term financing and capital markets. Prereq: Finance 201, Math 111. (Fall, Spring)

### FINANCE 210: MONEY AND BANKING

This course is designed to provide an understanding of some key issues related to money, monetary policy, and banking in a domestic and international setting. Major topics covered in the money segment of the course include money creation, the monetary system, policy and control. The banking segment begins with an examination of the main banking operations and functions, and continues with a discussion of the main principles of bank asset and liability management. The markets in which banks operate, including the domestic, international

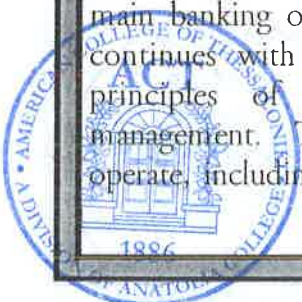
and Euro-currency money and capital markets are then described and the operations of banks in these markets are assessed. The risks encountered in banking are addressed, together with the means of controlling such risks. Finally, the safety and stability of the banking system is considered. Prereq: Economics 202 or 203, Math 111. (Fall)

### 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 202 or 203, Finance 202, Math 211. (Spring)

### 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: Economics 202 or 203, Finance 202, Math 211. (Fall)



## LAW

### BUSINESS LAW 240:

#### PRINCIPLES OF COMMERCIAL LAW

This course covers the principles of commercial law as they relate to a business organization and its environment. Topics include forms of business organization, the creation of new business ventures, laws relating to international sales, purchasing contracts, international litigation procedures, countertrade transactions, exclusive distribution agreements, franchising, forfeiting, export trade documentation and procedures, and types of international contracts of sale. *(Fall, Spring)*

### BUSINESS LAW 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. *(Fall)*

### BUSINESS LAW 246: GREEK BUSINESS LAW

The main purpose of this course is to offer a comprehensive introduction to the principles of Greek business and commercial law. Topics include: commercial activities, commercial companies (personal and capital), clubs, intellectual property law, patent law, trade marks, and drafts (with emphasis on bills of

exchange and checks), analysis of modern contract types (factoring, leasing, franchising), banking activities and contracts, producer's liability and consumer protection, and advertising regulations. The course concludes with an analysis of information technology law topics (hardware and software protection, software contracts, sale of computer systems, protection of final users, and civil and criminal liability). *(Spring)*

## MANAGEMENT

### MANAGEMENT 101:

#### INTRODUCTION TO MANAGEMENT

This course provides students with a 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. *(Fall, Spring)*

### 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. *(Fall, Spring)*

### MANAGEMENT 210:

#### HUMAN RESOURCE MANAGEMENT

Theoretical concepts and principles that relate to the management of the human resources of an organization are presented. The main objective is to give students an in-depth understanding of the personnel management function. Topics covered include human resource planning, demand and supply for human resources, job analysis and design, recruitment, selection, training, and development of human resources; performance appraisal, compensation systems, employee benefits and services, security and health issues, employee motivation, personnel communication, labor unions, and collective bargaining. Prereq: Management 101, 201. (Fall 1999)

### MANAGEMENT 218:

#### 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. (Fall, Spring)



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### MANAGEMENT 230: SMALL BUSINESS

This course addresses the essential aspects of operating a small to medium-sized company. All major areas of management will be covered with emphasis on their practical application to the Greek business environment. Topics covered include entrepreneurship, new venture feasibility, starting a small business, forms of ownership, strategic planning, marketing concepts and accounting principles for the small business, risk taking, human resource management and international opportunities. Prereq: Accounting 101, Finance 201, Management 101. (Fall)

### MANAGEMENT 242/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. As an overview course, applied managerial economics shows how managerial decisions are actually made in the real world through a large number of cases. Prereq: Economics 201 or 204, Math 211. (OD)

### MANAGEMENT 244/ECONOMICS 244: INDUSTRIAL ORGANIZATION

This course focuses on the behavior of the large industrial firm as it functions under conditions of modern-day capitalism. Topics include both the neo-classical and managerial theories of the firm, oligopolistic pricing, mergers, vertical relationships, advertising and R&D, as well as structure, conduct, and performance analyses of selected industries. Prereq: Economics 102, Management 101. (OD)

### MANAGEMENT 250: EXPORT MANAGEMENT

This course deals with applied aspects of foreign trade and investment in production capacity abroad. Modes of foreign market entry, effects of currency fluctuations on the performance of a firm with customers or suppliers in other countries, pricing issues for products sold abroad, the impact of foreign taxes and duties, and opportunities in some emerging markets are examined. Students are also introduced to sources of information for research on foreign companies with respect to product, sector, and country. Prereq: Economics 101, Management 118, Marketing 101. (Spring)

### MANAGEMENT 261/ENGLISH 261:

#### INTERACTIVE SPEAKING

This advanced performance course will increase student understanding of the following communication modes/ techniques: group discussion and collaborative decision-making, interviewing techniques, intercultural communication, organizing and outlining, use of non-verbal communication and audio-visual aids. Communication analysis and evaluation through critical listening is also focused on. Prereq: English 111. (Fall)

### MANAGEMENT 262/ENGLISH 262:

#### BUSINESS COMMUNICATION

This course provides intensive instruction in the techniques, skills and various strategies necessary to produce effective business communication. It is designed to foster skills in writing routine and specialized business letters and memos as well as short and long reports. The course informs and drills students on principles of appropriate business prose and style. It addresses particular topics such as prewriting, organization, paragraph development, syntax, diction, mechanics, editing, format and delivery as they apply to both written and oral business communications. Prereq: English 103, 111. (Spring)

### 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. Many articles and real-world cases will be provided and used as the basis for class discussion. Prereq: Management 201. (Fall 1999)

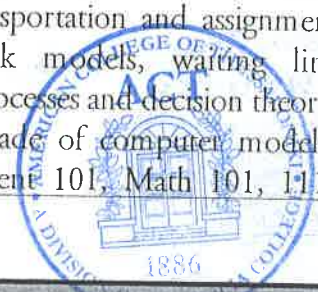
### MANAGEMENT 312:

#### 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. (Fall, Spring)

### MANAGEMENT 315: MANAGEMENT SCIENCE

An intensive course in the fundamentals of mathematical model construction for analyzing business problems. Topics include linear programming, transportation and assignment problems, network models, waiting line models, Markov processes and decision theory. Extensive use is made of computer models. Prereq: Management 101, Math 101, 111. (OD)



### MANAGEMENT 318/MARKETING 318:

#### CONSUMER BEHAVIOR

This course studies and analyzes the consumer as decision-maker, and considers consumer impact on companies' strategic marketing programs. Emphasis is placed on the marketing implications of the psychological and social factors affecting the consumer during the process of purchase decision-making. Designed to build a theoretical framework for consumer behavior and to enhance understanding of the consumer/marketing dyad, the perspective is twofold: first, from the viewpoint of the consumer, who is compelled to make purchase decisions throughout his life, and second, from the standpoint of the marketing manager, who needs to comprehend as fully as possible the consumer's behavior, and to adopt appropriate marketing strategies. Prereq: Management 101, Marketing 101. (Fall)

### MANAGEMENT 322:

#### BUSINESS STRATEGY

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. (Fall, Spring)

### 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, will consist of construction of a detailed business plan. Class members will consider all issues involving initiation, building, and controlling a new venture. The main goal will be first the analysis, and secondly the simulation of an effective business plan based on realistic, contemporary case scenarios. Prereq: Economics 102 or 201, Finance 201, Management 230. (OD)

## 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. (Fall, Spring)



### MARKETING 201: MARKETING STRATEGY

An advanced marketing course that deeply examines and analyzes the basic marketing principles gained in 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. Also, making students able to think, express themselves, write, speak and argue in marketing terms constitutes one of the main course objectives. Finally, students are prepared to work in the competitive and dynamic field of marketing and to become useful 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. (Fall, Spring)

### 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 the 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. (Fall)

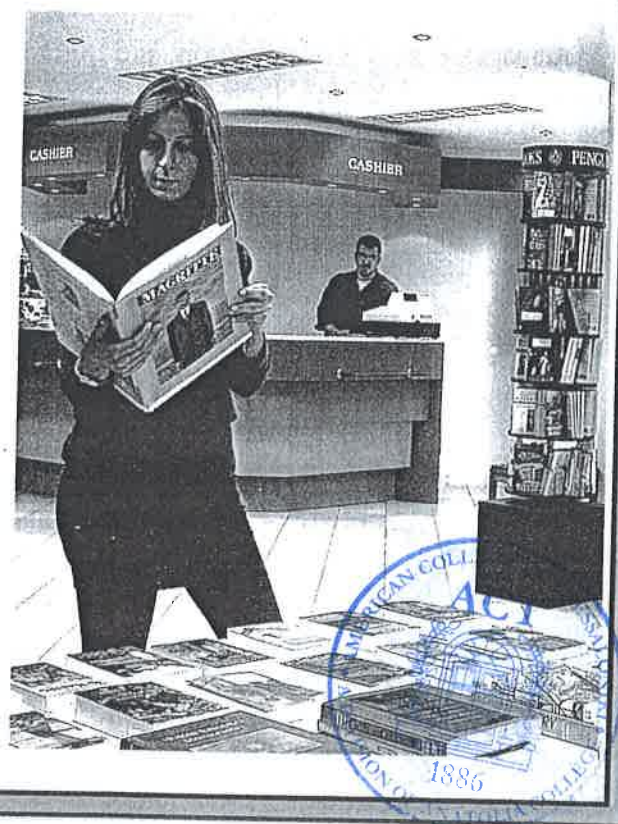
### MARKETING 214: ADVERTISING

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. (OD)

### MARKETING 218: SERVICES MARKETING

This course concentrates on the application of marketing theory in the service sector of the economy where its importance has increased considerably in the last decades. The primary objective is to familiarize students with the particularities of several industries, including tourism, hotel-operation, financial services, and banks in order to comprehend the marketing strategies involved. The course will be conducted with the assistance of cases, projects, real-life applications and class discussions in order to maintain a practical as well as theoretical approach.. Prereq: Marketing 101. (OD)



### MARKETING 220: 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 examples in the context of real business situations. Prereq: Marketing 101. (Spring)

### 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. (OD)

### MARKETING 313: CONSUMER BEHAVIOR

This course studies and analyzes the consumer as a decision maker and the consumer's impact on the companies' strategic marketing programs. Emphasis is given to the marketing implications emerging from the psychological and social influences that affect the consumer during the process of decision-making. The perspective adopted is twofold: a) from the point of view of the consumer, who is forced to make numerous purchase decisions in his everyday life and b) from that of the Marketing Manager, who needs to fully comprehend the consumer's behavior in order

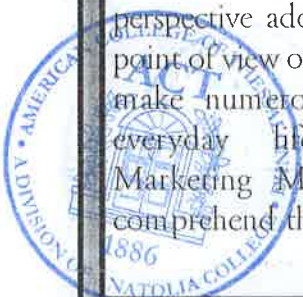
to develop effective marketing strategies. The course material will be supplemented with cases, video presentations, and real life applications in order to maintain a practical as well as theoretical approach. Prereq: Marketing 101. (Fall 1999)

### MARKETING 318: INTERNATIONAL MARKETING

This course addresses marketing management problems, techniques and strategies needed to incorporate the marketing concept into the framework of today's marketplace: the world. Irrespective of the scope of a firm's international activity, the impact of a people's culture and environment on a company's marketing program is still the most critical issue when conducting business in a different culture. International marketing continues to reflect an environmental/cultural approach to marketing. Since the differences in marketing from culture to culture are by definition less conceptual than environmental, the course focuses on the different environments and on the modifications of marketing thought and practices dictated by these differences. Prereq: Management 101, Marketing 101. (OD)

### MARKETING 322: TOPICS IN MARKETING

This course is intended to familiarize students with recent and upcoming trends in marketing as they evolve; thus, specific contents and topics will vary somewhat from year to year. Among recent trends in this rapidly-developing field are cybermarketing, environmental marketing, and telemarketing; other related topics of particular interest in the late nineties include advertising trends, media buying, and power strategy. Prereq: Marketing 201. (OD)





## MATHEMATICS

### MATHEMATICS 101: CALCULUS

Review of 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; advanced methods of optimization. Emphasis is placed on applications and problem solving by conventional and computer methods. Prereq: Math 100. (Fall, Spring)

### MATHEMATICS 111: STATISTICS I

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. (Fall, Spring)

### MATHEMATICS 211: STATISTICS II

Continuing from Statistics I, this course is intended for students of Business Administration. It 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, Nonparametric Methods. Emphasis is given to problem solving with the use of statistical software. Prereq: Math 101, 111. (Fall, Spring)

### MATHEMATICS/BUSINESS 241: STATISTICAL TECHNIQUES IN BUSINESS

This is a course designed mainly for business studies. Math 241 attempts to arm the students with new techniques, new skills of logic and new understandings that will aid in making informed decisions. Business situations are presented as examples, and problems represent actual companies and real situations, so the student gains considerable insight into the real-world conditions of business. The course presents decisions dilemmas, cases, and problems with real data and scenarios, and gives the students the opportunity to observe and actually carry out computer-generated solutions using a statistical package. Topics that this course covers are Multiple Regression Analysis, Time Series Analysis, Quantitative Business Forecasting, Statistical Quality Control and Decision-Making under Uncertainty. Prereq: Math 211. (OD)

### MATH 311: STATISTICAL LABORATORY

This course's goal is to provide students the opportunity to apply in practice, and in considerable detail, statistical concepts and procedures learned in previous courses. The major topics include simple and multiple regression analysis and multivariate statistics, time series analysis, bootstrap methods (simulation); ANOVA and generalized linear models are also considered. Critical-analytical thinking skills are strengthened through the requirement that students take decisions based on life-like business scenarios. After completing the course, students will have a nearly-professional working knowledge of Minitab. Prereq: Mathematics 211. (OD)



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# ACADEMIC CALENDAR 1999 - 2000

## FALL SEMESTER

September 14	Entrance Examination
September 18	Freshman Orientation
September 20-24	Registration
September 27	First Day of Classes
October 1	Last Day for Changing Courses
October 26-28	National Holiday, No Classes
November 12	Last Day for Dropping Courses
November 17	Polytechnic Memorial Day, No Classes
December 23	Last Day of Classes before Winter Break
January 10	Classes Resume
January 21	Last Day of Classes
January 24-28	Final Examinations

## SPRING SEMESTER

February 1	Entrance Examination
February 5	Freshman Orientation
February 7-11	Registration
February 14	First Day of Classes
February 18	Last Day for Changing Courses
March 13	Clean Monday, No Classes
March 31	Last Day for Dropping Courses
April 21	Last Day of Classes before Spring Break
May 8	Classes Resume
June 2	Last Day of Classes
June 5-9	Final Examinations

## SUMMER SESSION

June 20	First Day of Classes
June 22	Last Day for Changing Courses
June 30	Last Day for Dropping Courses
July 11	Entrance Examination for Fall 2000
July 17	Last Day of Classes
July 18-19	Final Examinations



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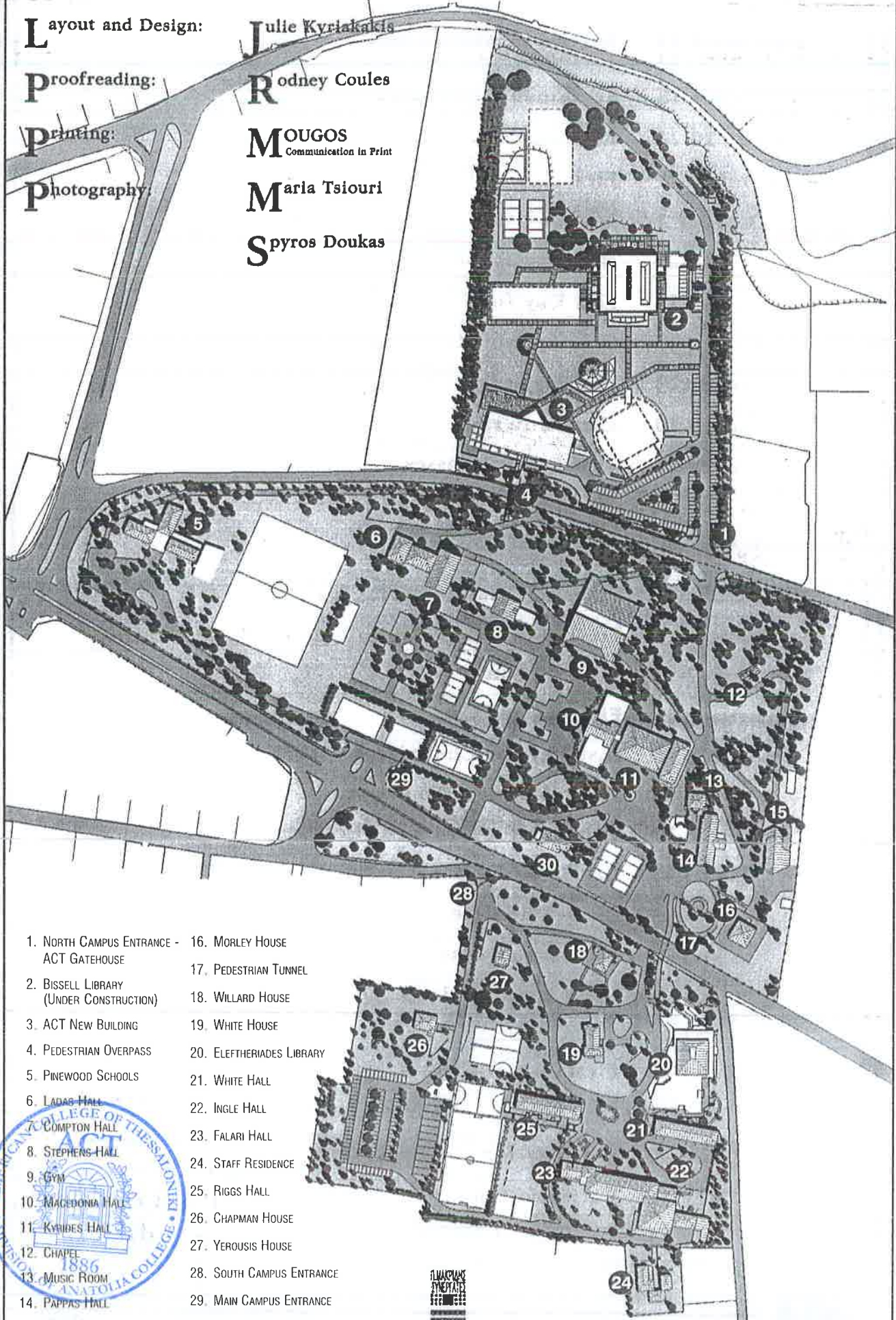
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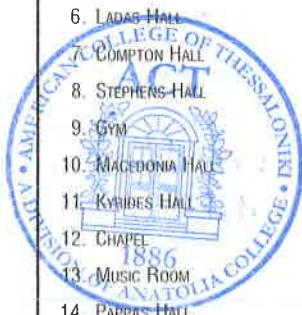
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- 1. NORTH CAMPUS ENTRANCE - ACT GATEHOUSE
- 2. BISSELL LIBRARY (UNDER CONSTRUCTION)
- 3. ACT NEW BUILDING
- 4. PEDESTRIAN OVERPASS
- 5. PINWOOD SCHOOLS
- 6. LADAS HALL
- 7. COMPTON HALL
- 8. STEPHENS HALL
- 9. GYM
- 10. MACEDONIA HALL
- 11. KYRIDES HALL
- 12. CHAPEL
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- 21. WHITE HALL
- 22. INGLE HALL
- 23. FALARI HALL
- 24. STAFF RESIDENCE
- 25. RIGGS HALL
- 26. CHAPMAN HOUSE
- 27. YEROUSIS HOUSE
- 28. SOUTH CAMPUS ENTRANCE
- 29. MAIN CAMPUS ENTRANCE
- 30. PRESIDENT'S RESIDENCE





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