
ACT

AMERICAN COLLEGE *of* THESSALONIKI
A DIVISION OF ANATOLIA 1886

CATALOG OF STUDY 2004-2005





**ACT President
Richard L. Jackson**

Thank you for your interest in the American College of Thessaloniki (ACT), the university division of Anatolia. Many of you reading this catalogue are probably new to ACT and to Greece, drawn perhaps by the international spotlight this year on the most successful Olympic Games in modern history.

We are a unique institution serving a majority of Greek students, but with growing numbers from the United States, the neighboring countries of Southeast Europe, Cyprus and over 20 countries. Please take advantage of this wonderful diversity, avoiding the natural tendency to seek out those who are most like you, and in so doing you will find that your time here is one of the most important and exciting in your lives as you identify the passions and goals that will shape your future.

What brings us together on this beautiful campus with the unmatched resources of the Bissell Library and Stavros Niarchos Technology Center is the commitment we share to education. This is of course your primary goal as students, but I want to assure you that every employee on this campus is dedicated to providing the highest quality educational experience at ACT for everyone. Faculty and staff alike are here to serve you and to make absolutely sure that you experience and integrate easily into an hospitable and supportive learning community.

My office is in Stephen's Hall, and the door is always open. I look forward to doing all that I can as President to help you realize the goals for which you have come to ACT.



AMERICAN COLLEGE OF THESSALONIKI
A DIVISION OF ANATOLIA 1886

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www.act.edu/act

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ACT STATEMENT OF ACCREDITATION

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

Institutional Memberships

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

1. American International Consortium of Academic Libraries (AMICAL)
2. Association of American Colleges of Greece (AACG)
3. Association of American International Colleges and Universities (AAICU)
4. The Center for Academic Integrity (CAI)
5. The Council of Independent Colleges (CIC)
6. The Institute of International Education (IIE)
7. The International Writing Centers Association (IWCA)



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ACADEMIC CALENDAR 2004-2005

MBA FULL TIME PROGRAM

Fall 2004	
Orientation	September 25 (S)
First Quarter Begins	October 4 (M)
National Holiday	October 25-30 (M-S)
Polytechnic Day, No Classes	November 17 (W)
First Quarter Ends	December 2 for M-Tu classes December 3 for W-Th classes
Examinations	December 6 & 7 for M-Tu, December 8 & 9 for W-Th classes
Second Quarter Begins	December 13 (M)
Winter Break Begins	December 23 (Th)
Classes Resume	January 3 (M)
Epiphany Day, No Classes	January 6 (Th)
Second Quarter Ends	February 14 for M classes February 15 for Tu classes
Examinations	February 21-22 (M-Tu) & February 23-24 (W-Th)
Spring 2005	
Third Quarter Begins	February 28 (M)
Shrove Monday (Kathara Deffera), No Classes	March 14 (M)
First Quarter Ends	April 21 (Th)
Spring Break Begins	April 25 (M)
Classes Resume	May 9 (M)
Examinations	May 9-10 (M-Tu) & May 11-12 (W-Th)
Fourth Quarter Begins	May 16 (M)
Whit Monday (Agiou Pnevmatos), No Classes	June 20 (M)
Second Quarter Ends	July 4 & 5 for M-Tu classes July 6 & 7 for W-Th classes
Examinations	July 11-12 for M-Tu classes July 13-14 for W-Th classes



UNDERGRADUATE DEGREE PROGRAMS

Placement Evaluation	September 7 & 14 (Tu)
New Student Orientation	September 13 (M)
Registration	September 13-14 (M-T)
First Day of Classes	September 20 (M)
Last Day for Course Changes	September 24 (F)
Fall Break	October 25-29 (M-F)
Last Day to Drop a Course	November 12 (F)
Polytechnic Day, No Classes	November 17 (W)
Last Day of Classes Before Winter Break	December 22 (W)
Classes Resume	January 10 (M)
Last Day of Classes	January 18 (Tu)
Final Examinations	January 20-26 (Th-W)
Spring 2005	
Placement Evaluation	January 25 (Tu)
New Student Orientation	February 7 (M)
Registration	February 7-8 (M-T)
First Day of Classes	February 14 (M)
Last Day for Course Changes	February 18 (F)
Ash Monday (Kathara Deffera), No Classes	March 14 (M)
Greek Independence Day, No Classes	March 25 (F)
Last Day to Drop a Course	April 1 (F)
Last Day of Classes Before Spring Break	April 22 (F)
Classes Resume	May 9 (M)
Last Day of Classes	June 3 (F)
Final Examinations	June 6-10 (M-F)
Commencement	June 29 (W - Tentative)
Summer Sessions	
First Day of Classes	June 22 (W)
Last Day for Course Changes	June 23 (Th)
Last Day to Drop a Course	July 4 (M)
Last Day of Classes	July 20 (W)
Final Examinations	July 22 (F)

Placement Evaluations for 2005-2006 Academic Year:

July 5 (Tu) - September 6 & 13 (Tu)

MBA PART TIME PROGRAM

Fall 2004	
Orientation	September 25 (S)
First Quarter Begins	October 1 (F)
National Holiday	October 25-30 (M-S)
First Quarter Ends	November 27 (S)
Examinations	December 3-4 (F-S)
Second Quarter Begins	December 10 (F)
Last Day of Classes before Winter Break	December 18 (S)
Winter Break Begins	December 23 (Th)
Classes Resume	January 7 (F)
Second Quarter Ends	February 12 (S)
Examinations	February 18-19 (F-S)
Spring 2005	
First Quarter Begins	February 25 (F)
Greek Independence Day, No Classes	March 25-26 (F-S)
Last Day of Classes before Spring Break	April 23 (S)
First Quarter Ends	April 23 (S)
Spring Break Begins	April 25 (M)
Classes Resume	May 7 (S)
Examinations	May 13-14 (F-S)
Second Quarter Begins	May 20 (F)
Second Quarter Ends	July 9 (S)
Examinations	July 15-16 (F-S)



ACT MISSION STATEMENT

The American College of Thessaloniki, a division of Anatolia, offers undergraduate and graduate programs of study characterized by reasoned and open inquiry, acquisition of the breadth and depth of knowledge associated with traditional university curricula, and achievement of the highest possible standards in student-centered teaching and faculty scholarship, with emphasis on individual growth. Through its educational, cultural, professional, and service activities, ACT seeks to contribute actively to the wider communities of Greece and Southeast Europe as well as to enhance understanding and friendship between the peoples of the United States and Greece.

THE AMERICAN COLLEGE OF THESSALONIKI

The American College of Thessaloniki (founded 1981) is the university-level division of Anatolia, well known in Greece as an American-sponsored, private, non-profit educational institution (founded 1886) and incorporated in the Commonwealth of Massachusetts. Anatolia is empowered by its Massachusetts charter (1894) to issue a full range of collegiate and university degrees and diplomas. In inspiration, mission, governance, and programs, ACT resembles the traditional New England colleges upon which it has been modeled. ACT is accredited in New England by the NEASC-CIHE, as its U.S. headquarters and Board of Trustees have their permanent home in Boston.

Founded by American Protestant missionaries, Anatolia was originally located in Asia Minor and evolved from a seminary in Constantinople, which began in 1840. 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 had settled. In the mid-1930s, the school moved to its present location on a forty-five acre campus a few miles above the city. During World War II, it closed again when the occupying German army made the campus its local headquarters. Over the past half-century, Anatolia and ACT have created a campus of unusual beauty and utility overlooking Thessaloniki and the Thermaikos Gulf, with the assistance of both private contributions and grants from Greece and the United States Government through the Agency for International Development (AID). As a non-profit, charitable institution, ACT and Anatolia receive substantial support from a number of sources. Individuals, corporations and alumni groups in Greece and the US contribute funds to meet the school's many expenses, including the awarding of scholarships, which is one of the institution's main objectives. Over the past three years, ACT has been particularly fortunate in receiving grants from a number of foundations, among which are the Anagnos Foundation, the Andrew Mellon Foundation, the Cleveland H. Dodge Foundation, the N. Demos Foundation, the Minneapolis Foundation, the Pappas Foundation (US), the J.F. Costopoulos Foundation, and the Stavros S. Niarchos Foundation (Greece).

ACT's purpose historically has been to offer quality programs of study at the undergraduate level in Business, Technology, International Relations, and the Arts and Sciences (English, Psychology). Building upon its twenty-year tradition of providing undergraduate business education, ACT is now offering an American-inspired MBA program designed both for graduates from liberal disciplines as well as those with a business background. The program, focused on business in Greece and Southeast Europe, features three concentration options: Entrepreneurship, Management and Marketing.

The school has two academic objectives, the first of which is to provide a broad general education foundation. The curriculum is modeled on those of many American colleges both in respect to its content and in its approach to learning. ACT's second main objective is to provide

ACADEMIC & STUDENT AFFAIRS

OFFICE OF ACADEMIC & STUDENT AFFAIRS

Director of Academic & Student Affairs
 Dr. Archontis L. Pantisios
 New Building, Ground Floor
 2310 398-228, 205
 Email: apantisio@act.edu

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

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

Study Abroad Opportunities US Students Coming to ACT

Administrative Assistant to the Director of Academic & Student Affairs

Ms. Efi Antonakopoulou
 New Building, Ground Floor
 2310-398-205
 Email: antonefi@act.edu

U.S. Enrollment Officer

Ms. Maureen E. Fish
 Anatolia College Trustees Office
 130 Bowdoin Str., Suite 1201-1202
 Boston, MA 02108
 Email: mfish@anatolia-act.org

US Students Coming to ACT

The Study Abroad Program at ACT has been growing in the past few years with approximately 40-50 students coming to ACT from the US each year. The Office of Academic & Student Affairs is responsible for the Study Abroad Program at ACT (for US students studying at ACT). All study abroad students are bound to the rules and regulation of the Handbook and the Catalog of Study.

The ACT study abroad program includes a three-day comprehensive study abroad orientation, an organized weekend cultural excursion in Athens, twice-monthly meetings and an exit evaluation.

Study-abroad students are fully integrated into ACT's regular courses and programs during their semester (or year) on campus. In addition to Modern Greek (which all study-abroad students not fluent in the language are strongly advised to take), students are free to enroll in any other regularly-scheduled courses they wish in order to fulfill either elective or major requirements at their home institution.

Students should address the Office of Academic & Student Affairs for further information.

knowledge in depth to students pursuing one of the school's BS or BA programs of study. Each of the majors combines a series of basic general education and degree requirements (foundation and support courses) with in-depth study of a particular field or discipline.

Drawing on the model of American university-level education, the College seeks to stimulate students' intellectual development, cultural breadth, and ethical sensitivity while at the same time equipping them with the skills and knowledge required for productive employment or for post-graduate studies.

The American College of Thessaloniki has no political, governmental or religious affiliation. ACT values a diverse college community. ACT does not discriminate on the basis of race, color, national or ethnic origin, religion, sex, sexual orientation, marital or parental status, age, or disability in the recruitment and admission of its students, in the administration of its educational policies and programs, or in the recruitment and employment of its faculty and staff.

As noted, ACT receives accreditation from the NEASC, which is widely accepted internationally. Owing to restrictions of the current Greek constitution, non-profit higher education is not officially recognized in Greece and such institutions are designated as "Laboratories of Free Studies". This does not hinder graduates from obtaining positions in the private sector, or from continuing on for post-graduate studies in the US and Europe.



**Study Abroad Information Office
ACT Students Studying in the US**

ACT Students Studying in the US

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

For further information, ACT students interested may address the Office of Academic & Student Affairs.

FINANCIAL POLICIES / ADMINISTRATION

Director of Administration

Mr. Vasilis Patsilaras

New Building, Ground Floor

2310 398-214, 219

Email: patsilar@act.edu

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

Financial Aid

A limited number of financial aid grants and tuition waivers are awarded yearly to ACT students on a combined basis of financial need and academic performance, with need being the foremost consideration. The Financial Aid Committees meet as needed during the academic year. Its members review the financial aid application form and supporting documentation submitted by each candidate and then make an attempt to interview all applicants deemed to qualify for aid. Aid awards are announced to candidates immediately following the Committees' decisions.

ELIGIBILITY CRITERIA

For entering students from Greek high schools:

- a high school leaving grade of at least 14 (applicants with averages below 14 will be considered on a case-by-case basis)
- a passing grade on the ACT English Placement Evaluation or the equivalent
- annual family income not in excess of 22,000 EURO for a family of four

For entering students from non-Greek high schools:

- a minimum school leaving grade of B+ or its equivalent
- a passing grade on the ACT English Placement Evaluation or the equivalent
- demonstrable financial need

For transfer students:

- a cumulative minimum GPA of 3.0
- demonstrable financial need

For continuing students:

- a substantial adverse change in family's financial condition
- a cumulative minimum GPA of 3.0

Financial aid to continuing students is normally renewed annually, pending availability of funds, providing that the recipient maintains a minimum GPA of 2.67 in each semester and continues to demonstrate financial need. Interviews by the Financial Aid Committees for continuing recipients will be carried out when a student claims a substantial adverse change in his/her financial status by filling out the relevant form, or at the request of the committee itself.

THE BISSELL LIBRARY

Library Director

Ms. Karen Bohrer

Bissell Library, Ground Floor

2310 398391

Email: kbohrrer@act.edu

One of the most outstanding recent developments at ACT has been the construction of the new Bissell Library, which is in full operation as of Fall 2002. The Bissell Library houses the ACT collection of nearly 20,000 books, videos and CD-ROMS. Already one of the largest general-purpose English language libraries in Greece, its collection is rapidly growing into a space designed to accommodate the institution's needs for years to come. The collection includes subscriptions to periodicals in hard copy as well as access to over 10,000 journals online in full-text through the library's electronic databases. These include EBSCO's Academic Elite and Business Premier collections, Thomson/Gales's Business & Company Resource Center, Investext and PROMT, and JSTOR. Other databases, such as Hoovers, Encyclopedia Britannica, CIAO, Grove Music, Grangers Poetry, American National Biography, and the Oxford English Dictionary add significantly to the library's research and reference sources.

The Bissell Library shares an integrated library management system with the Socrates Eleftheriades and Olga Mavrophidou-Eleftheriades Library of Anatolia College. Access to both collections is available through the web-based Horizon iPAC. Library users can search the catalogue, databases or the Internet through public access terminals available on both floors of the library.

The two floors of the Bissell Library include reading and study space for over 200 users with over 40 computers accessible to students and visitors who have paid a membership fee. There are group study rooms available to students on both floors. The Stavros S. Niarchos technology Center is located on the basement level of the Bissell Library. The three-level, 4,500-square meter library is one of the largest private, learning resource centers in southeast Europe. It houses ACT's print collection of monographs, its computing center (two computer teaching laboratories, a lab for bibliographic instruction of all students in the use of online information resources, a multi-media center and lab, two small viewing rooms, a teleconferencing center, and the systems administration headquarters), and reading space for the student body.



UNDERGRADUATE DEGREE REQUIREMENTS

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

1. A minimum of forty courses, or at least 121 credit hours, including at least one laboratory session.
2. One semester of keyboard literacy or demonstrated proficiency (CS 100 – non-credit).
3. General Education Requirements (GER): The courses listed below satisfy the GER, and in some cases, may be used to also satisfy requirements for certain majors. (*Note:* these GER are applicable to students matriculating for the first time in Fall '03 or later; students who have matriculated earlier will still have to meet the old set of Core requirements, unless they choose to change to a major introduced in Fall 2003 and onwards.)

(I) The Arts and Humanities

Group A (Communication):

English 101, 102, plus one more from 103, 104, 111

Group B (Philosophy):

Two courses from: Philosophy 101, 201, 203

Group C (Literature & Fine Arts):

One course from: English 120, Art 101, Art History 101, 102, Music 101, 102

(II) The Sciences

Group A (Natural and Physical Sciences):

One course from: Biology 101, 210, Chemistry 101, Physics 101, Physiology 101, 210

Group B (Mathematics and Statistics):

One course from: Math 100, 101, 115, Statistics 105, 205

Group C (Computer Science):

One course from: Computer Science 101, 105, 106, 107, 151

Plus one additional course from any of Groups A-C

(III) The Social Sciences

Group A (Politics and Economics):

One course from: Politics 101, Economics 101

Group B (Anthropology, Psychology, Sociology):

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

Group C (History):

One course from: History 101, 120, 210

Plus one additional course from any of Groups A-C

4. All prescribed requirements in the student's declared major(s)-concentration(s)-minor(s), as these are specified under each program; major courses marked with an asterisk may be taken to also meet part of the college's GER. Students are encouraged to consult the Student Handbook for more information on General Education Objectives.
5. An overall GPA of 2.0 or better.
6. After fulfilling all GER/major/concentration requirements for their degree, students may use any residual courses up to the minimum graduation requirement of 40 courses in order to complete a second concentration, a minor, or even a double major. Students must fulfill all prescribed work in their declared major(s)-concentration(s)-minor(s), but may use a common course required in more than one major or minor to satisfy the requirements of both programs, unless otherwise specified.

SCHOOLS, ACADEMIC DIVISIONS & AREAS



DIVISION OF BUSINESS STUDIES**MBA Director & Chair**

Dr. Nikos Kourkouvelis, Associate Professor (Accounting, Finance)
BS, Economics; MBA, Fairleigh Dickerson University; PhD, Business (Finance), Century University (Reg)
 Telephone: (+30) 2310 398-386
 Email: nikolaos@act.edu

FACULTY (* = Faculty teaching in the MBA or in both MBA and undergraduate programs)
Mr. Manos Agrodinos, Instructor (Accounting)

BS Business Administration, The American College of Thessaloniki; MBA Finance, Information Technology, Fairfield University (Adj)

Mr. Stephanos Anthemides, Instructor (Management)

B.S.E.E. Electrical Engineering, B.B.A. Management, MBA, Wichita State University; Doctoral Candidate, University of Macedonia

Mr. Vassilis Blatsas, Coordinator of Business Programs & MBA Advisor/Associate Professor (Management, Marketing)

BA, Economics; BS, Biology, Lonas College; MBA, Management, Roosevelt University (Reg)

Mr. Peter C. Chresanthakes, Instructor (Accounting, Finance)

BS: Marketing, University of Illinois at Chicago; MBA Finance, Pennsylvania State University (Adj)

Ms. Anna Daskopoulou, Instructor (Management)

BS, Management Science, University of Kent at Canterbury; MA, Human Resource Management, University of Leeds (Adj)

Ms. Eleni Fasoula, Instructor (Economics)

BS: Business Administration, The American College of Thessaloniki; MA, Economics, Youngstown State University (Adj)

***Dr. Stefanos Gialamas**, Provost/Professor (Mathematics, Leadership)

BS, Mathematics/Physics, Aristotle University of Thessaloniki; MA, Mathematics, State University of New York at Buffalo; PhD, Mathematics, University of Illinois at Chicago (Reg)

Mr. Chris Grammenos, Instructor (Marketing, Management)

BBA, Marketing and Advertising, Pace University; MBA, International Business and Finance, Pace University (Reg)

***Dr. Sofia Hilentzaris**, Assistant Professor (Management and Leadership)

BA, Sociology, Northeastern Illinois University; PhD, Administration, University of Illinois at Chicago (Reg)

Mr. Nikolas Hourvoulades, Instructor (Managerial Economics, Finance)

BA, Aristotle University of Thessaloniki; MBA, Yale School of Organization & Management (Adj)

Mr. Savvas Kalfas, Instructor (Marketing)

BS: Marketing, Temple University; MSc, Marketing by Research, Victoria University of Manchester (UMIST) (Adj)

Mrs. Anna Kalotidou, Instructor (Management)

BS: Management Studies, North College; MSc, Organizational Development, Sheffield Hallam University (Adj)

Mr. Nikolaos Karamanlis, Assistant Professor (Business Law)

Law, Aristotle University of Thessaloniki; LL.M, London School of Economics & Political Science; LL.M, University of Brussels (Adj)

Mr. John G. Karatzoglou, Instructor (Management)

BS: Business Administration, University of Macedonia; MBA, Henley Management College, Brunel University

***Dr. Sevasti Kessapidu**, Associate Professor (Leadership, Communications) (Reg)

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

BUSINESS STUDIES

Mr. Costas Klimis, Instructor (Accounting, Marketing)

BS: Business Administration, Aristotle University of Thessaloniki, School of Law & Economics; MSc, Financial & Managerial Controls, University of Southampton (Adj)

Dr. Phaedon John Kozyris, Instructor (Social Responsibility of Business)

J.D. Law, Aristotle University of Thessaloniki; M. Comp. L., University of Chicago; J.D., Cornell; S.J.D. University of Pennsylvania (Adj)

Ms. Maria Kyrimi, Instructor (Economics)

BS: Business Administration with concentration in European Business Studies, The American College of Thessaloniki; MSc, International Business, Aston Business School (Adj)

Mr. George Mavromatopoulos, Instructor (Accounting)

BS: Business Administration, The American College of Thessaloniki; MA, Money, Banking and Finance, Middlesex University; Consultant Certificate by Athens Derivative Exchange; The Association of Chartered Certified Accountants (Adj)

Mr. Ilias Miliotis, Instructor (Finance)

BA, Economics, University of Macedonia; MBA, University of Bridgeport (Adj)

***Mr. Hercules Mousiades**, Assistant Professor (Marketing)

BS, Business, Wright State University; MS, Management, Kellogg School of Management (Adj)

Ms. Christina Mytilinaiou, Instructor (Management)

BS: Business Administration, The American College of Thessaloniki; MSc Management, The University of Sheffield (Adj)

Mr. Evangelos Panetos, Instructor (Finance)

BA Economics, Aristotle University of Thessaloniki; MSc Finance, Lancaster University (Adj)

***Dr. Archontis Pantisios**, Director of Academic & Student Affairs/Professor (Economics)

BA, Economics & Mathematics, Bates College; MA, PhD, Economics, Binghamton University - State University of New York (Reg)

***Mr. Akis Papagiannis**, Instructor (Management)

BBA, Management Science and Operations Research, Kent State University; MBA, International Business, Western International University (Adj)

Ms. Fotini Papamavroudi, Instructor (Accounting)

BA, Accounting and Financial Management, University of Essex; MA, International Management and Finance, Bradford University (Adj)

Ms. Iphigenia Paparousi, Instructor (Marketing)

BS: Business Administration, The American College of Thessaloniki; MBA, University of Hartford (Adj)

Mr. Vassilis Patsilaras, Instructor (Economics)

BS: Economics, University of Macedonia; MSc, Urban Planning, Florida State University at Tallahassee (Adj)

Ms. Maria Smyrniou, Instructor (Business in Southeast Europe)

LL.M International Business Law, University of London-King's College London (Adj)

Mr. Argyrios Spyridis, Instructor (Marketing)

BS: Marketing, New York Institute of Technology; MBA, Adelphi University (Adj)

Mr. Stavros Stavridis, Instructor (Finance)

BS, Business, American College of Thessaloniki; MSc, International Economics, Banking, and Finance, University of Cardiff (Adj)

Ms. Ioanna Tavanidou, Instructor (Accounting, Finance)

BA, Economics, Aristotle University of Thessaloniki; MS, International Banking and Finance, Southampton University (Adj)

***Dr. Demetri Tsanacas**, Professor (Economics)

BA, Economics, Montclair State College; MA, PhD, Economics, Rutgers University (Reg - On Sabbatical 2004-05)

***Mr. Paraskevas Tsogariadis**, Instructor (Management)

BS: Business Administration, Aristotle University of Thessaloniki; MSc, Engineering, Economic Systems and Operations Research, Stanford University (Adj)



Ms. Sophia Tzika, Instructor (Management)

BS, Business Administration, Boston University; MSc, Industrial Relations and Personnel Management, London School of Economics and Political Science (Ad)

*Dr. Panayiotis Vlachos, Technology & Sciences Chair/Professor (Mathematics, Statistics)

BS, Mathematics, Aristotle University of Thessaloniki; MS, Mathematics, Ph.D., Applied Sciences, University of Rhode Island (Reg)

Goals and Objectives

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

Our Vision

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

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

Our Mission

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

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

Our Stakeholders

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

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

Our Educational Philosophy

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

- *Thinking Skills:* logical, critical and integrated analysis, the capacity to exercise good judgment; creative and non-traditional problem solving; and proficiency in ethical reasoning.
- *Discipline-Specific Knowledge and Competencies:* e.g., information technology, and quantitative skills appropriate to problem solving in real work settings.

- *Communications Skills:* proficiency in oral, written, presentation, and distance communication.
- *Change Management:* understanding and shaping the forces of change, including globalization, and using this understanding to formulate, evaluate, and select from alternative strategies to achieve sustainable competitive advantage for themselves and for their companies and organizations.
- *Self-Development:* the capacity to engage in the effective self-management of lifelong learning to achieve continuous professional and personal growth.

Our Core Strategies

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

Indicative List of Strategic Alliances

- American-Hellenic Chamber of Commerce
- American University in Bulgaria
- California State University FRESNO
- Greek Institute of Banking
- International Finance Corporation
- Johnson and Wales University
- Karamanlis Institute
- Koc University
- Ohio State University
- PAP Corporation
- Papastratou Institute
- Tippie School of Business, University of Iowa
- University of Michigan
- World Bank

Experiential Learning

Tell me and I will forget

Show me and I might remember,

Involve me and I will understand.

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

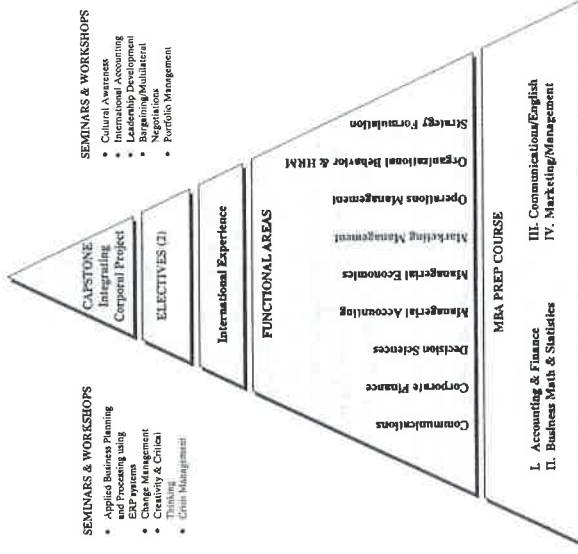
Advisory Boards

Business Advisory Board (BAB): The BAB, consists of a selected group of corporate, educational, and civic leaders who are appointed by the President of the College in consultation with faculty in the business area. They form the connecting links between administrators of the business programs and the greater community. Members of the BAB offer advice on curriculum updates and the introduction of new programs and assist in the placement, fundraising and promotional initiatives of the business area.

MBA Student Advisory Board: The MBA candidates through an annual election select their representatives, who represent the interests and the concerns of the graduate students to the Director of the MBA program and to the College Administration. This board is

I-Flex Executive MBA for Working Professionals

The i-Flex Executive MBA is a web-based on-site and on-line Executive MBA program designed for working professionals. Building upon strong business fundamentals and specialized business applications, the i-Flex Executive MBA program differentiates itself from the traditional MBA program through a higher level of interaction and service. To optimize the most effective strategies for adult learning, we have combined onsite learning with the convenience and flexibility of web-based, online study. The program is as rigorous and as demanding as the regular MBA but offers added flexibility to the business executive to continue working.



For further information about MBA applications:

Mr. Vassilis Blatas
 Coordinator of Business Programs & MBA Advisor
 New Building, 1st Floor
 2310 398-206
 Email: bblat@act.edu



consulted extensively by the MBA Director in areas of programming and course offerings, and is responsible for MBA social events. It is strictly an advisory board and does not formulate policy regarding the MBA program.

- **Undergraduate Student Advisory Board:** This board consists of eight (8) students who are nominated by the undergraduate faculty and are appointed by the Chairperson of Business Programs. In their advisory role they communicate the interests and concerns of undergraduate business students to the Business Department Chairperson and assist in planning social and educational activities.

There are three types of MBA programs offered:

- Full Time MBA Program
- Part Time MBA Program
- (i) Weekend MBA
- (ii) I-Flex Executive MBA

MBA Program – Full Time

AREAS OF SPECIALIZATION

- Entrepreneurship
- Management
- Marketing

The program targets recent college graduates and executives who wish to complete an MBA degree in one year. Classes take place Monday through Thursday in the evening starting in early October and finishing in mid-July.

The program consists of sixteen courses (48) credits taken in four (4) 8-week sessions and offers three possible tracks of specialization: Entrepreneurship, Management, Marketing.

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

In Session 2 students continue defining the managerial process through courses in Marketing, Organizational Behavior, Corporate Finance and Management Information Systems.

In Session 3 students formulate answers to the managerial questions through courses in International Business, Organizational Leadership, Strategic Management and Operations Management.

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

Weekend MBA Program – Part Time

AREAS OF SPECIALIZATION

- Entrepreneurship
- Management
- Marketing
- Banking and Finance

This is a two-year program targeting business executives who wish to enhance their business skills while continuing their professional career. Classes start in early October and finish in mid-July each year. There are 3 class meetings per month on Friday evenings and Saturday mornings for a total of 6 meetings per course taken. Students normally take two courses per session.

The program consists of sixteen courses (48 credit hours). The length of each course is 8 weeks.

MBA Program of Study

Semester One (October-February)

- Quarter One
- MBA-ECO 510: Managerial Economics (PT)
- MBA-COM 515: Leadership Communication Skills (PT)
- MBA-STAT 505: Applied Statistics for Business Decisions
- MBA-ACCT 501: Managerial Accounting

Quarter Two

- MBA-MAN 520: Organizational Behavior (PT)
- MBA-MARK 530: Marketing Management (PT)
- MBA-FIN 540: Corporate Finance
- MBA-MIS 550: Management Information Systems

Semester Two (February-July)

- Quarter Three
- MBA-BUS 570: International Business (PT)
- MBA-MAN 521: Organizational Leadership & Change (PT)
- MBA-BUS 580: Strategic Management
- MBA-MAN 525: Operations Management

Quarter Four

- MBA-BUS 555: Small Business (Management concentration) (PT)
- MBA-BUS 560: Entrepreneurship (Entrepreneurship concentration) (PT)
- MBA-MARK 539: Market Research (Marketing concentration) (PT)
- Concentration elective
- Concentration elective

- MBA-BUS 599: Integrated Case Study

MBA Courses

MBA-ACCT 501: Managerial Accounting

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

MBA-STAT 505: Applied Statistics for Business Decisions

This course introduces statistical techniques used in business decision-making and focuses on enhancing students' ability to select the appropriate statistical method to draw informative conclusions successfully. Topics covered include: analytic and graphical representation of data, descriptive statistics, estimation for means and proportions, hypothesis testing for decision-making

control charts, linear and multiple regression, and an overview of time series methods. Statistical software is employed for all projects. **Required (SEMESTER ONE, QUARTER ONE)**

MBA-ECO 510: Managerial Economics

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

MBA-COM 515: Leadership Communication Skills

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

MBA-MAN 520: Organizational Behavior

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

MBA-MAN 521: Organizational Leadership and Change

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

MBA-MAN 522: Human Resources Management

This course analyzes and applies models and theories of how people should behave in the workplace and how they should be managed. It uses case studies relevant to the theoretical background to better understand the nature of HRM and how people, the environment and situations interact to contribute to the long-term survival of an organization. Topics covered include the nature of HRM, planning, recruitment, and selection, communication and employee involvement, information technology, employee relationships, employment laws, reward systems, remuneration, performance measurements, globalization, ethics, and workplace diversity. **Management concentration elective (SEMESTER TWO, QUARTER FOUR)**

MBA-MAN 523: Conflict Management and Resolution

This course analyzes and seeks to enlarge students' understanding of the nature and dynamics of conflict in various environments and contexts, and the ways in which organizations may resolve conflict-related issues. Topics covered include power and conflict, culture and conflict, impasse and communication, negotiation and advocacy techniques, mediation and arbitration, and strategic dispute management. **Management concentration elective (SEMESTER TWO, QUARTER FOUR)**

MBA-MAN 525: Operations Management

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



MBA-MAN 526: Total Quality Management

This course deals with broad management skills and concepts for improving processes and quality in any business environment. It includes management strategy, commitment, best practices, and tools and approaches for quality control across a range of business models, from services to e-commerce. Management concentration elective (SEMESTER TWO, QUARTER FOUR)

MBA-MARK 530: Marketing Management

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

MBA-MARK 531: New Product Development

This course presents key principles of new product design required to support an entrepreneurial venture: finding market opportunity, establishing core competency, concept testing, market segmentation, and pricing in distribution channels. Entrepreneurship/Marketing concentration elective (SEMESTER TWO, QUARTER FOUR)

MBA-MARK 532: Retail Marketing

Present and future consumer buying standards under the pressure of a time-poor society are bringing consumers and retailers together in a more dynamic relationship. The rules of the game are determined both by traditional "brick and mortar" retailers and by new business models of e-tailers that advance dis-intermediation and re-intermediation. This course covers the process of formulating a competitive retailing strategy, the marketing aspects of retailing, forward marketing integration policies, the dependencies of implementation, discovery and adoption of accountable media and promotion practices, and management of a retail department within a company's structure. Management concentration elective (SEMESTER TWO, QUARTER FOUR)

MBA-MARK 533: Managing Channels of Distribution

The course examines the economic, political, and social relationships among the various institutions comprising the marketing channels by which products and services are distributed. Emphasis is on understanding the administration of channel relationships. Topics include retailing, wholesaling and physical distribution by channel members, assessing the performance of channel institutions and structures, channel organization and design. Marketing concentration elective (SEMESTER TWO, QUARTER FOUR)

MBA-MARK 534: Sales Force Management

This course examines the principles and practices of successful sales management applied within the context of a company's overall marketing strategy. Also, it focuses on the sales manager's leadership and administrative roles in planning and executing business sales programs. This course includes topics such as sales force organization, selection, recruiting, sales training, motivation, suspension, evaluation and control of a sales force. Marketing concentration elective (SEMESTER TWO, QUARTER FOUR)

MBA-MARK 535: B2B Marketing

In today's dynamic market, firms have exciting new marketing opportunities to interact and do business particularly via the web and new wireless technologies. This course focuses on the application of marketing principles used to market goods and services between two organizations in

the fast e-commerce business. This course includes topics such as buyer behavior, customer relations, market segmentation and target marketing, product planning, distribution strategy, pricing policy, use of sales force, advertising and sales promotion in a B2B marketing plan. Marketing concentration elective (SEMESTER TWO, QUARTER FOUR)

MBA-MARK 539: Market Research

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

MBA-FIN 540: Corporate Finance

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

MBA-FIN 545: Financing New Ventures

This course introduces the financing tools available to the entrepreneur, with particular focus on the venture capital structure, the valuation of new ventures, and the incubator business model. Entrepreneurship concentration elective (SEMESTER TWO, QUARTER FOUR)

MBA-MIS 550: Management Information Systems

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

MBA-BUS 555: Small Business Management

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

MBA-BUS 560: Entrepreneurship

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



MBA-BUS 561: Growth Strategies

Based primarily on case studies, this course exposes students to successful strategies for growing business models. The cases span the spectrum from organic growth models to the world of mergers and acquisitions, leveraged buy-outs and aggressive takeovers. **Entrepreneurship concentration elective** (SEMESTER TWO, QUARTER FOUR)

MBA-BUS 565: The Social Responsibility of Business

The basis of true leadership is a firm conviction in what one is doing and of what one is trying to achieve. Responsibility to oneself and others is a key factor for lasting success in business, so this course will help managers to develop a standpoint from which to confront the ethical conflicts and dilemmas of business life as these relate to a firm's partners, its employees, the society within which it operates, and the natural environment. Students will acquire theoretical tools and practice these in socially responsible and successful decision-making. **Elective** (SEMESTER TWO, QUARTER FOUR)

MBA-BUS 570: International Business

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

MBA-BUS 575: Business in Southeast Europe

This course examines the business environment, threats, and opportunities of doing business in Southeast Europe. Its objective is to provide sufficient knowledge and understanding of the political, social, and economic environment in Southeast European countries currently in process of transition to market economies to make informed business decisions about market characteristics, method of entry and timing to make the best of existing opportunities. **Elective** (SEMESTER TWO, QUARTER FOUR)

MBA-BUS 580: Strategic Management

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

MBA-BUS 598: Applied Business Issues

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

The Division of Business Studies offers Bachelor of Science Degree Programs in Business with concentrations available in:

- Finance
- Hospitality
- International Business
- Management
- Marketing

The Division of Business Studies also offers a Minor in International Business.

**BACHELOR OF SCIENCE IN BUSINESS
CONCENTRATION IN FINANCE**

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

Degree Requirements

In order to receive the BS degree, the student must have fulfilled all the GER and major requirements and have completed at least 121 credit hours with an overall GPA of 2.0 or better. In addition, all candidates must have been in residence at the College during the last four semesters of full time instruction.

I. Major Requirements

a. Common Degree Requirements

- Mathematics 101*
- Mathematics 115*
- Statistics 205*
- Computer Science 101*
- Computer Science 151*
- Computer Science 201
- Philosophy 201*

b. Business Requirements

- Accounting 101
- Accounting 102
- Business Administration 240
- Economics 101*
- Economics 102
- Economics/Management 242
- Finance 201
- Management 101
- Management/English 262
- Management 322
- Marketing 101

c. Finance Requirement Courses

- Group A:
 - Accounting 202
 - Finance 202
 - Finance 210
 - Finance 220
 - Finance 232
- Financial Statement Analysis
- Corporate Finance
- Money and Banking
- Investment and Portfolio Management
- International Finance



- Finance 400 Seminar in Finance
- Group B (Select 1 from the following):
 - Accounting 201 Cost Accounting
 - Computer Science 451 Management Information Systems
 - Management 312 Operations Management

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

CONCENTRATION IN HOSPITALITY

The Hospitality Concentration explores the many challenges and opportunities of this dynamic service sector. Students are exposed to the theoretical and the practical aspects of planning marketing and executing projects geared to the international customer. This program utilizes an extensive internship component that enables the students to explore employment opportunities.

Degree Requirements

In order to receive the BS degree, the student must have fulfilled all the GER and major requirements and have completed at least 121 credit hours with an overall GPA of 2.0 or better. In addition, all candidates must have been in residence at the College during the last four semesters of full time instruction.

I. Major Requirements

a. Common Degree Requirements

- Mathematics 101* Finite Mathematics
- Mathematics 115* Calculus
- Statistics 205* Statistics I
- Computer Science 151* Quantitative Computing
- Computer Science 201 Business Computing
- Philosophy 201* Business Ethics

b. Business Area Requirements

- Accounting 101 Financial Accounting
- Accounting 102 Managerial Accounting
- Business Administration 240 Business Law
- Economics 101* Introductory Macroeconomics
- Economics 102 Introductory Microeconomics
- Economics/Management 242 Managerial Economics
- Finance 201 Financial Management
- Management 101 Introduction to Management
- Management/English 262 Business Communication
- Management 322 Business Strategy
- Marketing 101 Introduction to Marketing

c. Hospitality Management Requirement Courses

- Group A (All courses are required):
 - Management 210 Human Resources Management
 - Management 271 Principals of Tourism
 - Management 273 Hospitality Sales and Meeting Management
 - Management 279 Hospitality Internship
 - Management 378 Hospitality Management Seminar
- Group B (Select any 2 courses):
 - Management 276 Hospitality Franchising
 - Management 312 Operations Management
 - Marketing 218 Services Marketing

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

CONCENTRATION IN INTERNATIONAL BUSINESS

The International Business program deals with the challenges and the opportunities of working in a global environment. Students learn to analyze market and investment opportunities in other countries. Through a careful blending of theory and practical applications students are prepared to pursue careers in international companies or international organizations.

Degree Requirements

In order to receive the BS degree, the student must have fulfilled all the GER and major requirements and have completed at least 121 credit hours with an overall GPA of 2.0 or better. In addition, all candidates must have been in residence at the College during the last four semesters of full time instruction.

I. Major Requirements

a. Common Degree Requirements

- Mathematics 101* Finite Mathematics
- Mathematics 115* Calculus
- Statistics 205* Statistics I
- Computer Science 151 Quantitative Computing
- Computer Science 201 Business Computing
- Philosophy 201* Business Ethics

b. Business Area Requirements

- Accounting 101 Financial Accounting
- Accounting 102 Managerial Accounting
- Business Administration 242 Business Law
- Economics 101* Introductory Macroeconomics
- Economics 102 Introductory Microeconomics
- Economics/Management 242 Managerial Economics
- Finance 201 Financial Management
- Management 101 Introduction to Management
- Management/English 262 Business Communication
- Management 322 Business Strategy
- Marketing 101 Introduction to Marketing

c. International Business Requirement Courses

- Group A (All courses are required):
 - Economics 232 International Economics
 - Finance 202 Corporate Finance
 - Finance 232 International Finance
 - Management 218 International Business
 - Marketing 318 Global Marketing
- Group B (Select any 2 from the following):
 - Computer Science 451 Management Information Systems
 - Management 312 Operations Management
 - Marketing 324 E-Marketing

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

CONCENTRATION IN MANAGEMENT

This concentration deals with the challenges of leading organizations and working with people in a constantly changing economic environment. The Management program prepares you for a wide variety of positions in business or consulting. One of the most common career paths is to begin as a management trainee, the first step towards becoming a general manager or executive. Students can also prepare for a career in human resource management working in areas such as



training and development recruiting and staffing. Finally, management courses will advance your own personal leadership and negotiation skills.

Degree Requirements

In order to receive the BS degree, the student must have fulfilled all the GER and major requirements and have completed at least 121 credit hours with an overall GPA of 2.0 or better. In addition, all candidates must have been in residence at the College during the last four semesters of full time instruction.

I. Major Requirements

- a. **Common Degree Requirements**
 - Mathematics 101*
 - Mathematics 115*
 - Statistics 205*
 - Computer Science 151
 - Computer Science 201
 - Philosophy 201*
- b. **Business Area Requirements**
 - Accounting 101
 - Accounting 102
 - Business Administration 240
 - Economics 101*
 - Economics 102
 - Economics/Management 242
 - Finance 201
 - Management 101
 - Management/English 262
 - Management 322
 - Marketing 101
- c. **Management Requirement Courses**
 - Group A (All courses are required):
 - Corporate Finance
 - Human Resources Management
 - International Business
 - Small Business
 - Operations Management
 - Group B (Select 2 from the following):
 - Management Information Systems
 - Total Quality Management
 - Entrepreneurship

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

CONCENTRATION IN MARKETING

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

Degree Requirements

In order to receive the BS degree, the student must have fulfilled all the GER and major requirements and have completed at least 121 credit hours with an overall GPA of 2.0 or better. In addition, all candidates must have been in residence at the College during the last four semesters of full time instruction.

I. Major Requirements

- a. **Common Degree Requirements**
 - Mathematics 101*
 - Mathematics 115*
 - Statistics 205*
 - Computer Science 151*
 - Computer Science 201
 - Philosophy 201*
- b. **Business Area Requirements**
 - Accounting 101
 - Accounting 102
 - Business Administration 240*
 - Economics 101*
 - Economics 102
 - Economics/Management 242
 - Finance 201
 - Management 101
 - Management/English 262
 - Management 322
 - Marketing 101
- c. **Marketing Requirement Courses**
 - Group A (All courses are required):
 - Marketing 212
 - Marketing 214
 - Marketing 301
 - Marketing 318
 - Marketing 320
 - Group B (Select any 2 from the following):
 - Marketing 218
 - Marketing 311
 - Marketing 313

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

Minor in International Business

The Division of Business offers the opportunity to students from other majors to pursue a Minor in International Business.

Minor Requirements

- Management 101, 218
- Marketing 101, 318
- 2 electives from the following: Bus Admin 242, Economics 232, Finance 210, Management 210, Marketing 212, 214, 324



UNDERGRADUATE BUSINESS COURSES

(OD = Offered On Demand)

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. (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 (OD)

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)

Business Law

Business Administration 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, counter-trade transactions, exclusive distribution agreements, franchising, forfeiting, export trade documentation and procedures, and types of international contracts of sale. (FALL, SPRING)

Business Administration 242: European Business Law

An introduction to institutional European Community Law, beginning with an analysis of the basic principles of the European Union and the rules concerning the establishment and functioning of the internal market. Topics examined: consumer protection policy and legal protection, including directives on product liability and on the drawing of contracts away from business premises; elements of environmental EU law which may affect the opening and/or operation of a business;

characteristics and limitations of new types of business (hire-purchase, leasing, factoring, forfeiting); negotiable instruments; technology transfer agreements; patent law; copyright protection; aspects of EU external trade in relation to commercial defense measures such as import and export regimes, and anti-dumping and subsidy measures related to the operation of multinationals within the EU. Ethical and management issues are considered throughout the course. (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. (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 (OD)

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 (OD)

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 Pre-classical Economic Thought, Classical Economic Thought, Neoclassical Economic Thought, and Recent Economic Thought. Policy implications accompany discussion of theory. Prereq: Economics 101 (OD)

Economics 232: International Economics

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

Economics/Management 242: Applied Managerial Economics

This course deals with the application of economic theory and the tools of analysis of decision science to examine how an organization can achieve its aims most efficiently. The course uses the theory of



the firm to integrate and link economic theory (microeconomics and macroeconomics), decision sciences (mathematical economics and econometrics), and the functional areas of business (accounting, finance, marketing, personnel or human resource management, and production) and shows how all of these topics are crucial components of managerial decision-making. Emphasis is placed on actual real world managerial decisions. Prereq: Economics 102, Math 115 (SPRING)

Economics/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 (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 include goals and functions of financial management, short-term financial management decisions, financial statement analysis, planning and financial forecasting, and time value of money. Prereq: Accounting 102, Statistics 205 (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 (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 101 and 102 (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 203, Finance 202, Statistics 205 (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 how the

management and the markets of multinational and European businesses. Students are exposed to the international business environment, with emphasis on the challenges financial managers face in the dynamic and rapidly expanding field of international and European finance. More specifically, students thoroughly examine recent developments in the following areas: financial management of an internationally-oriented business, international financial markets, multinational capital structure and the cost of capital, hedging of exchange rate movements and financing of international trade, and the international banking environment. Prereq: Finance 202, Statistics 205 (FALL)

Finance 400: Seminar in Finance

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

Management

Management 101: Introduction to Management

This course provides students with knowledge of basic management theories and concepts and introduces them to simple case studies relevant to the theoretical background that is covered. The subjects examined, including some insights from international management, are the following: the external and internal environment within which an organization operates; the historical foundations of Management; the social responsibility of business and the relation between business and government; the managerial function of planning; management by objectives; the organizing function and organizational structures; the function of staffing and personnel selection; the function of leading, motivation and job satisfaction, and finally, the function of controlling and coordinating a firm's actions to achieve its objectives. (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 relations, and collective bargaining. Prereq: Management 101 (FALL)

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)

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:** Finance 201, Management 101 (FALL, SPRING)

Management/Economics 242: Applied Managerial Economics

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

Management/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 (SPRING)

Management/English 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 of non-verbal communication and audio-visual aids. Communication analysis and evaluation through critical listening is also focused on. **Prereq:** English 111 (FALL)

Management/English 262: Business Communication

The course is designed to foster skills in the writing of routine and specialized business letters and memos, as well as of short and long reports. The course addresses particular topics, such as prewriting, organization, paragraph development, syntax, diction, mechanics, editing and format, as these apply to written business communication. The course also provides instruction in the techniques and skills necessary to produce effective oral business communication. **Prereq:** English 104 or English 111 (FALL, SPRING)

Management 271: Principles of Tourism

This course provides a survey of the tourist industry and how it operates at all levels, from the viewpoint of both providers and consumers. It includes thematic overviews of each of the following: accommodation, intermediaries, tourist sites/attractions, government tourist organizations, transportation, marketing of tourist products, consumer demand and behavior, and contemporary trends in tourism. **Prereq:** Management 101 (SPRING)

Management 273: Hospitality Sales and Meeting Management

This course presents the fundamental principles and techniques of hospitality marketing and convention sales as well as the functions, interrelationships and coordination of all hospitality

departments and their roles in assuring the success of marketing. The roles and responsibilities of professional hospitality meeting planners and hotel convention sales/service managers are examined for purposes of planning or hosting a major convention, or a corporate, association, or special group event. **Prereq:** Economics 102, Management 271, Marketing 101 (SPRING)

Management 276: Hospitality Franchising

This course provides students with a comprehensive view of hospitality franchising systems. This course will further enhance students' judgment about what they want to do and how to go about it before they invest in a franchise venture. Students will assume the role of start-up hospitality entrepreneurs and will research and evaluate several franchise opportunities. **Prereq:** Finance 201, Management 271, Marketing 101 (OD)

Management 279: Hospitality Internship

The hospitality internship offers students a hands-on, supervised summer work experience in a tourist or hospitality organization. This credit-offering internship requires hospitality concentration candidates to work a minimum of 200 hours over the course of three summers, following their first, second, and third years of study, on-site at one of the College's collaborating industry partners. Credit will be awarded following the completion of the third segment of the internship, and upon successful completion of a project arrived at in collaboration with faculty and internship site supervisors. **Prereq:** Management 271 (SUMMER)

Management 304: Total Quality Management

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

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, Finance 201 (FALL, SPRING)

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, consists of construction of a detailed business plan. Class members consider all issues involving



initiation, building, and controlling a new venture. The main goal is first the analysis and secondly the simulation of an effective business plan based on realistic, contemporary case scenarios. **Prereq:** Economics 102, Finance 201 (SPRING)

Management 378: Hospitality Management Seminar

This is an advanced course designed to help senior students establish an in-depth understanding of the hospitality industry's key issues and policies. Students will have an opportunity to identify central problems through real life comprehensive cases related to the hospitality industry, and to develop their analytical and strategic decision-making skills. Each student must complete an applied project by the end of the semester as a course requirement. **Prereq:** Finance 201, Management 271 (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. **Prereq:** Economics 102 (FALL, SPRING)

Marketing 200: Principles of Public Relations

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

Marketing 212: Sales Management

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

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 (FALL)

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/Computer Science 250: E-commerce

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

Marketing 301: Marketing Strategy

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

Marketing 318: Global Marketing

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



Marketing 320: Marketing Research

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

Prereq: Marketing 101, Statistics 205 (OD)

Marketing 324: E-Marketing

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



DIVISION OF INTERNATIONAL RELATIONS & GENERAL STUDIES

Chair

Dr. David Wisner, Professor (History, Politics), Director, Michael S. Dukakis Chair in Public Policy & Service
BA, Philosophy, University of South Florida; PhD, Modern History, University of Rochester (Reg)
 New Building, First Floor
 Tel.: (+30) 2310 398-227
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FACULTY

INTERNATIONAL RELATIONS

Dr. Joseph Michael Gratale, Assistant Professor (History)
BA, History, William Paterson College of New Jersey; MA, Social Sciences/Modern History, Montclair State University; PhD American Literature and Culture/American Studies, Aristotle University of Thessaloniki (Reg)

Dr. Anna Maria Konsta, Assistant Professor (Politics)
LLB, Law, University of Thessaloniki; LL.M, European Law, College of Europe; Ph.D., Law, European University Institute (Adj)

Dr. Maria Kyriakidou, Assistant Professor (History)
BA, History and Archeology, Aristotle University of Thessaloniki; MA, Anthropology, George Washington University; PhD, History, King's College London (Reg)

Dr. Tina Mavrikos-Adamou, Associate Professor (Politics)
BA, Political Science, New York University; MA, Political Science, New School for Social Research; PhD, Sociology, University of Edinburgh (Adj) – on leave Fall 2004

Mr. Nenad Sebek, Assistant Professor (Journalism)
BA, Law and Sociology, Belgrade University (Adj)

Mr. Sotirios Serbos, Instructor (Politics)
BA, Political Studies and Diplomacy, University of Macedonia; MSc, International Relations, London School of Economics and Political Science (Adj)

Mr. Ioannis Tsobatzoglou, Instructor (Politics)
BA, International Relations, Knox College; MA, Political Science, Tulane University; MA, European Administration, College of Europe (on leave Fall 2004)

GENERAL STUDIES

Ms. Maria Akritidou, Instructor (Psychology)
BA, Psychology, Aristotle University of Thessaloniki; MA, Social Psychology, Aristotle University of Thessaloniki; MS, School Psychology, California State University at San Jose (Adj)

Dr. Leda Andonitou, Assistant Professor (English)
BA, English Language and Literature, Aristotle University of Thessaloniki; MA, Foreign Language Education, University of Texas at Austin; PhD, English Language, Aristotle University of Thessaloniki (Adj)

Dr. Virginia Atanassova-Lialios, Associate Professor (Music)
Diploma in Conducting; PhD, Musicology; PhD, Conducting, Bulgarian Academy of Music (on leave Fall 2004)

Dr. Aigli Brouskou, Assistant Professor (Anthropology)
BA, English Language and Literature, Aristotle University of Thessaloniki; DEA, PhD, Social Anthropology, Ecole des Hautes Etudes en Sciences Sociales, Paris (Adj)

Mr. Rodney Coules, Instructor (English)
BA, English Language and Literature, Aristotle University of Thessaloniki; MA, English Language and Literature, University of London, Queen Mary College (Adj)

Dr. Eleni Godi, English Coordinator and Assistant Professor (English)
BA, English Language & Literature, Aristotle University of Thessaloniki; MA, English Language & Literature, Boston University; MPhil, English, Oxford University; Ph.D. English Literature, Aristotle University of Thessaloniki (Reg – On Leave Spring 2005)

Ms. Panagiota Halkia, Instructor (Physical Education)
BA, Physical Education and Sports Sciences, Aristotle University of Thessaloniki (Adj)

Ms. Maria Kalaitzopoulou, Instructor (Modern Greek)
BA, Byzantine and Modern Greek, Aristotle University of Thessaloniki; MA, Education, Aristotle University of Thessaloniki (Adj)

Mr. Stylianos Kapuias, Instructor (Physical Education)
BA, Physical Education and Sports Sciences, Aristotle University of Thessaloniki (Adj)

Mr. Athanasios Kassapides, Instructor (Physical Education)
BA, Berea College; MS, Exercise Physiology, University of Tennessee (Adj)

Dr. Deborah Brown Kazazis, Professor (English)
BA, Classical Greek, MA, Classics, University of Illinois; MPhil, PhD, Classical Languages and Literature/History of Ancient Art, Yale University, Dip. TEFLA, Royal Society for the Arts (Reg – On Sabbatical Fall 2004)

Ms. Eugenia Kyrezi, Instructor (Psychology)
BA, Professional Studies/Human Services, Audrey Cohen College, New York; MA, Clinical Psychology, Long Island University, New York (Adj)

Ms. Poppy Lampa, Instructor (Psychology)
BSc, Psychology, University of Essex; Postgraduate Diploma in Developmental Neuropsychology, University of Essex (Adj)

Ms. Daphne Lamprou, Instructor (Art History)
BA, Art History, University of Akron; MA, Art History, Kent State University (Adj)

Dr. John Mullen, Assistant Professor (English)
BA, English Language and Literature, John Carroll University; MA, English, Notre Dame University; PhD, English, Kent State University (On Leave 2004-05)

Dr. Vincent C. Müller, Assistant Professor (Philosophy)
BA, Philosophy, Phillips University Marburg; MA, Philosophy, King's College, London; PhD, Philosophy, University of Hamburg (Reg)

Ms. Georgia Nenopoulou, Instructor (English)
BA, English and French Literature, Simmons College; MA, TESL, Saint Michel's College (Adj)

Ms. Magda Pantelidou, Instructor (Psychology)
BA, Social Science, University of Westminster; MA, Applied Social and Market Research, University of Westminster (Adj)

Dr. Christina Papadimitriou, Assistant Professor (Sociology)
BA, PhD, Sociology, Boston University (Reg)

Dr. Dimitri Papageorgiou, Assistant Professor (Computer Science, Music)
Diploma in Composition, University of Music and Drama in Graz; PhD, Music/Composition, The University of Iowa (Adj)

Mr. Stepan Partemian, Instructor (Physical Education)
BA, MS, Physical Education and Sports Sciences, Aristotle University of Thessaloniki (Reg)

Ms. Eftherpi Protiviotou, Instructor (Physical Education)
BA, MS, Physical Education and Sports Sciences, Aristotle University of Thessaloniki (Adj)

Ms. Filitsa Sofianou-Mullen, Instructor (English Language)
BA, English Language and Literature, Aristotle University of Thessaloniki; MA, English, Kent State University (On Leave 2004-05)



Mr. Richard Whitlock, Instructor (Fine Art)

BA, MA, Art History and Studio Art, Oxford University (Adj)

Ms. Lia Zografou, Instructor (Psychology)

BA, History of Art and Architecture, Brown University, Diploma, Royal Academy of Dramatic Art, London; Graduate Diploma, Dramatherapy, Roehampton Institute, London (Adj)

Goals and Objectives

The principal mission of the Division of International Relations and General Studies is to offer students a dynamic, contemporary, student-centered civic education; to train youth for leadership roles in regional and international affairs; and to contribute meaningfully to cooperation and peaceful co-existence in Greece, the Eastern Mediterranean, Southeast Europe, and the Transatlantic community.

The Division also offers fully accredited 2+2 programs in English and in Psychology, and supplementary instruction in the Humanities and Social Sciences.

The Michael S. Dukakis Chair in Public Policy and Service



The Division of International Relations & General Studies is home to the Michael S. Dukakis Chair in Public Policy and Service, inaugurated in honor of former Massachusetts Governor Michael S. Dukakis at ACT in September 1999. Since then, the Dukakis Chair has quickly become a leading forum in Northern Greece and the Southern Balkans for discussion and debate of the pressing issues of our times, with a principal view toward motivating young people to become involved in public service.

An integral function of the Michael S. Dukakis Chair in Public Policy and Service is the Dukakis Seminar series. The series features prominent American and European public figures whose professional careers illustrate Governor Dukakis' own commitment to public service. Recent Dukakis lecturers have included US Ambassador to Greece Nicholas Burns, former Greek National Ombudsman Nikiforos Diamandouros, Deputy Prime Minister of the Former Yugoslav Republic of Macedonia Radmila Sekerinska, Mayor of Tirana Edi Rama, and United Nations Under-Secretary-General Alvaro de Soto, among many others, who have touched on such topics as US foreign policy, EU and NATO enlargement, sustainable development and corporate responsibility, and historical remembrance.

ACT also welcomes on a regular basis Resident Dukakis Short-Term Fellows for variable periods of between ten days and a month. Longer term Dukakis Fellows have included MIT Professor Emeritus and former US Presidential Science Advisor Eugene Skolnikoff, World Environment Center Executive Vice President James Veras, best-selling author Thea Halo, Dickran Kouymjian, holder of the Haig and Isabel Berberian Chair in Armenian Studies at California State University at Fresno, and Nicholas Burbules, Grayce Wicall Gauthier Professor in Education Policy Studies at the University of Illinois.



Major in International Relations

Concentrations in:

- Diplomacy and International Relations
- European and Balkan Studies

Minors in:

- Diplomacy and International Relations
- European and Balkan Studies

Special Minor administered by the Anatolia School of Business

- International Business

I. Degree Requirements

In order to receive the BS degree, the student must have fulfilled all the GER and major requirements and have completed at least 121 credit hours with an overall GPA of 2.0 or better. In addition, all candidates must have been in residence at the College during the last four semesters of full time instruction.

II. Major Requirements

(i) Common Degree Requirements

- English 103* or English 104*
- Three additional courses outside of HIR, including Greek language (could meet part of the GER)

(ii) International Relations Requirements

Foundation Courses

- History 120*
- Politics 101*
- Politics 201
- Politics 203

Gender and Theory Courses

- History 201 or Politics 204
- Politics 202

Advanced Regional and Global Perspectives Courses

- History 210*
- European Studies 211
- History 241

Communications Courses

- English/Management 261
- Politics 215

Capstone Course

- Politics 399

(iii) Concentration Requirements

- A. Concentration in Diplomacy and International Relations
 - Politics 231
 - Politics 249 or Economics 232
 - History 342 or European Studies 322
 - Three additional IR electives (to be selected in consultation with an IR advisor)
- Or
- B. Concentration in European and Balkan Studies
 - Two courses from Anthropology 235 or Politics 221 or Politics 222
 - European Studies 212
 - Three additional electives from among the following: European Studies 321, European Studies 322, European Studies 342; History 231, History 233; Politics 207, Anthropology 235 or Politics 221 or 222 (whichever was not taken as a concentration requirement)

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

International Relations Minors

International Relations offers two six-course minors for students taking a major in another field, in Diplomacy and International Relations and in Balkan and European Affairs. Students in IR may opt to take a minor in another discipline or a second concentration in IR.

- I. Diplomacy and International Relations
 - Politics 201
 - Politics 249 or Economics 232
 - Politics 231 or European Studies 211
 - History 342 or European Studies 322
 - Two IR electives* (to be selected in consultation with an IR advisor)
- II. European and Balkan Studies
 - Two courses from Anthropology 235 or Politics 221 or Politics 222
 - European Studies 211
 - European Studies 212
 - Two additional electives* from among the following: European Studies 321, European Studies 322, European Studies 342; History 231, History 233; Politics 207, Politics 302, Anthropology 235 or Politics 221 or 222 (whichever was not taken as a concentration requirement)

* Students majoring in Business and in Computer Science may count Politics 101, if taken as a GER, as one of their electives in this category.

**International Relations Courses**

(OD=Offered On Demand)

History**History 101: Ancient and Medieval History**

A survey of the principal developments in the major civilizations throughout the world, from the Neolithic Revolution to the Fall of Byzantium. 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. May be taken as Social Sciences/Group C GER.

History 120: The Modern World

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

History 201: Women in Modern Times

An upper-level survey which studies the evolving conditions in which women have lived and worked in the western world from ca. 1750 to the present. A variety of types of evidence, from legal documents to art and literature, will be examined. Students will also be introduced to contemporary theoretical developments in the larger field of women's studies. Alternate requirement for IR majors. Prereq: History 120

History 210: World and Human Geographies

This course sets out to explore a number of subjects relating to the study of geography and politics. Students will be exposed to topics such as world/regional geography, cartography, geopolitics, politics and the environment, colonial/post-colonial geographies, and development, while the multidimensional and trans-disciplinary nature of geographical and political studies will be emphasized throughout. The course will also investigate such topics as world systems theory, cultural change, and globalizations. Required for all IR majors; may be taken as Social Sciences/Group C GER. Prereq: History 120

History 230: Byzantine History

A survey of the political, institutional, religious and cultural history of the Byzantine Empire from the reforms of Diocletian and the conversion of Constantine up to the fall of Constantinople. Special attention will be paid to topics involving civilization, theological controversy, and the relations of the Empire with the Arabs, Slavs, and Western Europeans. Alternate requirement for the minor in Greek Studies. Prereq: History 101

History 231: Modern Greek History

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

History 233: Modern and Contemporary Turkey

This course will begin with a consideration of diverse aspects of the Ottoman Empire just prior to WWI, including Westernization, the Young Ottoman, Young Turk, and ethnic-nationalist

movements, pan-Islamism, and Turkish nationalism. Then the course will examine political, social, and economic conditions in Turkey from the establishment of the new republic in 1923 to the present, giving emphasis to such factors as nationalism, religion, and the military in Turkish democracy. The course will conclude with a brief overview of key foreign policy issues confronting Turkey today. **IR elective. Prereq: History 120 or Politics 101**

History 241: Introduction to American Studies

This course will commence in the early seventeenth century with the Anglo-European colonization of North America and conclude in the late twentieth century with the close of the Cold War. A wide array of documentary evidence will be utilized through a variety of methodological approaches to allow a critical evaluation of the American experience over the past four hundred years. Some of the topics addressed include the nature of colonial society, the development of typically American institutions of power, the immigrant experience, ethnic and cultural diversity, US imperialism, and cultural and artistic expression. **Required for all IR majors. Prereq: History 200**

History/Sociology 242: Twentieth-Century American Culture

This course will set out to explore aspects of American cultural expression in the twentieth century. By its very nature, the production of American culture is multifaceted and pluralistic. Inclusion, therefore, of a variety of voices, disciplinary approaches and media of expression will prove essential for this course. Novels, literary texts, historical narratives, film/documentaries, art/photography, music and other cultural forms will be utilized throughout the semester. **Prereq: History 120**

History 257: Modern British Culture and Society

This course will cover the principal social and cultural developments in modern British history from 1689, and more fundamentally from the end of the eighteenth century, to the present day. Special attention will be paid to the "gentrification" of British society and the social consequences of the Industrial Revolution. At the same time an attempt will be made to understand the ways in which British society expressed its awareness of the passage to modernity. Evidence to be considered will include novels and poetry, painting and architecture, and music, film, and other expressions of popular culture. **Prereq: History 120**

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 characteristically modern forms. Primary emphasis will be placed on Japan and China, with added consideration of the lesser Pacific Rim states and cities. The relations between East Asian states and the larger world will also be examined. **IR elective. Prereq: History 120 or Politics 101**

History 301: History of Ancient Greece

This course presents a survey of ancient Greek history from the Minoan through the Hellenistic period. The course follows a broad chronological account, but at the same time strongly emphasizes thematic trends and various aspects of social, economic and ideological history, including such institutions and values as political ideas, drama, city states, scientific and philosophical inquiry, trade, colonies, daily life, and gender. A variety of primary and secondary source materials will be employed to explore better who the ancient Greeks were and what their legacies have been. **Alternate requirement for the minor in Greek Studies. Prereq: History 101**

History 331: Topics in Twentieth-Century Greek History

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

History 341: Encounters: A History of the Native American Experience

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 in the New World. **Prereq: Anthropology 101 or Sociology 101, History 120**

History 342: Twentieth-Century U.S. Foreign Policy

This course will provide a detailed examination of American foreign policy since 1939, following a preliminary overview of American foreign relations from the War of Independence to the 1930s. The purpose of the course will be to identify above all the actors, doctrines, and institutional settings of post-WWII American foreign policy, both in a domestic and in an international, if not global, perspective, and to provide detailed analysis of select episodes in late twentieth-century international politics. US relations with Europe, the former Soviet Union, and Pacific rim states China and Japan will be given special attention, while other regional zones of contention, from Latin American to Southeast Asia, will also be discussed. The course will end with a brief glimpse of the foreign policy of the current US Administration. **Alternate requirement for Diplomacy and International Relations concentration and minor. Prereq: History 120, Politics 101**

Politics

Politics 101: Contemporary Politics

Politics is one of the richest fields of human inquiry, made all the more essential in that just about everything we do in this life can be interpreted to have a political sense. The purpose of this course is to help students discard the negative baggage they carry with them instinctively about politics in order to examine somewhat more objectively the main issues and branches of the academic discipline commonly called political science. Among the topics studied are: political power, authority, and legitimacy; sovereignty and the state; justice; the role of political institutions and political groups; political ideologies and vocabularies; and actors and issues in contemporary international relations. **Required for all IR majors; may be taken as Social Sciences/Group A GER.**

Politics 201: International Relations

This course begins with an examination of the key notions and actors in the field of international relations, as observed principally from the twin perspectives of global interdependence and mutual vulnerability. It then focuses on various institutional, ethnic, geopolitical, strategic, and economic issues of current interest. At the same time the course has as an objective to provide an overview of the main classic and contemporary trends in international relations scholarship. **Required for all IR majors and for the Diplomacy and International Relations minor. Prereq: Politics 101**

Politics 202: Political Theory

This course is an introduction to political ideas and their many different interpretations. The course will focus on various key themes and concepts, such as freedom, justice, rights, and sovereignty, and on classic modern schools of thought. Emphasis will be given to expositions of theory in a chronological framework, with discussion of the significant historical dimension of each author, text, and concept. **Required for all IR majors. Prereq: Politics 101**

Politics 203: Comparative Politics and Government

This course is designed to acquaint students with various types of political systems and with the basic methodologies political scientists use to compare and contrast these systems. Under investigation will be liberal democracies, non-democratic political systems, and transitional regimes from across the globe and, eventually, from different periods in history. Students will also be introduced to various

theoretical frameworks for comparing the effects of such contemporary forces as democratization, globalization, modernization, development, etc. Required for all IR majors. Prereq: Politics 101

Politics 204: Gender, Power, and Politics

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

Politics 207: The Modern Greek Nation-State

This course analyzes contemporary Greek society by exploring some of its institutions and structures as well as its socio-political practices. A thematic organization of the course allows for particular idiosyncrasies of the Greek state to be investigated in depth. Topics for examination are: the modern Greek state structure, a civil society indicative of clientelism and populism, public administration and the role of political parties, the Greek Orthodox Church and religion, the Greek economy and the European Union, and the role of geopolitics. IR elective; alternate requirement for the minor in Greek Studies. Prereq: Politics 101

Politics 215: Political Communication

The topics covered in this course include distribution of political information, elite-mass communication, alternative models of political communication, communication and telecommunications policy. Students will be invited to inspect local, national, and international print media, broadcasting, film, and reports from news agencies. A comparative approach will be employed for analysis of different regional and national communications systems. A final segment of the course will examine the exchange of international information, with a specific focus on the ways in which information technology has affected electoral politics ("hyper-democracy") and the practice of diplomacy. Examples and case studies will be taken from American and European sources. Required for all IR majors. Prereq: English 103 or English 104, Politics 101

Politics 221: The Balkans in Contemporary International Relations

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

Politics 222: Government and Politics in Southeast Europe

The course consists principally of an analysis of politics and the political regimes of the former communist states of the Balkans. Starting with a description of the historical background, the course examines the collapse of the regimes of the late twentieth century and attempts to create new political and economic systems during the 1990s. The course also sets out to assess the relative outcomes of the post-communist transition. In particular, the course covers the division of power between the legislature and the executive, the electoral and party systems, and such interrelated problems as economic reform, nationalism and ethnic conflict, and the participation of the Balkan states in

European and international institutions. Alternate requirement for European and Balkan Studies concentration and minor. Prereq: Politics 101

Politics 229: The US Federal Government

The aim of this course is to introduce students to the basic workings of the American federal government, through a study of the Constitution, of political institutions, and of core values (rights, freedom, property, etc.). In addition, the course will provide a general overview of the evolving character of American political life from the colonial period to the present. Such phenomena and issues as lobbies, the role of the media, and the changing face of the American population (distracting) will also be considered; so too will a rudimentary explanation of state and local government be offered. Finally, the course will introduce students to the overlapping methodologies inherent in the study of comparative government. IR Elective. Prereq: History 120 or Politics 101

Politics 231: International Law

The aim of the course is to introduce students to the basic principles of international (public) law and to the functioning of major international organizations, and to delineate the intensifying organizational and rule-making activity which has come to be characterized as "global governance." Students will be acquainted with the language and the basic concepts of international law. The role of international organizations, political institutions, political groups, and actors will be a major area of study. The development of international law, its content and effectiveness as a system of rules will be the focus of most of the course. Required for Diplomacy and International Relations concentration and minor. Prereq: Politics 101 (FALL)

Politics 235: Civil Society in Southeast Europe

This course will investigate the ways in which civil society has developed in southeast Europe and the Balkans, focusing on political society and culture, the role of indigenous NGO's and international actors, and the attitude of the state in promoting or hindering civic activity. The various interpretations and theories of civil society will likewise be discussed to provide a theoretical framework for discussions. Where possible, comparisons and contrasts among states in the region will be employed. Prereq: Politics 101

Politics 249: The Politics of International Economic Relations

This course provides an analysis of the governance of world trade and globalization, with a particular emphasis on US foreign policy and its relationship to contemporary international political economy. The course covers such topics as globalization, international economic institutions like the World Trade Organization, the International Monetary Fund, and the World Bank, regional economic integration. The course also provides case studies of key recent international financial crises. Alternate requirement for Diplomacy and International Relations concentration and minor. Prereq: Politics 101, Economics 101, History 120

Politics 302: Contemporary Democratization

This course will explore some of the key issues involved in contemporary discussions of democratization, such as the difficulty of defining democracy, historical and contemporary theories of democratization, democratization and the state and civil society, and democratization and globalization. The course will consider these issues as they pertain to such regions southern Europe and the Balkans, Latin America, sub-Saharan Africa, Asia, as well as to post-colonial and post-communist regimes sui generis. IR elective. Prereq: History 120, Politics 101

Politics/Philosophy 303: Political Philosophy

This course is designed to take the discussion of modern western political philosophy to issues in current theory. It includes major texts from the more recent history of the discipline in the main ideological traditions, such as contract theories from Hobbes to Rawls, liberalism (to Nozick) and its



critique, Marxist political thought, and Nietzsche. Central concepts of political thought such as autonomy, liberty (L.Berlin), justice and rights, and the notion of conflict will be discussed. Modern political and social ideas like feminism and anti-globalism are investigated in the light of theoretical frameworks. The course is largely based on original texts rather than on secondary literature. IR elective. Prereq: Philosophy 101, Politics 101

Politics 307: The Middle East in International Relations

This course will focus on the responses of the states and peoples of the Middle East to contemporary forces of modernization and globalization. The course will also consider specific areas of struggle and development, such as the Arab-Israeli conflict, the status of Iraq in international relations, and the prospects for political and economic development in the Arab states. The course will give special consideration to Islam as the wellspring of political ideology (political Islam or "Islamism") and will investigate contemporary responses in the Islamic world to the phenomenon of Islamic fundamentalism. Other topics may include the geopolitics of oil production, the prevalence of political and religious ideology, the relationship of Turkey with the states of the Middle East, and the role of the US as peace broker and sponsor of development in the region. The course will employ the special Islamic Studies Collection of the Bissell Library and feature guest lecturers, both made possible by the generous support of the Cleveland H. Dodge Foundation. IR elective. Prereq: History 102, Politics 101, Economics 101

Politics 315: Journalism in Times of Conflict

The purpose of this course is to give students an introduction to the principles and practices of news journalism in conflict situations and the interaction between the media and politics. There will be a special focus on the Balkan wars of 1991 – 1999. The course will start with the basics of news reporting and progress to the key issues that arise in reporting from conflicts, the pressures of fieldwork, integrity and ethics of journalism. It will look at examples of biased and unbiased reporting, the difficulties of not taking sides, the allure of "black and white" reporting. It will also examine the differences in print, radio and TV reporting. IR and Communications elective. Prereq: Politics 101, English 103

Politics 331: International Organizations

The course examines theories of international cooperation and the role of multilateral organizations in world politics. It focuses in particular on the historical development of the UN system from its origins in 1945 to the present, including the Cold War, decolonization and national liberation, and the post-Cold War eras. Finally, the course investigates how international organizations deal with specific problems in international relations, such as peacekeeping and peace enforcement, development, international law and human rights, security, humanitarian action, and force migration. IR elective. Prereq: Political Science 101

Politics 333: Conflict Resolution and Negotiation

This course considers the overlapping disciplines of crisis management, conflict resolution, negotiation, and diplomacy. The course will examine various instances of conflict management in the post-WWII period in their theoretical and practical dimensions. The course will also provide an introduction to bargaining, mediation, and negotiation, with coverage of bi-lateral and multi-lateral negotiations in both international politics and the global business environment, conceived as the sphere of "the new diplomacy." Student evaluation will be based in part on participation in practical simulations. IR elective. Prereq: Political Science 101

Politics 399: Trans-Atlantic Relations (senior capstone course)

This course will cover, in a narrow sense, US-EU relations and then, more broadly, the various dimensions of the Atlantic Alliance. The focus of the course will be on areas of potential conflict and

cooperation. The course will pay particular attention to developments within Europe, notably the enlargement of both NATO and the European Union, and the emergence of a security profile in the EU. The course will also consider such topics as contemporary Russian foreign policy, global terrorism, and regional economic relations. The course will be team-taught and will include a simulation and advanced case studies. Required for all IR majors. Prereq: History 120, Politics 201

European Studies

European Studies 211: The Politics of the European Union

The aim of this course is to introduce students to the major historical, political, and legal developments leading to the creation and evolution of the European Union. The course examines in detail EU treaties, institutions, and policy-making processes, and provides a critical examination of theories of European integration and enlargement. Required for all IR majors. Prereq: Politics 101

European Studies 212: The Political Economy of European Integration

The objective of this course will be to familiarize students with the economic evolution of the European Union and the mechanisms that have been created in order to regulate and sustain economic integration and development. The introduction of the Euro, financial institutions, and common policies like the common trade policy will be examined in depth. The course will also discuss the extent to which the differences that exist within the EU in terms of economic development are also presented in the adoption of the acquis. The class will consider enlargement, transition, harmonization, market liberalization, and foreign direct investment in candidate countries, and will review the economic potential of the Balkan countries, including Turkey, for EU membership. Required for European and Balkan Studies concentration and minor. Prereq: Economics 101, Politics 101

European Studies 311: The Idea of Europe

This course examines the many different ways people have conceived of "Europe" – as a cultural identity, a geographic expanse, a political entity, and so on. The course considers both Greco-Roman antiquity and the European Middle Ages but focuses primarily on the early modern and modern periods, with special attention to pre-EU conceptions of European unity. The course ends with a retrospective appraisal of different contemporary theories of European integration. IR elective. Prereq: History 120, European Studies 211

European Studies 321: Citizenship and Democracy in the European Union

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

European Studies 322: External Relations of the European Union

The course examines the external relations of the European Union and its role in international political and economic affairs. It considers such issues as the progress the EU has made in its second pillar (CFSP) and the obstacles it still faces, with a particular emphasis on the internal factors that shape its external policies. Other topics discussed include European political cooperation before and after Maastricht, relations with Eastern European and former USSR states, and prospects for eastward enlargement. The course also covers the role of the EU in the global market and its relations with the US, Latin America, East Asia, Eastern Europe, and developing countries. Alternative requirement for Diplomacy and International Relations concentration and minor. Prereq: History 120, European Studies 211



European Studies 342: Constitutional and Institutional Frameworks of EU Law
The aim of this course is to introduce students to the constitutional and institutional framework of the European Union in their economic, political, and historical contexts. Students will be acquainted with EU public and case law, EU secondary legislation, and the realm of socio-economic regulation. Relevant EU treaties will be analyzed, along with the European Charter of Fundamental Rights. IR elective. Prereq: European Studies 211

Public Service

Public Service 299: Non-Governmental Organizations (NGOs) Project

This is a course aiming to bring the ACT student body closer to the world around them. It is multidisciplinary, running through all ACT departments, designed for students in the last three semesters of their studies. Students will develop reading, writing, analysis, and management skills for professional settings related to community work and public service. In the NGOs project, students will be involved in the running of the projects in order to become familiarized with the management and logistics side of NGO work. As humanitarian workers, students will learn to adapt policy design and management principles to the social, economic, and political contexts in which their projects operate. IR elective. Prereq: Politics 101; junior or senior standing; permission of instructor

GENERAL STUDIES

The Division of International Relations & General Studies offers 2+2 programs in English and in Psychology in cooperation with US-accredited institutions, and Minors in English, Communication, Philosophy, Social Science, Greek Studies, Psychology, and Human Resources Management. The Division also offers Certificate Programs in Bilingual Translation.

English Majors having matriculated at any time prior to Fall 2004 and Psychology Majors having matriculated at any time prior to Fall 2003 should consult catalogs from previous years in order to ascertain pertinent major requirements.

Certificate Programs

A Certificate in Bilingual Translation (English-Greek) is offered for students interested in becoming professional translators. The Program is a two-year program with entry on two levels, both of which are taught by English and Greek mother-tongue professional translators.

- **Level I** is open to all Greek-speaking students with Proficiency-level English who would like to gain familiarity with the basic theory and principles of translation. They will "learn through practice" by solving practical problems translators frequently encounter as they proceed through the year. Level I consists of 32 weeks of instruction, three hours weekly.
- **Level II** is open to those who already have some experience in translation (including those who have completed Level I successfully). It is professionally oriented, with the majority of translations being done into Greek. Students work on extended general passages and semi-specialized texts in such areas as business, technology, sciences, humanities, and literature. Students will learn to deal with specialized terminology and to prepare work of professional, publishable quality in several registers. Level II consists of 32 weeks of instruction, four and a half hours weekly.

Minor in Communication

- English/Management 262
- English 378

Plus four from among the following:

- English/Management 261
- English 264
- English 265
- English 290
- Marketing 200
- Marketing 214
- Politics 215
- Politics 315
- Politics 333
- Computer Science 107
- Computer Science 206

Minor in English Language and Literature

- English 120
- English 202
- English 211, 212 or English 215, 216
- 2 electives in English at the 200-level or above



Minor in Greek Studies

- Anthropology 211 or History of Art 220 or Philosophy 220 (Greece in Antiquity)
- Anthropology 221 or Anthropology 235 or Politics/Sociology 207 (Social Sciences)
- History 230 or History 231 or History 301 (Greek History)
- Three electives from among the following:
 - Anthropology 211: Theory and Techniques of Archeology
 - Anthropology 221: Ethnographic Accounts of Greek Culture
 - Anthropology 235: Southeastern European Peoples and Societies
 - History of Art 220: Ancient Greek Art and Architecture
 - History of Art 221: Early Christian and Byzantine Art
 - History of Art 224: Modern Greek Painting
 - History 230: Byzantine History
 - History 231: Modern Greek History
 - History 301: Ancient Greek History
 - History 331: Topics in Modern Greek History
 - Humanities 205: Ancient Greek Genres
 - Philosophy/Humanities 220: History of Ancient Greek Philosophy
 - Politics/Sociology 207: The Modern Greek Nation-State
 - Politics 221: The Balkans in Contemporary International Relations

Minor in Human Resources Management (HRM)

- Statistics 105 or 205
- Psychology 101
- Psychology 212 or Psychology 310 (formerly 210) or Management 210
- Psychology 204 (formerly 301) or Psychology 332
- Management 101, 201
- Management/English 261 or Management/English 262

Minor in Philosophy

- Humanities 201
- Philosophy 204
- Four electives in Philosophy at the 200-level or above

Minor in Psychology

- Statistics 105 or 205
- Psychology 101, 201 (formerly 205-206), 202, 204 (formerly 301)
- Two Psychology electives at the 200-level or above

Minor in Social Sciences

- Anthropology/Sociology 202
- Sociology 219
- Four electives in Anthropology/Sociology, at least one of which should be at the 300-level

**ENGLISH COURSES**

(OD = Offered On Demand)

English 099: Intensive Academic English

The objective of this intensive academic English course is to gear student abilities to the needs of an academic program both in language and in study skills. Intensive practice in reading, vocabulary building, writing, listening, speaking, as well as in grammar and sentence structure are conducted within an academic setting, using authentic material taken from various disciplines such as psychology and sociology. College-bound students also learn essential study skills, such as note-taking, summarizing, and paraphrasing, applying these skills to academic texts. (FALL, SPRING)

English 100: Intensive Academic English

The aim of this course students at upper-intermediate level is threefold: to review and practice the most important aspects of grammar and increase students' awareness of syntax; to enrich vocabulary and reading comprehension skills; and to take students through the initial stages of writing from sentence level to paragraph level. Materials for the course expose students to topics of academic interest and introduce them to skills which will prove valuable to students preparing for university-level study. (FALL, SPRING)

English 101: Composition I

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

English 102: Composition II

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

English 103: Classic and Contemporary Essays - A Contemporary Appreciation

This is a 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 writers studied; they also write a research report on a chosen topic. Prereq: English 102 (FALL, SPRING)

English 104: Professional Communication

The purpose of this course is to introduce students to the basics of technical report writing and oral communication in professional settings. More specifically, students will be exposed to the various techniques used in oral and written communication and a range of documents that appear in professional settings. Beginning with the process of technical writing and speaking, students will be taught how to handle the repertoire of technical writing and speaking skills from audience analysis through visual analysis through research and design. They will learn how to address problems related to creating the type of document under consideration, and through exercises, assignments, models, planning and evaluation sheets will be taught to analyze new communication situations and to make their messages effective for different media and audiences. Prereq: English 102

English 111: Oral Communication

An introductory course in oral communication designed to develop the following skills: organizing content; supporting ideas; presenting content in a compelling manner; and examining communication critically in and out of the classroom. Students are required to present both informative and persuasive speeches. Research is a primary component for all speech assignments. 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 the interpretation of literature. Through analysis of a selection of classic literary texts, the course aims to stimulate in students a critical appreciation for literature and a demonstration of the relevancy of literature to life. Prereq: English 101, 102 (FALL, SPRING)

English 202: Advanced Composition: Writing in the Disciplines

This advanced-level academic 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 history). Students become acquainted with MLA and APA standards of format, and present papers in the formats required by their chosen fields of study. Prereq: English 103 (FALL, SPRING)

English 208: English Words from Classical Elements

In this etymology course students explore the Latin and Greek origins of seventy per cent of the English word stock. Through a study of the principle of combining bases and affixes (prevalent in analytic languages) students develop the ability to recognize the meanings of the most commonly used words, as well as the most rare and obscure. The purpose of the course is to help students build their English vocabulary and encourage them to discover the value of lexical borrowing and semantic change in the development of any language. Prereq: English 102 (OD)

English 211: Survey of British Literature- Part I

The course adopts a historical approach to literature and covers the period from the Middle Ages to Restoration and the 18th 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 to discuss the evolution of literary genres and modes. Prereq: English 120 (SPRING)

English 212: Survey of British Literature- Part II

A continuation of English 211, this course focuses on the Romantics, the Victorian Age, and the 20th century. Each period is examined through a selection of representative writers and their work. Contextualized analyses of essays, poems and prose pieces aim to help students explore the interface of literature and society, and to provide them with appropriate tools for comparative literary study. Students are expected to discuss literary trends and modes, literary and social allusions, and to approach a text both as a cultural and a literary product. Prereq: English 120, English 211 (FALL)

English 215: Survey of American Literature-Part I

This survey course focuses on selected works of American literature which are representative of the Colonial through the Romantic periods. Selections of poems, essays, sermons and prose pieces are considered in terms of their intrinsic value, as well as in relation to major historical episodes in American history. The intellectual and artistic evolution of American literature from its Colonial origins is given consideration. Prereq: English 120 (SPRING)

English 216: Survey of American Literature-Part II

This follow-up to English 215 considers American authors from writers of Realism in the late 19th-century and continues through the 20th century. Selected pieces of poetry, fiction, drama are studied and evaluated in terms of their artistic value and in relation to landmarks in American and world history. The artistic and intellectual evolution of literature during this span of American history is also considered in the course. Prereq: English 120, English 215 (FALL)

English 221: Short Fiction

This course focuses on in-depth critical reading of and writing about short fiction (short stories and/or novellas) within the context of the traditions and innovations which have concerned these genres; and with respect to the standard elements of short fiction. Texts are read, analyzed and interpreted with the assistance of secondary sources selected from among a variety of literary-critical interpretative perspectives. Prereq: English 120 (FALL 2003)

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 moves on to consider how the philosophical, thematic, and stylistic emphases of these 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 (OD)

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, the class explores 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 233: Shakespeare

The purpose of this course is to familiarize students with Shakespeare's language, style and ideas through a close analysis of a number of his key plays. Texts are studied in relation to the Elizabethan period and its drama, with particular emphasis given to the plays as performance texts. The course is supplemented by audio-visual materials. Prereq: English 120, 202 (SPRING)

English/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 of non-verbal communication and audio-visual aids. Communication analysis and evaluation through critical listening is also focused on. Prereq: English 111 (FALL)

English/Management 262: Business Communication

The course is designed to foster skills in the writing of routine and specialized business letters and memos, as well as of short and long reports. The course addresses such topics as prewriting, organization, paragraph development, syntax, diction, mechanics, editing, and format, as these apply to written business communication. The course also provides instruction in the techniques and skills necessary to produce effective oral business communication. Prereq: English 103, English 104, or English 111 (FALL, SPRING)



English 264: Introduction to Journalism

The aim of the course is to present the fundamental concepts of the professional journalism. Topics covered include news writing, news gathering, sourcing, and interviewing techniques. Students become acquainted with the various ways of reporting for different media and with the important issues of sensitivity in covering current affairs. Some lectures take place in situ in order for students to have the chance to absorb theoretical knowledge by applying it in real-life situations. Approximately half of the course hours are dedicated to hands-on work, in the form of investigative projects, group publications, and class presentations. **Prereq:** English 103 or English 104 (OD)

English 265: Communication and Performance

This course aims to develop students' communication skills and group work abilities through a wide range of practical exercises and activities utilized in drama with the purpose of facilitating creativity and confident self-expression. Working individually and within groups, students explore various means of physical and vocal expression, analyze different types of performance and create their own performances, as they examine the roles played by the body and voice in effective communication. Throughout the course, particular emphasis is placed on the importance of cooperation, trust, and understanding of the nature of group dynamics, concentration, imagination, and creative problem solving. To complement the practical work undertaken in class, students read and evaluate relevant texts on contemporary performance theory and drama, and view selected recordings of professional performances. **Prereq:** English 103 or English 111 (FALL)

English 268: Women and Literature

This course will focus primarily on 19th- and 20th-century Anglophone women writers. Through a study of a selection of literary and critical texts written by women, the course will attempt to answer the question "What does it mean to be a woman writer?" by examining such recurrent issues as production, reproduction, desire, violence, and identity, and the way these manifest themselves in women's writing. Writers will include Christina Rossetti, the Brontë sisters, Virginia Woolf, Doris Lessing, Jeanette Winterson, Angela Carter, and others. **Prereq:** English 120 (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 "sister languages." It then focuses on the three distinct periods of English: Old (449-1066), Middle (1066-1500) and Modern (1500-present). Students discover the historical and social circumstances that prompted radical linguistic change, learn the fundamental grammatical patterns and phonological features of each period, and read selected representative passages in their original form in English. **Prereq:** Junior status (SPRING)

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 meanings (semantics/pragmatics) are each considered in turn. Methods and terminology employed to describe linguistic levels reflect recent trends in linguistics. **Prereq:** Junior status (FALL)

English 274: Introduction to Applied Linguistics

This course is designed to provide students with an overview of selected fields within applied linguistics. These include, among others, theories of first and second language acquisition; mechanisms of language acquisition; language development in childhood; bilingualism; language impairment due to organic or environmental causes; and a concluding segment on the theory and practice of translation. **Prereq:** English 273 (OD)

English 276: English Teaching Methodology

This course provides students with a comprehensive overview of the theoretical foundations of foreign-language teaching by examining the subject matter from the interdisciplinary perspectives of linguistics, psychology, and education. It is designed to lead towards a holistic understanding of the teaching-learning process by introducing the various theories of language and language learning that have led to the emergence of different methodologies used in language classrooms. **Prereq:** English 273 (OD)

English 277: Approaches to TESOL (Teaching English to Students of Other Languages)

This basic methodology course bridges the gap between theory and practice by dealing with practical pedagogical matters in the areas of syllabus design, classroom management, teaching by various principles (cognitive, affective or linguistic), and learner variables (age and proficiency levels). Special emphasis will be placed on designing and implementing classroom techniques in the teaching of the four skills – listening, speaking, reading, and writing – the role of grammar and vocabulary, creating interactive, intrinsically motivating tests, and the different approaches to the nature and function of feedback. The purpose is to give prospective teachers a broad view of the many possibilities available, and to provide different observations and opinions of practicing teachers, so as to enlarge their knowledge, broaden their scope of second language teaching and learning, and lead them to make their own critical decisions. **Prereq:** English 273 (FALL)

English 279: Materials Development in Teaching

The course aims at introducing students to various topics in the design of materials and techniques that can be used as instructional tools in classrooms and will result in efficient learning when used in a systematic way. The framework of materials and the current approaches to materials design, evaluating, and adapting materials are some of the issues that will be discussed in the context of teaching, reading, writing, listening, and speaking. Various learner differences (i.e., age, strategies, etc.) relevant to materials selection and design will also be considered. **Prereq:** English 273 (OD)

English 358: Twentieth-Century British Novel

The course examines the development of the British novel in the 20th century through the study of works chosen to represent diverse narrative trends. Focusing on either the first or second half of the century, on characteristic movements such as modernism or magic realism, or on designated groups of writers, the course aims to familiarize students with both the conventions and the innovations of the novel as an evolving genre, and with its major practitioners. A close reading of the novels and a concurrent study of relevant secondary literary and cultural material enable students to relate literary to contemporary social concerns. **Prereq:** English 120, 202 (OD)

English 378: Language and Communication

This course introduces students to a theory and method of discourse analysis that is focused on examining the interaction between language, texts, and social contexts. This approach to discourse analysis is an application of Halliday's functional linguistics, which is oriented to a more local level of linguistic construction of social texts. The goal of this course is to help students identify the specific mechanisms that surround text production and comprehension. Students will learn to associate lexical and grammatical structures with their semantic potential in a given cultural/situational context. Topics analyzed within this approach include, among others, grammar of transitivity and modality; transformations; grammar of classification (lexical construction of texts); coherence; and unity and order of text. The course also presents an overview of other approaches to Discourse Analysis. **Prereq:** English 273 (OD)

English/Humanities 388: Comparative Literature

This course seeks to acquaint students with literary study that transcends national-linguistic boundaries in its examination of thematic-textual relations extending beyond the confines of 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 considered. Writers are studied in translation, with an effort to use bi-lingual editions of all literary works. **Prereq:** English 120, 202 (OD)

Humanities

Humanities 101: Introduction to the Study of Religion

This course introduces students to the study of religion and to a number of the world's living religions. Through readings and discussion, the concept of religion is explored, and the histories and practices of religious traditions of East and West examined. An understanding of the history and philosophy of various religious traditions serves to broaden and deepen students' perception of the world around them. (OD)

Humanities 201: Landmarks in the Western Tradition I

This course examines canonical texts in poetry, history, and philosophy of 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 103 or 120 (FALL)

Humanities 202: Landmarks in the Western Tradition II

This course examines canonical texts in poetry, history, and philosophy of the Western Tradition from the Renaissance through the mid-twentieth century. The thematic foci of the course are the changing conception of humanity and humanism and attitudes towards the role of the "Ancients" in a humanistic education. **Prereq:** English 103 or 120 (SPRING)

Humanities 205: Ancient Greek Genres

An introduction to the study of ancient Greek literature in translation, with particular attention to historical-cultural conditions obtaining between the late 8th and late 5th centuries which made possible the birth of four major genres in rapid succession of one another: epic, lyric, tragedy, and history. In addition to primary source readings (selections from the *Iliad* and the *Odyssey*, lyric poetry, the tragedies, and Herodotus), study of each genre will be accompanied by secondary readings on both the genres and individual selections. **Prereq:** English 103 or 120, junior status (OD)

Humanities/Philosophy 220: History of Ancient Greek Philosophy

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

Humanities/English 388: Comparative Literature

This course seeks to acquaint students with literary study that transcends national-linguistic boundaries in its examination of thematic-textual relations extending beyond the confines of 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 considered. Writers are studied in translation, with an effort to use bi-lingual editions of all literary works. **Prereq:** English 120, 202 (OD)

Bilingual Translation

Bilingual Translation 111-122

This two-course sequence is offered to native speakers of Greek with proficiency-level English as an introduction to recent theory and practice in bilingual translation. Students will become familiar with the basic tools of translation (general and specialized dictionaries print and electronic), and with several broad categories of translation (literary-commercial-technical). Beginning from short passages selected from each category, students will acquire competency in translating standardized text types as well as the ability to recognize, analyze, and connect the register and style of the source text with its equivalent in the target language. **Prereq:** Proficiency level English, permission of instructors. (Two three-credit courses) (FALL:111; SPRING: 122)

Bilingual Translation 211-222

The second year of the translation sequence continues and builds upon theory and practice introduced in 111-122, making use of longer sample texts (literary, technical, and commercial), extensive work with terminology, training in IT research skills and the use of technology in translation, and practice editing their own and their peers' texts. In addition to daily and weekly sample translations (English-Greek, Greek-English) for comparative discussion and analysis in class, students will be required to select two longer texts for translation as their final project. **Prereq:** Bilingual Translation 122 (for 211) (FALL: 211; SPRING: 222)

FINE ARTS COURSES

(OD=Offered On Demand)

Art History

History of Art 101: Survey of Western Art I

This course offers a historical examination of Western art and architecture from prehistoric times to the Renaissance, relationships of artistic styles to social and cultural developments, and 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 Western 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

This course offers a study of styles of the modern period, with special emphasis on the work of Manet, the Impressionists, and the Post-Impressionists who laid the groundwork for the art of the 20th century. There will be a close look at the social conditions and metaphysical concepts which led to the rebellion in the arts in the second half of the 19th century. The styles of Expressionism, Cubism, Abstract Art, Futurism, the Metaphysical School and Surrealism will then be analyzed. **Prereq:** History of Art 102 (OD)

History of Art 202: Late Modern Art

This course covers the period from 1940 to the present, examining painting, sculpture, architecture, and allied arts both in the USA and Europe. Emphasis is placed upon the various movements and the plethora of concepts that shaped the artistic fabric of the West since World War II. **Prereq:** History of Art 102 (FALL)



History of Art 220: Ancient Greek Art and Architecture

This course surveys Ancient Greek art and architecture from the Early Iron Age through the Hellenistic period. Following an introduction to the nature of art, its various uses, and approaches to its interpretation, the course will provide a brief historical background for the major periods in Greek art. Each period will then be examined in detail, with particular attention to defining stylistic features, and to examining representative works in each of the genres (sculpture, painting, architecture, minor arts). **Prereq:** 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 centuries, and considers monuments from eastern and western parts of the Byzantine empire. It comments on and compares Byzantine creations from Italy and Asia Minor, while concentrating on Byzantine Thessaloniki and other important Greek centers of Byzantine culture, such as Mount Athos and Mistra. **Prereq:** History of Art 101 (OD)

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 form of artistic expression. It continues with an examination of Greek painting during the twentieth century. Emphasis is placed upon the artistic movements and various schools formed during these periods, and upon influences from European and American art and their implications for Greek painting. Visits to local galleries and museums will provide first-hand contact with works of art being studied. **Prereq:** Art History 102 (SUMMER)

History of Art 312: Italian and Northern European Renaissance

This course revolves around the development of major themes in Italian and Northern European Art during the 15th and 16th centuries. All forms of art are analyzed, together with major ideas and theories that shaped the period both in Italy and the countries of Northern Europe. There is a focus on Italian and Northern European Masters, with emphasis given to the characteristic features distinguishing the various schools. **Prereq:** History of Art 102. (OD)

Music**Music 101: Music Appreciation**

This is 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

This course explores a variety of musical styles and genres in the history of music. It expands the range of musical types students are exposed to in Music 101, refines students' skills in listening, and considers fundamentals of music theory in analysis and discussion. (SPRING)

Music 201: Musical Styles and Genres

This course expands the range of music surveyed in Music 101, by broadening students' perspectives of how one listens to music, the fundamentals of music appreciation, including meter/rhythm, timbre, and texture, 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 European and American music. (OD)

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. (SUMMER)

Music 204: 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 examined stylistically both through listening and practice, as students are encouraged to participate in small ensembles, either singing or conducting. **Prereq:** Permission of instructor (OD)

Music 205: Twentieth-Century Music

This course, a continuation of materials considered in Music 101, explores current practices in musical composition and styles of performance. A variety of twentieth-century musical styles and genres will be considered, including Western European and American vocal/choral and instrumental, chamber, symphonic music. Music composed primarily for the stage will also be considered (opera, operetta, the American musical, and modern dance), as will American jazz and its unique contribution to twentieth-century music. **Prereq:** Music 101 (FALL)

Music 206: Music and Cinema in our Time

This course is designed to explore the fascinating connection between music and cinema in our time. The important role of music composed for different film genres to both highlight a film's dramaturgy and develop a movie's characters and main ideas/themes will be studied in regard to both style and genre of movies included. Movie soundtrack will be divided into four categories: genres (thrillers, fantasy films, comedies, etc.); animated films; musicals; and biographies. Famous film composers, including among others Elmer Bernstein, John Wilson, Nino Rota, Ennio Morricone, Michelle L'Ergaune, Sergio Leone, Nathan Kroll, and Bruno Mansaigeon, will be studied in parallel to their films. **Prereq:** Permission of instructor (OD)

Studio Art**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. Students are encouraged to extend their visual "vocabulary" by referring to as much printed material (art books, reproductions) as they can find. No previous experience is required. (OD)

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)



Greek Language Courses

(OD=Offered On Demand)

Greek 101: Beginning Modern Greek I

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

Greek 104: Beginning Modern Greek II

This course is designed to develop further students' fluency in Greek. Emphasis is given to oral practice, which includes active use of the spoken language, without neglecting the written language. Grammar is presented through dialogues from everyday situations and written material from newspapers and magazines. Students engage in discussions on common social topics. [Meets four hours weekly] Prereq: Greek 101 or permission of instructor (FALL, SPRING)

Greek 201: Intermediate Modern Greek I

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

Greek 202: Intermediate Modern Greek II

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

PHILOSOPHY AND SOCIAL SCIENCE COURSES

(OD=Offered On Demand)

Philosophy

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 to one another, and the relation of corporations to 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 204: Theory of Knowledge

This course will focus on the basic problems of theoretical philosophy. This will take the form of a review of the substantive problems in the subject in connection with a historical survey of early modern theoretical philosophy, focusing on authors like Descartes, Berkeley, Locke, Leibniz, and Kant. The student will emerge from the course with a knowledge of the basic issues in the field of theoretical philosophy, some of which are perhaps still best summarized by Kant's questions: "What can I know?" and "What may I hope?" Prereq: Philosophy 101 (OD)

Philosophy 205: Existentialism and Literature

Since the middle of the 19th century, a number of artists and philosophers have claimed that there is no "a priori" meaning to human existence; that the Aristotelian (and later Christian metaphysical) question of the "end of human life" was no longer applicable to us; that traditional forms of faith and Enlightenment projects had deteriorated into forms of nihilism. This has taken a variety of forms from the fundamental unsatisfiability of Flaubert's characters to Nietzsche's proclamation that "God is dead" and Beckett's forensic analysis of the meaninglessness of human activities and practices. It has also brought forth a variety of responses from Nietzsche's "active nihilism," Weber's heroic individualism, Heidegger's return to the pre-Socratics and Sartre's political decisionism. This course will consider some of these diagnoses and responses. Authors will include Flaubert, Dostoevsky, Nietzsche, Ibsen, Weber, Heidegger, Kafka, Sartre, Merleau-Ponty, Beckett. Prereq: Philosophy 101 (OD)

Philosophy 206: Philosophy of Science

Do scientists really discover the truth? Or do they rather "make" the truth? How do various scientists actually work? Do they have methods to decide that one theory is better than another, to find the objective truth? Do these methods show that there is a difference between scientific knowledge belief (religion, astrology, politics, etc.)? Are subjects like History, Management, or English also sciences? Should they become sciences? Sciences take drastically different forms: most are based on experience (empirical), some are not (Mathematics, Philosophy). The Natural and some Social Sciences use mathematical methods, focus on measurement and prediction while the Humanities focus on understanding and explanation. We shall try to address some of the central issues about truth and objectivity via an investigation of methodological problems in various disciplines. This will involve themes such as criticisms of science, the problems of perception and of induction (general statements, Popper), historical relativity (Kuhn), underdetermination of theory by evidence (Duhem-Quine, Feyerabend), measuring vs. understanding, and so forth. Prereq: Philosophy 101 (OD)

Philosophy 208: Philosophy of Language

Language is the basis of communication, thought, and learning; it pervades all aspects of our lives. In the course, we shall reflect on both the philosophical understanding of language and on the relevance of language for philosophy. The relation of language and thought is one issue, a second being the relation of language and the world (the issue of "meaning" discussed in connection with the later Wittgenstein in particular). Furthermore, we shall discuss what the analysis of language can do for philosophical problems outside the philosophy of language (knowledge, existence, what is "good" philosophy?). Prereq: Philosophy 101 (FALL)

Philosophy/Humanities 220: History of Ancient Greek Philosophy

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

Philosophy/Computer Science/Psychology 235: Artificial Intelligence

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

Philosophy/Politics 303: Political Philosophy

This course is designed to take the discussion of modern western political philosophy to issues in current theory. It includes major texts from the more recent history of the discipline in the main ideological traditions, such as contract theories from Hobbes to Rawls, liberalism (to Nozick) and its critique, Marxist political thought, and Nietzsche. Central concepts of political thought such as autonomy, liberty (I. Berlin), justice and rights, and the notion of conflict will be discussed. Modern political and social ideas like feminism and anti-globalism are investigated in the light of theoretical frameworks. The course is largely based on original texts rather than on secondary literature. IR elective. Prereq: Philosophy 101, Politics 101 (OD)

Anthropology**Anthropology 101: Introduction to Anthropology**

This course provides an overview of major themes and concepts of Anthropology considered both in relation to the biological disciplines (Paleontology, 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/Sociology 202: Theory in the Social Sciences

This course provides a comprehensive examination of the development of anthropological theories from their 19th century evolutionist beginnings to the current post-modern, reflexive, critical trends. It is designed to acquaint students with the basic issues that concern each theory while addressing the questions of how different theoretical issues developed over the course of time and how social theories in a similar fashion to the societies they analyze relate to the social and political conditions of the world system. Prereq: Anthropology 101 or Sociology 101 (SPRING)

Anthropology 205: Ethnography: The Doings and Writings of Anthropology

This course introduces students to ethnography, the research method introduced by anthropology to the social sciences and one of anthropology's distinctive characteristics as a discipline. Ethnography comprises both the research process of collecting data and their actual analysis and eventual publication. The course follows a diachronic investigation from anthropology's quest for scientific objectivity to contemporary concerns about the relationship between observation and interpretation and the construction of knowledge. Prereq: Anthropology 101 or Sociology 101 (OD)

Anthropology 207: Economic Anthropology

This course will introduce students to economic anthropology, which deals with different modes of exchange of goods and services in a cross-cultural perspective. Through a comparative analysis of selected readings, students will have the opportunity to explore the interdependence of the economic and social aspects of human behavior in different socio-cultural, historical, and political contexts and to realize that concepts of formal economics cannot fully account for economic behavior in non-Western societies. Furthermore, the course will analyze case studies of Business Anthropology, one of the most recent directions of Applied Anthropology relevant to the growing complexity of international business affairs and development projects. Prereq: Anthropology 101 or Sociology 101 (OD)

Anthropology 208: Anthropology of Tourism

Since the end of World War II, tourism has been a continuously expanding phenomenon, to the point that it currently constitutes one of the largest industries on a world scale. Tourism, broadly and vaguely defined as travel, is often considered both by local communities and governments as a promising form of development. The results of interdisciplinary studies of tourism of the last 40 years show the controversial nature of tourist development. In the light of this controversy, this course introduces students to the basic issues that anthropology has contributed to the study of tourism. Seeking an answer to the question of whether tourism is beneficial or detrimental to the economy and the rest of the social life of the local populations as well as to the local environment, the course also explores questions that concern the relations between locals and visitors (or "hosts" and "guests"). At the same time, by focusing on the reasons for which people travel and on the meanings that places of travel carry for visitors, the course analyzes the processes through which tourist places and tourist images are constructed. Prereq: Anthropology 101 or Sociology 101 (OD)

Anthropology 211: Theory and Techniques of Archaeology

This course offers a survey of the archaeological discipline with a focus on two themes, the material remains of past cultures and the techniques employed when studying archaeological remains. The course aims to broaden and deepen the students' understanding of past cultures and societies, thus providing enhanced insight into modern ones. Emphasis is placed on the reconstruction of social structure, environment, technology, communication, and cognitive systems of past societies as well as on the analysis of archaeological explanation. Prereq: Anthropology 101 (OD)

Anthropology/Sociology 213: Research in the Social Sciences

This course will familiarize students with the challenging task of conducting research in the social sciences. The difficulty of conducting social research as well as of gathering first hand data originates primarily from the fact that the study of social behavior has so far defied any efforts to "measure" it

Psychology 125: Psychology and Creative Expression

This course is intended as an introduction to basic tenets and ideas of psychology within a liberal arts framework, examining the notions of art, creativity and expression from a psychological perspective applied to both audience and performer. It considers the psychological dimensions and implications of tragedy, catharsis, imitation and ritual as these are manifested in music, drama, dance and the cinema. Further, it explores the interface between theories of perception, sensation, motivation, emotion, and artistic creation. The psychology of the performer is considered through an examination of personality, intelligence, giftedness, stress-related illness, and competition as well as cases of psychopathology encountered among performers. Course materials will include audio-visual presentations and film screenings as well as dramatic readings and attendance at theatrical performances. **Prereq: Psychology 101 (OD)**

Psychology 201: Lifespan Development (formerly Psychology 205-206)

This is an introductory class on human development, from birth to death, emphasizing the life-span perspective of development. The lifespan perspective addresses physical, cognitive/linguistic, psychological, and socio-emotional features as interrelated and dynamic factors affecting development. Designed for majors and non-majors, the main purpose of the course is to present the general underlying structures and mechanisms of development, with an emphasis on aspects of adult development and their application to adults' adjustment and functioning in various settings. The course will also explore the relationship between personality and development, presenting current theoretical approaches and empirical findings. **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 204: Social Psychology (formerly Psychology 301)

This course aims to help students understand interaction – how we are influenced to think, act, and feel in order to gain greater awareness of how the social animal man is driven. Topics include group processes and influences, persuasion and its techniques, how we conform, and tactics of conformity. Concepts presented will be exemplified through evidence from everyday life. Communication and non-verbal communication, their significance, and techniques employed for both are considered. Students are given the opportunity to understand concepts presented through experimentation and are also required to undertake questionnaire surveys. Research conducted in both the United States and Europe is presented. **Prereq: Psychology 101 (FALL)**

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 that includes biological, psychoanalytical, and socio-theoretical views. Research into how gender is shaped and expressed in a variety of human conditions and activities such as emotions, relationships, sexuality, school and work, health, and psychopathology is also considered. **Prereq: Psychology 101 (SUMMER)**

Psychology 212: Applied Psychology

This multidisciplinary course examines applied psychological perspectives with emphasis on interpersonal, communicative, gender relations, and cultural processes. Following a situation-specific approach, this course aims at exploring the psychological dimensions of relationships with a diversity of contexts such as the family, education, intimate relationships, the workplace, and group dynamics. By the end of this course students will be expected to have gained better understanding of the relevance and worth of psychology in everyday life, and to have increased their social skills and self-awareness. **Prereq: Psychology 101 (OD)**

on the basis of absolute, standard criteria. Nonetheless, anthropology and sociology, through the use of a number of research methods, have managed quite effectively to grasp, portray, and explain social life. Starting from the formation of a research topic and literature research, this course will then focus on the various methods appropriate for different research topics, will proceed with the analysis and evaluation of data, possibly the reworking of the research topic, to end with the drawing of conclusions. The research methods that will be discussed will include, among others, the practicalities of ethnographic participant observation, the use of interviews and surveys, the use of archives and other kinds of documents, the use of oral histories and of genealogical method. The ethics of social research and questions of subjectivity/objectivity will also be discussed throughout the course. **Prereq: Anthropology 101 or Sociology 101 (OD)**

Anthropology 221: Ethnographic Accounts of Greek Culture

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

Anthropology/Sociology 234: Gender, Cultures and Societies

This course will address gender issues from the standpoint of the social sciences. Its aim is to direct students towards a deeper understanding of gender as a social construction and not as a mere biological fact. By providing cross-cultural data on gender roles and by analyzing strongly held stereotypes about them in contemporary societies, the course will focus on the cultural patterning of behavior and perception that may or may not support gender stratification and hierarchy. Emphasis will be given to the interconnected levels of environment, economy, social complexity, and symbolic systems that affect the differential distribution of power, prestige, and authority between men and women in different societies. **Prereq: Anthropology 101 or Sociology 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 these notions 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 can or may lead to the production of ethnic and/or national groups. **Prereq: Anthropology 101 or Sociology 101, History 102, Politics 101 (OD)**

Psychology

Psychology 101: Introduction to Psychology

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



Psychology 213: Research Methods and Statistics I

This course aims to provide students with an introductory understanding of the use of various quantitative and qualitative methods typifying research practice, and provides the basis for further work in psychology. It is designed to provide a comprehensive survey of the ways psychologists use specialized methods, each with strengths and weaknesses, for the investigation of human behavior. The full range of common experimental and qualitative methods is covered and emphasis is given to the role of theory construction and logic in research design. The course will consider the topics of observational methods, interview and survey methods, principles of sample design, and implementation, concepts of validity and reliability, various strategies that describe qualitative research, hypothesis testing and statistical significance, inferential analysis of data, and the ethics of research. **Prereq: Psychology 101, Statistics 105 (FALL)**

Psychology 214: Research Methods and Statistics II

Continuing from Psychology 213, this course aims to develop students' understanding of the principles, applications, and limitations of research design and statistical techniques and to enable them to design, implement, analyze, and interpret critically research problems. The course further aims to enhance students' understanding of working with qualitative data and report writing and to foster critical thinking and the appropriate choice of specific tools for the analysis of data. In teaching quantitative techniques, emphasis will be placed on the working knowledge of statistical analysis for research - appreciation of principles, applicability and limitations - rather than algebraic formulations with the aid of an appropriate software package. Topics will include experimental design, statistical inference with one and two-sample cases, analysis of variance and two-factor analysis, quasi-experimental design, and evaluation research. In qualitative analysis, emphasis will be given to life-story research, role-play, grounded theory, discourse analysis, and semi-structured interviewing. **Prereq: Psychology 213 (SPRING)**

Psychology/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 and influence both disabled and non-disabled people's lives in a number of ways. Current theoretical and practical concerns to be considered through a selection of contemporary readings include the language of disability, disability in arts and culture, charities and private organizations, social welfare, and the politics of disability. Current social institutions and everyday practices toward disabled people are discussed and critical attention is drawn to the controversial effects of research conducted on, for, and/or with disabled people. **Prereq: Psychology 101, Sociology 101 (SPRING)**

Psychology 220: A History of Psychological Thought and Discourse

This course is designed to introduce students to the origin 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 authors' lives. The objective of this course will be to encourage further critical understanding of the evolution of psychology as a science. **Prereq: Psychology 101, History 102 (OD)**

Psychology/Computer Science/Philosophy 235: Artificial Intelligence

This introduction to the subject of Artificial Intelligence (AI) will have as its central subject the question "Can machines think?" The course considers the history of "thinking machines" and the current state of the art. Typical cognitive tasks performed by machines involve visual perception and recognition, understanding language and translation, diagnosing a patient, and playing games such as chess. The course asks at what point we may say that machines are intelligent (Turing Test); what is computation, what is computable, and what is decidable (Church-Turing Thesis); whether thought is simply a kind of computation and the human mind a kind of computer (Classical symbol-

manipulating AI vs. connectionism/neural networks); whether there are aspects of human intelligence that cannot be transformed into algorithms; and the relation between AI and the building of robots and other "autonomous agents." **Prereq: Computer Science 101 or 105, Philosophy 101 (OD)**

Psychology 299: Internship

This course aims to bring students into the work environment and to help them apply what they learn in class. Students will be placed in a work environment where they will need to set objectives, devise and implement strategies, and record the process of implementation. The primary focus is not on meeting any particular goal(s), but on the actual processes involved in order to meet goals. Coursework, readings, and class lectures will support a series of rotating themes, as well as provide supervision and support in the work environment. Students will be required to identify relevant bibliography on the theme, to select a goal revolving around the theme, to devise their objectives and strategies, and finally to maintain a detailed record of their goal implementation process. **Prereq: Psychology 101, junior status (SPRING)**

Psychology 302: Theories of Self

This course offers a comprehensive discussion of the nature of self and the factors that influence the way we think and feel about ourselves. Using William James' seminal essay on "The Consciousness of Self" as a starting point, the course explores the developmental, cognitive, motivational, and social paradigms that affect self-knowledge, self-development and self-esteem with particular attention given to the relation between self and psychological well-being. **Prereq: Psychology 202 (OD)**

Psychology 303: Educational Psychology

The purpose of this course is to provide students with an understanding of the teaching-learning process as well as research data and 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 will become well acquainted with the relationship between teaching, teacher, instruction, and student behavior; the importance of social relationships and academic achievement; 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, Psychology 201 (OD)**

Psychology 310: Organizational Psychology (formerly Psychology 210)

Industrial/Organizational psychology is the study of peoples' behavior at work and in organizations (the application of psychological principles in the workplace). This course is designed to introduce students of psychology and related majors to this fast growing area of applied psychology by examining three interdependent areas: Personnel psychology, dealing with determining whether people have the knowledge, skills, abilities, and personality necessary to perform various types of work effectively; Organizational psychology, concerned with how people adapt emotionally and socially to working complex organizations; and Human Engineering, examining the way in which work environments can be designed or modified to match the capabilities and limitations of human beings. Using established psychological concepts and theories the basic principles underlying peoples' ability to work together are examined, through a number of topics: Job analysis, test administration and interviewing, hiring and equal employment opportunities, work motivation and satisfaction, work teams, solving human problems at work, designing the work environment. **Prereq: Psychology 101 (FALL)**

Psychology 312: Abnormal Psychology

This course considers the history and current trends of mental institutions and mental health. It covers assessment, including its techniques, and tools; the concept of Abnormality; research

Psychology/Biology 336: Biological Psychology (formerly Psychology/Biology 236)
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 the 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: Psychology 101, Biology 101 (FALL)

Psychology 392: Introduction to Psychoanalysis
Psychoanalysis is a unique theory about the human psyche as well as a distinct form of psychotherapy. It has had a profound influence on 20th century thought and civilization not without considerable controversy. This course aims to introduce students to the history, development and impact of Psychoanalysis from Freud to the present. Students will meet key practitioners and representatives of classic psychoanalysis, ego psychology, self-psychology, and other influential branches of the movement as well as figures of dissent such as R.D. Laing. The class will trace the genesis and development of theoretical concepts such as the nature of the unconscious, processes of transference and countertransference, and object relations, and will examine critically psychoanalytic contributions to such enduring themes in psychology as personality development, creativity, mental illness, and therapy. Prereq: Psychology 202 (OD)

Psychology 400: Psychological Assessment
Since the early years of psychology, psychologists have tried to assess various mental capacities in humans. Psychological tests of aptitude and achievement were devised in order to identify students with disabilities, to identify appropriate military personnel, and to assist personnel managers in hiring new employees, among other things. However, the history of psychological assessment has been complicated by legal, ethical, and social concerns about the validity, reliability, and other psychometric properties of psychological tests. This course introduces students to psychological assessment, its principles, models, and theories. It also considers the social and legal controversies caused by the inappropriate use of psychological assessment tools. The use of psychological tests in a variety of environments (schools, home, on the job) is also presented and reviewed within the current legal and social framework. Prereq: Psychology 213 (OD)

Sociology

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, race, and 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, and the more specialized cases of institutionalized and clandestine violence. The course maintains a comparative perspective and, thus, the above issues will be considered both in their first and third world contexts. Prereq: Anthropology 101 or Sociology 101 (OD)

Sociology/Antropology 202: Theory in the Social Sciences
This course provides a comprehensive examination of the development of anthropological theories from their 19th century evolutionist beginnings to the current postmodern, reflexive, critical trends. It

techniques and current research trends; the DSMIV; and different models of abnormality and treatment. The course will examine the following disorders: Anxiety Disorders, Affective Disorders, Somatoform Disorders, Eating Disorders, Substance-related Disorders, Sexual and Gender Identity Disorders, Personality Disorders, Schizophrenia, Sleep Disorders, and Dissociative Disorders. Case studies and actual clinical accounts are presented to students. This course is conducted as a seminar. Prereq: Psychology 202 (SPRING)

Psychology/Sociology 322: Health and Illness
This course aims to provide students with a critical approach to the traditional areas of health and illness. The main objective of this course is to evaluate definitions of health and illness from historical, psychological, and sociological perspectives and examine models of treatment. This course will also examine the concept of mental illness and its treatment both by Anti and Critical Psychiatry as well as evaluate contemporary models of mental health services. Prereq: Anthropology 101 or Sociology 101, Psychology 101 (OD)

Psychology 327: Introduction to Counseling Psychology
This course aims to introduce students to the theory and practice of Counseling. It will provide the students with a systematic and comprehensive presentation of the major concepts and practices of the main theoretical approaches influencing contemporary human service providers. The interrelation between theory and practice in the field is emphasized and explored. Students will become acquainted with basic counseling skills involving in-class practice. Finally, the different areas where counseling is applied, such as marital, educational, health-related, vocational, cross-cultural, etc., are discussed together with ethical considerations. Prereq: Psychology 202 (OD)

Psychology/Sociology 332: The Psychology of Groups
This course aims to explore in depth prevailing issues in social psychology. How and why do people form groups? How and why do people experience conflict within groups and with other rival groups? What is the relationship between individual and group identity and what are the factors that influence interpersonal and group processes? Using Social Identity Theory (SIT) and Self-Categorization Theory (SCT) as its main theoretical frameworks, the course explores the meaning and psychological implications of the notion of "salience." SIT and SCT are then applied to a thorough investigation of typical group phenomena such as group cohesiveness, group polarization, social stereotyping, social conformity, prejudice, racism, minority social influence, interpersonal attraction, and leadership. The course exposes students to classic as well as contemporary advances in social psychology research, thus offering them a solid grasp of the psychological dimensions of such processes as empathy, altruism, aggression, and non-verbal communication. Students participate in numerous group projects throughout the semester in order to gain thorough experiential understanding of the issues and processes addressed. Prereq: Psychology 101 (OD)

Psychology 334: Introduction to Cognitive Psychology (formerly Psychology 234)
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. Although these five disciplines are distinct in their methods, theories, and results they are strikingly unified by the convergence of their questions and the emergence in each of a computational or information processing view. The course aims to highlight some of the major higher order processes such as perception, attention, memory, language, intelligence, problem solving, and creativity. The neuropsychological approach will attempt to provide evidence for cognition by studying various clinical case studies. Prereq: Psychology 101, Biology 101 or Physiology 101 (SPRING)



stereotypes about them in contemporary societies, the course will focus on the cultural patterning of behavior and perception that may or may not support gender stratification and hierarchy. Emphasis will be given to the interconnected levels of environment, economy, social complexity, and symbolic systems all of which affect the differential distribution of power, prestige, and authority between men and women in different societies. **Prereq:** Anthropology 101 or Sociology 101 (OD)

Sociology/History 242: Twentieth-Century American Culture

This course will set out to explore aspects of American cultural expression in the twentieth century. By its very nature, the production of American culture is multifaceted and pluralistic. Inclusion, therefore, of a variety of voices, disciplinary approaches and media of expression will prove essential for this course. Novels, literary texts, historical narratives, film/documentaries, art/photography, music and other cultural forms will be utilized throughout the semester. **Prereq:** History 120 (OD)

Sociology/Psychology 322: Health and Illness

This course aims to provide students with a critical approach to the traditional areas of health and illness. The main objective of this course is to evaluate definitions of health and illness from historical, psychological, and sociological perspectives and examine models of treatment. This course will also examine the concept of mental illness and its treatment both by Ariti and Critical Psychiatry as well as evaluate contemporary models of mental health services. **Prereq:** Anthropology 101 or Sociology 101, Psychology 101 (OD)

Sociology/Psychology 332: The Psychology of Groups

This course aims to explore in depth prevailing issues in social psychology. How and why do people form groups? How and why do people experience conflict within groups and with other rival groups? What is the relationship between individual and group identity and what are the factors that influence interpersonal and group processes? Using Social Identity Theory (SIT) and Self-Categorization Theory (SCT) as its main theoretical frameworks, the course explores the meaning and psychological implications of the notion of "silence." SIT and SCT are then applied to a thorough investigation of typical group phenomena such as group cohesiveness; group polarization, social stereotyping, social conformity, prejudice, racism, minority social influence, interpersonal attraction, and leadership. The course exposes students to classic as well as contemporary advances in social psychology research, thus offering them a solid grasp of the psychological dimensions of such processes as empathy, altruism, aggression, and non-verbal communication. Students participate in numerous group projects throughout the semester in order to gain thorough experiential understanding of the issues and processes addressed. **Prereq:** Psychology 101 (OD)

Sociology 345: Sociology of Difference

This course discusses a variety of social behaviors that may be considered "different" or "deviant" in society. The theoretical perspective of this course conceptualizes human behavior as a social construction. We will, thus, try to understand how and why behaviors are labeled; how people enter a so-called deviant lifestyle or "career;" how family, friends, or agents of social control respond to such behavior; how those so-labeled respond to such characterizations; how people can pass in or out of a so-called deviant status; and how various social statuses (e.g., gender or race) may affect the incidence and type of behavior. This course will discuss and critically evaluate sociological theories (such as functionalism, conflict theory, interactionism, ethnomethodology) as part of the study of social behavior. **Prereq:** Anthropology 101 or Sociology 101 and at least one 200-level course in the Social Sciences/ Humanities (OD)



is designed to acquaint students with the basic issues that concern each theory while addressing the questions of how different theoretical issues developed over the course of time and how social theories in a similar fashion to the societies they analyze relate to the social and political conditions of the world system. **Prereq:** Anthropology 101 or Sociology 101 (SPRING)

Sociology/Anthropology 213: Research in the Social Sciences

This course will familiarize students with the challenging task of conducting research in the social sciences. The difficulty of conducting social research as well as of gathering first hand data originates primarily from the fact that the study of social behavior has so far defied any efforts to "measure" it on the basis of absolute, standard criteria. Nonetheless, anthropology and sociology, through the use of a number of research methods, have managed quite effectively to grasp, portray, and explain social life. Starting from the formation of a research topic and literature research, this course will then focus on the various methods appropriate for different research topics, will proceed with the analysis and evaluation of data, possibly the reworking of the research topic, to end with the drawing of conclusions. The research methods that will be discussed will include, among others, the practicalities of ethnographic participant observation, the use of interviews and surveys, the use of archives and other kinds of documents, the use of oral histories and of genealogical method. The ethics of social research and questions of subjectivity/objectivity will also be discussed throughout the course. **Prereq:** Anthropology 101 or Sociology 101 (OD)

Sociology 216: Sociology of the Workplace

This course examines contemporary formal organizations as social systems. Theoretical analyses and empirical case studies will be used in an effort to understand how corporations are organized. This course will consider various sociological perspectives on work and compare alternative ways of organizing work. How occupations and work structures influence social institutions such as the family, economy, law, and social inequalities will also be considered. Topics discussed include corporate careers, regulation of businesses, corporate behavior, allocation of labor and rewards, role performance, and productivity as these affect organizations. **Prereq:** Anthropology 101 or Sociology 101 (OD)

Sociology/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 and influence both disabled and non-disabled people's lives in a number of ways. Current theoretical and practical concerns to be considered through a selection of contemporary readings include the language of disability, disability in arts and culture, charities and private organizations, social welfare, and the politics of disability. Current social institutions and everyday practices toward disabled people are discussed and critical attention is drawn to the controversial effects of research conducted on, for, and/or with disabled people. **Prereq:** Psychology 101, Sociology 101 (SPRING)

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:** Anthropology or Sociology 101 (FALL)

Sociology/Anthropology 234: Gender, Cultures, and Societies

This course will address gender issues from the standpoint of the social sciences. Its aim is to direct students towards a deeper understanding of gender as a social construction and not as a mere biological fact. By providing cross-cultural data on gender roles and by analyzing strongly held

PHYSICAL EDUCATION COURSES

(Note: As of Fall 2004, incoming students do not have to meet a Physical Education course requirement; the course offerings appearing below aim at those students who have enrolled prior to Fall 2004.)

Aerobics 101

The aerobics class is intended to enhance physical capacity so that overall health and quality of life improve. The potential gains from this exercise include improved cardiovascular endurance, body composition, flexibility, muscular endurance, and strength. Classes include warm-up, basic aerobics, calisthenics (muscle strengthening using equipment or body weight only), and stretching. Low-high impact aerobics, step aerobics, and body sculpting (muscle strengthening) are also offered.

Basketball 120

The objectives of this course are to teach students the fundamentals and rules of the game, to improve their fitness and agility, and to cultivate teamwork within the game.

Fitness 106

This course introduces students to fitness machines and free weights. Their use and functions are explained in detail along with the "target" muscles that they aim to exercise. Students are exposed to the latest scientific knowledge on fitness, and they have the opportunity to exercise with different training techniques. At the end of the semester, students will be able to construct a personal workout program according to their individual needs and goals. The course places an emphasis on the muscular strength and muscular endurance components.

Indoor Soccer 155

The objective of this course is to provide a combination of competition, aerobic exercise, team play, and opportunities for recreation. No previous knowledge or experience of soccer is required.

Volleyball 130

This popular game is introduced to co-ed classes where the basics of the game are taught (serving, setting, spiking, receiving and attacking positions, basic rules, etc.). A ten-minute warm-up is followed by a number of drills and introduction to new techniques. Games are played frequently so that the students can apply their skills.

ACT varsity teams

The following varsity teams practice regularly and participate in tournaments organized either by ACT or by other tertiary institutions: Men's Basketball, Women's Basketball, Men's Volleyball, Women's Volleyball and Men's Soccer.

Intramurals

Soccer intramurals (5-a-side) are usually organized during Fall semester and Basketball (3-on-3 or 5-a-side) during Spring semester.



DIVISION OF TECHNOLOGY & SCIENCE

Chair & Director of Stavros S. Niarchos Technology Center

Dr. Panos Vlachos, Professor (Mathematics & Statistics)
BS, Mathematics, Aristotle University of Thessaloniki; MS, Mathematics, PhD, Applied Sciences, University of Rhode Island (Reg)
Bissell Library, Lower Level
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FACULTY

- Mr. Grigoris Baglavas, Instructor (Computer Science)
BSc, Mathematics, Aristotle University of Thessaloniki, MSc, Telematics, University of Sheffield (Adj)
- Ms. Elena Charalabides, Instructor (Word Processing)
BA, Psychology and French, Wellesley College; Diploma in Business Administration and Management, Harvard University (Adj)
- Mr. Christos Christodoulou, Instructor (Computer Science)
BSc, Physics, Aristotle University of Thessaloniki; MSc, Information Technology, University of Aston, Birmingham (Adj)
- Mr. Constantinos Danas, Instructor (Computer Science)
BSc, Statistics and Computing, University of North London; MSc, Informatics, University of Sheffield (Adj)
- Dr. Dimitris Grekinis, Assistant Professor (Biology)
BS, Aristotle University of Thessaloniki; MS, Indiana University, PhD, Pharmacology/Biochemistry, Medical College of Ohio (Reg)
- Dr. Konstantina Karyotou, Assistant Professor (Chemistry)
BS, Aristotle University of Thessaloniki; MS, PhD, The George Washington University (Adj)
- Mr. Vasilis Keramaris, Instructor (Computer Science)
BS, Mathematics, Computer Science; MSc, Computer Science, City University of New York (Adj)
- Mr. Mark Lohjoit, Instructor (Computer Science)
BA, Philosophy, University of Leeds; MSc, Computer Science, University of Salford (Reg)
- Mr. Emmanuel Maou, Associate Professor (Computer Science, Mathematics)
BA, Mathematics, Iowa Wesleyan College; MS, Applied Mathematics, University of Iowa (Reg)
- Mr. Brian Morris, Instructor (Computer Science)
BFA, The School of the Art Institute of Chicago; BS, Computer Processing, Illinois Central College (Adj)
- Dr. Niki Kouvatzi, Assistant Professor (Mathematics, Statistics)
BS, Mathematics and Statistics, University of Kent at Canterbury; MA, Econometrics and Statistics, University of Kent at Canterbury; PhD, Statistics, University of Macedonia (Reg - On Leave in Fall 2004)
- Dr. Dimitri Papageorgiou, Assistant Professor (Computer Science, Music)
Diploma in Composition, University of Music and Drama in Graz, PhD, Music/Composition, The University of Iowa (Adj)
- Dr. Constantinos Philippides, Assistant professor (Physics)
BS, Physics, University of Athens; MS Physics, PhD, Physics, New York University (Adj)
- Mr. Kostas Vezirides, Instructor (Computer Science)
BSc, Electrical Engineering, University of Thessaloniki; MSc, Software Engineering, University of Crete (Reg)
- Dr. George Ziogas, Assistant Professor (Physiology)
BS, Aristotle University of Thessaloniki; MS, Pittsburgh State University; PhD, Exercise Physiology, University of Missouri at Columbia (Adj)

TECHNOLOGY & SCIENCE

Goals and Objectives

The Division of Technology and Science at the American College of Thessaloniki has a mission to offer high quality instruction and state of the art facilities to students. The division of Technology & Science offers a variety of degree, certificate and special programs to a diverse audience. The Computer Science programs target (1) students interested primarily in computing, (2) students interested in Business with an emphasis in Information Systems (3) students or professionals interested in areas in Computer Science. The certificate and special programs provide training opportunities for the wider community. The division also offers service courses in the areas of Mathematics, Statistics and Sciences.

Courses in the department are designed to broaden students' perspectives on the role of computer science, mathematics and science in the modern world, while equipping them with both computer literacy and quantitative skills.

In particular, the broad range of computing courses, including Cisco approved networking courses and Oracle based courses, prepare students for successful entry into the job market and for further study in graduate school. The majority of courses have a strong laboratory component with emphasis on applications.

State of the art computer facilities include high-speed servers and over 130 Pentium IV workstations in 6 laboratories. The new Science facilities include biology, physics and chemistry laboratories covering a total area of over 290 m². All facilities are connected to a high-speed campus network and are connected to the internet.

The programs that the department supports are:

- Degree programs:*
- Bachelor's of Science in Computer Science
 - Bachelor's of Science in Computer Management Information Systems
 - Minor in Computer Science
 - Minor in Multimedia and Web Development

Certificate programs

- Cisco Certified Networking Associate Program (CCNA)
- Web Development
- Digital Media

Special programs

- Youth Technology Camp

Major in Computer Science

The B.S. degree in Computer Science is carefully designed to provide a modern program, balancing the study of software, hardware, theory, and practice. The curriculum features course sequences in all fundamental areas (Programming, Databases, Operating Systems and Computer networks) as well as courses in other areas of the discipline (digital media, distributed systems, web development, e-commerce, and artificial intelligence).

The B.S. in Computer Science prepares the student for a career in the field of Computer Science and its applications and/or additional study in computer science at the graduate level. The program develops broadly educated and competent graduates with multiple career and academic options.



Degree Requirements

In order to receive the BS degree, the student must have fulfilled all the GER and major requirements and have completed at least 121 credit hours with an overall GPA of 2.0 or better. In addition, all candidates must have been in residence at the College during the last four semesters of full time instruction.

Major Requirements

I. Common Degree Requirements

- Math 101*: Elements of Finite Mathematics
- Math 115*: Calculus
- Stat 205*: Statistics I
- Stat 305: Statistics II

II. Computer Science Requirements

- Computer Science 105*: Introduction to Programming I
- Computer Science 106*: Introduction to Programming II
- Computer Science 107*: Multimedia I
- Computer Science 205: Business Data Management
- Computer Science 206: Web Development
- Computer Science 207: Multimedia II
- Computer Science 209: Digital Media Processing
- Computer Science 215: Data Structures
- Computer Science 306: Advanced Web Development
- Computer Science 310: Computer Architecture
- Computer Science 312: Database Management Systems
- Computer Science 321: Operating Systems
- Computer Science 322: Computer Networks
- Computer Science 325: Distributed Applications
- Computer Science 412: Object Oriented Programming
- Computer Science 450: System Analysis and Design
- Computer Science 499: Special Topics (.Net programming)
- Computer Science Elective
- Computer Science Elective

Major in Computer Management Information Systems

The B.S. Degree in Computer Management Information Systems is offered jointly with the Anatolia School of Business. It is a hybrid program that provides an excellent blend of technological knowledge in Computer science and Business skills. The program focuses on fundamental areas of Computer Science such as programming, Databases, and Computer networks as well as in other areas such as System Analysis and design, E-Commerce etc. The program has also a strong Business component with courses in all major areas of Business such (Management, Marketing, Accounting, Finance and Economics).

The B.S. in Computer Management Information Systems prepares the student for a career either in the field of Computer Science and its applications or in the field of Business. The program develops broadly educated and competent graduates ready to pursue professional careers or graduate studies.

Degree Requirements

In order to receive the BS degree, the student must have fulfilled all the GER and major requirements and have completed at least 121 credit hours with an overall GPA of 2.0 or better.

In addition, all candidates must have been in residence at the College during the last four semesters of full time instruction.

Major Requirements

I. Common Degree Requirements

- Math 101: Elements of Finite Mathematics
- Math 115: Calculus
- Stat 205: Statistics I
- Stat 305: Statistics II

II. Computer Science Requirements

- Computer Science 105*: Introduction to Programming I
- Computer Science 106*: Introduction to Programming II
- Computer Science 205: Business Data Management
- Computer Science 215: Data Structures
- Computer Science 312: Database Management Systems
- Computer Science 321: Operating Systems
- Computer Science 322: Computer Networks
- Computer Science 450: System Analysis and Design
- Computer Science 451: Management Information Systems
- Computer Science 412: Object Oriented Programming or Special Topics 499

III. Business Requirements

- Economics 101*
- Economics 102
- Accounting 101
- Accounting 102
- Finance 201
- Management 101
- Management 230
- Management 312
- Marketing 101
- Marketing 324: E-Marketing or Computer Science/Marketing 250: E-commerce

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

Minor in Multimedia and Web Development

The minor in multimedia and web development focuses in the new media. The topics taught include computer animation, interactive media production, professional web design and web programming. Students acquire a solid foundation in multimedia and web development software applications and design issues. They work in the areas of web page design, image design, creation and manipulation, image composition, 2-D and 3-D graphics, and audio and video production and integration.

The students work in state-of-the-art multimedia labs, where they learn how to use software applications from Adobe, Macromedia and Discreet, ranging from Photoshop to 3DS Max. They produce web sites, interactive CD-ROMs, create 2-D and 3-D imagery and motion graphics, design sound for multimedia products, and develop skills in nonlinear digital video editing.

Graduates of this program are pursuing careers in this fascinating and rapidly expanding field, entering the market as media producers, information architects, interactive and web designers.



- CS 105: Introduction to Programming I
- CS 107: Multimedia I
- CS 206: Web Development
- CS 207: Multimedia II
- CS 209: Digital Processing
- CS 306: Advanced Web Development

Minor in Computer Science

The minor in Computer science provides to students, who are completing a bachelor's degree in another field of study, the fundamentals in a number of computer science fields. There are two options one focusing in Programming and Databases and a second in Programming and Networks. A number of interesting electives are available to students in e-commerce, artificial intelligence, etc.

Option A – Programming and Databases

- CS 105: Introduction to Programming I
- CS 106: Introduction to Programming II
- CS 215: Data Structures
- CS 205: Business Data Management
- CS 312: Database Management Systems
- One Computer Science elective

Option B – Programming and Networks

- CS 105: Introduction to Programming I
- CS 106: Introduction to Programming II
- CS 215: Data Structures
- CS 322: Network Operating Systems and Administration
- Computer Science Elective
- Computer Science Elective

Certificates in Computer Science

A. Web Development

The Web Development certificate focuses on the design and creation of a professional web site. The topics covered are separated into three different categories: Web Design Guidelines, Professional Web Design Software and Web Programming.

The student is introduced to the latest design techniques for a web site and will get a hands-on experience of the tools that professional web designers use. After a foundation on Hyper Text Markup Language (HTML), the program focuses on Macromedia's Web Design software, namely Dreamweaver MX and Flash MX. In the Web Programming section of the certificate, the students learn how to build dynamic web pages, which is the latest development in the area.

The program ends with a capstone project, where students develop a complete Web Site. Applications created during the program can be used as a portfolio for seeking a job placement in the field.

1. CS 105: Introduction to Programming I
2. CS 206: Web Development
3. CS 306: Advanced Web Development
4. Capstone project

B. Digital Media

The Digital Media certificate focuses in the new media. The topics taught range from computer animation to interactive media production. Students acquire a solid foundation in multimedia software applications and design issues. They work in the areas of image design, creation and manipulation, image compositing, 2-D and 3-D graphics, and audio and video production and integration.

Students work in state-of-the-art multimedia labs, where they learn how to use software applications from Adobe, Macromedia and Discreet, ranging from Photoshop to 3DS Max. They will produce interactive CD-ROMs, create 2-D and 3-D imagery and motion graphics, design sound for multimedia products, and develop skills in nonlinear digital video editing.

1. CS 107: Multimedia I
2. CS 207: Multimedia II
3. CS 209: Digital Processing
4. Capstone project

C. Cisco Networking Academy Program (CCNA)

The CCNA Program is a two course e-learning, web-based program on the principles and practice of designing, building, and maintaining networks capable of supporting any type of organization. The academy program combines instructor-led, online learning with hands-on laboratory exercises where students apply what they learn in class while working on an actual Local Area Network. This program is designed to meet the growing demand for Network specialists. Students who successfully complete the program are eligible to earn Cisco Certified Network Associate certification.

1. CS 222: Cisco Networking Fundamentals and Router Configuration corresponds to the Cisco Networking Academy Semesters 1 and 2.
2. CS 333: Cisco Advanced LAN and WAN design corresponds to the Cisco Networking Academy Semesters 3 and 4.



COMPUTER SCIENCE & MATHEMATICS COURSES

(OD=Offered On Demand)

Computer Science**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 report documents. Students will also learn how to use text-formatting features, how to design page layouts, create tables and insert graphics using MS Word. (FALL, SPRING)

Computer Science 101: Introduction to Computing

The course aims at making the student an effective computer user within the contemporary networked environment of both the office and the Internet. Students learn the usage of modern programs suitable for composition, calculation and presentation, as well as the facilities available for communicating and researching through the Internet. 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)

Computer Science 105: Introduction to Programming I

The course starts by exposing students to modern Information Systems and the basics of Information Technology, as well as practical exercises on the usage of a computer in the modern, networked environment. Subsequently students are introduced to a modern programming language and are taught the basic elements of programming. Programming topics include data types, operations, objects, and an introduction to structured programming. (FALL)

Computer Science 106: Introduction to Programming II

The principal aim of this course is to develop students' problem solving skills with respect to computer programming. Building upon the foundations of Computer Science 105, the course exposes students to a variety of programming tasks as well as to the important control structures required for performing them. Topics include variable scope, control flow, event programming, programming with classes and debugging techniques. Prereq: Computer Science 105 (SPRING)

Computer Science 107: Multimedia I

This course is an introduction to digital multimedia. All media components (digital pictures/graphics, text, animation, sound and digital video) are introduced and their parameters defined and studied. Software multimedia development tools necessary for the creation or capture of digital media are presented, and students acquire hands-on experience with a package for each media category. Hardware essential for the capture/creation of the media is also presented. Multimedia project design parameters are examined and applied to a student capstone project. Prereq: Computer Science 101 or 105 (FALL)

Computer Science 108: Digital media for audio productions

This is an introductory course to digital audio and computer techniques used to create soundtracks for media productions. The course is designed to give students a basic background, hands-on experience, and theory in digital audio. For the student to become familiar with the practical and technical concerns of digital audio production, this class will be similar to a studio art class. Students will get their hands 'dirty' by gathering, manipulating, and recombining music's raw material: sound. Digital audio systems, recording, editing, sound transformations, effects, DSP, and mastering, will be discussed in the process of creating the final project (OD)

Computer Science 151: Quantitative Computing

This course aims at increasing students' quantitative skills through extensive usage of popular spreadsheet programs. Students will be exposed to numerous basic concepts of computing, including

data types and formats, spreadsheet programming and data structures. A variety of problem solving tasks will be presented at an introductory level, including data analysis, simple system modeling and simulation. Applications will be drawn from several disciplines, including business. Prereq: Computer Science 101, Math 101 (FALL, SPRING)

Computer Science 201: Business Computing

The course aims at presenting Business majors with the basic computing structures needed to support a company's management. Students will be exposed to data tables from a variety of business activities as well as the database techniques necessary to model and effectively process these data for the purposes of company assessment and planning. Examples of applications residing in the WWW will be presented, analyzed and subsequently implemented by students with the database medium used in the course. Prereq: Computer Science 151, Accounting 101, Management 101 (FALL, SPRING)

Computer Science 205: Business Data Management

This course deals with numerous forms of business data employed in monitoring business operations, and covers table design and handling data using a popular database program. Topics include Business Data Modeling and Design, Activities Monitoring, Data Analysis, and Company Assessment. This course, based on Relational Data Modeling, teaches students how to build small business applications with tools for managing Relational Databases. Prereq: Computer Science 105 (SPRING)

Computer Science 206: Web Development

This course is designed for students who have a good knowledge of computer systems and familiarity with the World Wide Web. It provides an introduction to development for the Internet. The course involves the creation of both static and dynamic or interactive web pages using a range of tools from basic text editors, through HTML specific tools as well as a web development tool. Topics covered include Web page design issues, basic understanding of Web authoring and site management, HTML, Web development using specialized tools, and fundamentals of animation software. Prereq: Computer Science 101 or 105 (SPRING)

Computer Science 207: Multimedia II

This course is the continuation of CS107. Advanced editing techniques of digital images and digital video will be presented, studied and practiced. Basic animation techniques (using Macromedia Flash) will be presented, studied and practiced. Students will acquire further skills on capture hardware (Photo, Video, Audio). Individual student capstone projects on Video and animation will be assigned at the end of the course. Prereq: Computer Science 107 or permission of instructor (SPRING)

Computer Science 209: Digital Processing

The focus of this course is the introduction to the 3D workspace, creation tools, and the basics of 3D design, including modeling 3D geometry, creating material textures and lighting, and rendering output to animation and still image formats. 3D animation techniques will also be presented, studied and practiced. The concepts and interrelationships of developing a story and character from premise to production will be presented, studied and implemented by students on a final capstone project. Students will acquire hands-on experience using 3ds max5+ and will build on their 2D skills with the use of Photoshop as an aid in the creation of texture maps. Prereq: Computer Science 107 (FALL)

Computer Science 215: Data Structures

This course provides an introduction to modeling with data structures, and considers principles of structured and object-oriented programming as well as introducing algorithms used for data structures. Topics include Object Class Hierarchies, Procedural Programming with Objects, Management of Data Structures, Introduction to Modeling and Simulation, and Object Class Programming. Prereq: Computer Science 106 (FALL)



Computer Science 222: Cisco Networking Fundamentals and Router Configuration

This course offers an introduction to computer systems and networking fundamentals based on the OSI network model and industry standards. The first part teaches the fundamentals of network design and the installation of cabling. Topics covered are network topologies, IP addressing, including subnet masks, networking components, and basic network design. In the second part of the course, students begin simple router configuration exercises and are introduced to LAN switching. Topics covered are routing theory and router technologies, router configuration, routed and routing protocols. Prereq: Computer Science 101 or 105 or permission by instructor (FALL)

Computer Science/Philosophy/Psychology 235: Artificial Intelligence

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

Computer Science/Marketing 250: E-commerce

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

Computer Science 306: Advanced Web Development

This course builds on the skills and knowledge about creating and publishing Web pages and sites taught in CS 206. It also introduces students to advanced Web development areas, required for students interested in pursuing a career in web site design. Material to be covered includes Advanced Web Design and Animation features, Web site management, Browser Issues, Cascading Style Sheets (CSS), applying the Common Gateway Interface (CGI), dynamic HTML, and emerging Web standards. Prereq: Computer Science 105 & 206 (SPRING)

Computer Science 310: Computer Architecture

The course starts from the basics of digital electronics and gradually builds up to the design of a complete computer system. The major topics covered are: Fundamentals: An introduction to digital electronics, building from simple logic gates into flip-flops, registers, multiplexors etc. Basics of Computer Architecture: Buses, memory, data representation, arithmetic operations. Control: Data path layout, parallelism in the processor, basics of pipelines. Instruction set design: Designing a processor to execute programs. Interfacing to the outside world: Analogue and digital devices, synchronous and asynchronous protocols, interrupts, communication with other computers. Improving usability and performance: Protection, cache memory and memory hierarchies. Prereq: Computer Science 105 (FALL)

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 is based on a modern client design tool and requires Event-Driven Programming. Prereq: Computer Science 205 (FALL)

Computer Science 321: Operating Systems

This course introduces students to the principles of operating system design and to the prevailing techniques for their implementation. Three concrete examples of operating systems are used to illustrate how principles and techniques are deployed in practice. The major topics covered are: Processes: Purpose of the OS, Entities and Functions, Process Management, Creation / Scheduling / Termination, Communication/Synchronization, The OS Kernel, Memory Systems: Hierarchical Organization, Contiguous storage allocation, Single- and multi-programming, Static and Dynamic partitioning, Segmentation, Paging. File Systems: Directory organization, File types and file organization, Consistency and efficiency (e.g. in a network). Case Studies: Windows, Linux, Unix. Prereq: Computer Science 105 (SPRING)

Computer Science 322: 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, and network administration. Prereq: Computer Science 215 (SPRING)

Computer Science 325: Distributed Applications

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 that 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 312 (SPRING)

Computer Science 333: Cisco Advanced LAN and WAN Design

In the first part of this course, students learn to configure routers and switches and use network management techniques to find and fix network problems. Topics covered include advanced router configuration, LAN switching theory, and VLANs. There is significant emphasis on project-based learning. In the second part of the course, concepts and methods involved in wide area networking (WAN) design and implementation are introduced. Topics include WAN theory and design, WAN technology, PPP, Frame Relay, and ISDN. Numerous topics and issues are covered through the use of threaded case studies. By the end of this course, students complete advanced projects in network design and management. Successful completion of this course prepares students for the Cisco Certified Networking Associate test (CCNA). Prereq: Computer Science 222 (SPRING)

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 215 (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, and Business Process Modeling with Objects. Prereq: Computer Science 215, 312 (FALL)

Computer Science 450: System Analysis and Design

This course introduces students to the role of modern systems analysis and design and the tools used to build successful information systems in the context of an organization. Students are introduced to information system development frameworks and methodologies and learn to use data, process and



network modeling tools, and system design tools. The roles of prototyping and user interface design, software design, and system implementation and testing are also considered. The course concludes with an approach to the process of system support and maintenance. **Prereq:** Computer Science 201 or 205, Management 101 (FALL)

Computer Science 451: Management Information Systems

This course introduces students to the role of management information systems in the context of the modern business organization. The role of information systems specialists is also introduced and differentiated from that of the organization's management. Using an approach to business problem solving using information systems, students will be introduced to the role of MIS in everyday operations and transactions and the way modern MIS redesign operational procedures. The role of the central database system is highlighted and the role of computer networks and communication systems in the global dispersion of business operations is also introduced. The course continues with the role of MIS in decision-making and examines decision support systems and expert systems. Students are also introduced to artificial intelligence and its role in MIS. The course concludes with the role of MIS in strategic decisions by top management and the ways in which competitive advantage can be achieved through the use of various information systems. **Prereq:** Computer Science 201 or 205, Management 101 (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 topics selected 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 (SPRING)

Mathematics

Mathematics 100: Mathematics for Decision-Making

An introduction to selected areas of mathematics in familiar settings with the objective of developing students' conceptual and problem solving skills. The course includes a study of mathematical concepts selected from graph theory, planning and scheduling techniques, statistics, probability, game theory, growth patterns, coding information, voting systems and apportionment. (FALL)

Mathematics 101: Elements of Finite Mathematics

This course places an emphasis on the role of functions (coordinate systems, properties, graphs and applications of polynomial, rational, logarithmic and exponential functions), solving systems of linear equations, matrix operations, mathematics of finance, and introductory counting techniques. (FALL, SPRING)

Mathematics 115: Calculus

This course covers: rate of change and introduction of the derivative for functions of one variable; applications of the derivative to graphing one-variable functions and to optimization problems; introduction of functions of several variables and partial derivatives; problems of unconstrained and constrained multivariable optimization; applications of differential equations; integration of functions of one variable and applications; and advanced methods of optimization. Emphasis is placed on applications and problem solving through conventional and computer methods. **Prereq:** Math 101 (FALL, SPRING)

Statistics

Statistics 105: Social Statistics

This course aims to introduce social science students to the ubiquitous nature of quantitative thinking and to provide them with essential statistical and empirical reasoning skills. Students are presented with the basic statistical tools necessary to proceed to serious and effective research, introduced to the basic concepts and methods of descriptive and inferential statistics, and familiarized with the special state of mind needed to read, understand and interpret various statistical reports and analyses. Emphasis is given to a working knowledge of statistics, problem solving, and interpretation by conventional and computer methods with working examples from a number of related disciplines. Topics covered include summary and dispersion measures, graphs and tables, correlation analysis, and hypothesis testing. **Prereq:** Computer Science 101, Mathematics 100 or 101 (SPRING)

Statistics 205: 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)

Statistics 305: Statistics II

Continuing from Statistics 205, this course focuses on Interval Estimation, Hypothesis Testing, Statistical Inference about Means and Proportions with Two Populations, Inferences about Population Variances, Analysis of Variance and Experimental Design, Simple Linear Regression and Correlation, Index Numbers, and Non-parametric Methods. Emphasis is given to problem solving with the use of statistical software. **Prereq:** Stat 205 (FALL, SPRING)

SCIENCE COURSES

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, this course presents the basic principles of modern Chemistry within the framework of the modern world and the processes involved in technological developments. Information is first presented at the submicroscopic level of electrons, atoms, and molecules and then 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

ACADEMIC / ADMINISTRATION DIRECTORY



Office/Division	Name	Location	Phone No. (2310+No.)	e-mail (name@act.edu)
President	Mr. Richard L. Jackson	Stephens Hall, 1st Floor	398204	rickson
Administrative Assistant to the President	Ms. Theodora Sgouridou	Stephens Hall, 1st Floor	398204	doras
Executive Vice President & Chief Operations Officer	Dr. Panayiotis Kanelis	Stephens Hall, 1st Floor	398326	kanelis
Administrative Assistant to the Executive Vice President & Chief Operations Officer	Ms. Vicky Zaroucha-Sotirou	Stephens Hall, 1st Floor	398306	vickys
Director of Administration	Mr. Vassilis Patsilias	New Building, Ground Floor	398214	patsilar
Administrative Assistant to the Director of Administration	Ms. Eva Montiadou	New Building, Ground Floor	398219	emont
Administration				
Director of Recruitment	Mr. Iraklis Papadopoulos	Bissell Library, 1st Floor	398389	iraklis
Director of Admissions	Ms. Roula Lebelli	Bissell Library, 1st Floor	398239	admissions
Administrative Assistant to the Director of Admissions	Ms. Katerina Moraiti	Bissell Library, 1st Floor	398238	katmor
Executive Director for Public Relations & Development Office:				
Administrative Assistant to the Executive Director for Public Relations & Development Office:	Ms. Lena Katsarika	Stephens Hall, 2nd Floor	398220	lekar
Director of Scholarships & Gifts	Ms. Ifigenia Sougaraki	Stephens Hall, 2nd Floor	398249	ics
Receptionist	Mr. Vassilis Loukidis	New Building, Ground Floor	398216	wloukid
School Nurse	Ms. Fotini Chrysanthopoulou	Ingle Hall	398359	fofinich
Security	Mr. Yorgos Papatheofilis	ACT Gatehouse	398218	
	Mr. Stathis Chatzivasilioglou	ACT Gatehouse	398218	

ADMINISTRATIVE OFFICES

Office/Division	Name	Location	Phone No. (2310+No.)	e-mail (name@act.edu)
Provost	Dr. Stefanos Galamas	New Building, Ground Floor	398221	galamas
Acting Administrative Assistant to the Provost	Ms. Theodora Pingou	New Building, Ground Floor	398215	theodora
Director of Academic & Student Affairs	Dr. Archontis Pantos	New Building, Ground Floor	398228	apanstio
Administrative Assistant to the Director of Academic & Student Affairs	Ms. Efi Antonakopoulou	New Building, Ground Floor	398205	antonefi
Registrar	Ms. Antigoni Vlachopoulou	New Building, Ground Floor	398207	actreg
Administrative Assistant to the Registrar	Ms. Theodora Zafirou	New Building, Ground Floor	398224	actreg
Library Director	Ms. Karen Bohrer	Bissell Library	398391	kbohrer
Administrative Assistant to the Library Director	Ms. Liza Vachtsevanou	Bissell Library	398392	liza
Director of Business Liaison & Career Services	Ms. Lena Giakoumopoulou	Stephens Hall, 1st Floor	398202	lenag
Administrative Assistant to the Director of Business Liaison and Career Services	Ms. Melina Kontoyiannis	Bissell Library, 1st Floor	398242	melina
Counseling Psychologist	Ms. Maria Akrifidou	Macedonia Hall, 1st Floor	398303	martakar
Business				
Coordinator of Business Programs & MBA Advisor	Dr. Vassilis Blatsas	New Building, 1st Floor	398206	bblat
International Relations & General Studies	Dr. David Wisner	New Building, 1st Floor	398227	drd
English Coordinator	Dr. Eleni Godi	New Building, 1st Floor	398223	egodi
Technology & Science				
Administrative Assistant to the Business and Technology & Science Divisions	Dr. Panayiotis Vachos	Bissell Library, Lower Level	398383	pvla
	Ms. Eleni Montiadou	Bissell Library, Lower Level	398265	hmont

DIVISION CHAIRS/AREA COORDINATORS

Office/Division	Name	Location	Phone No. (2310+No.)	e-mail (name@act.edu)
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