

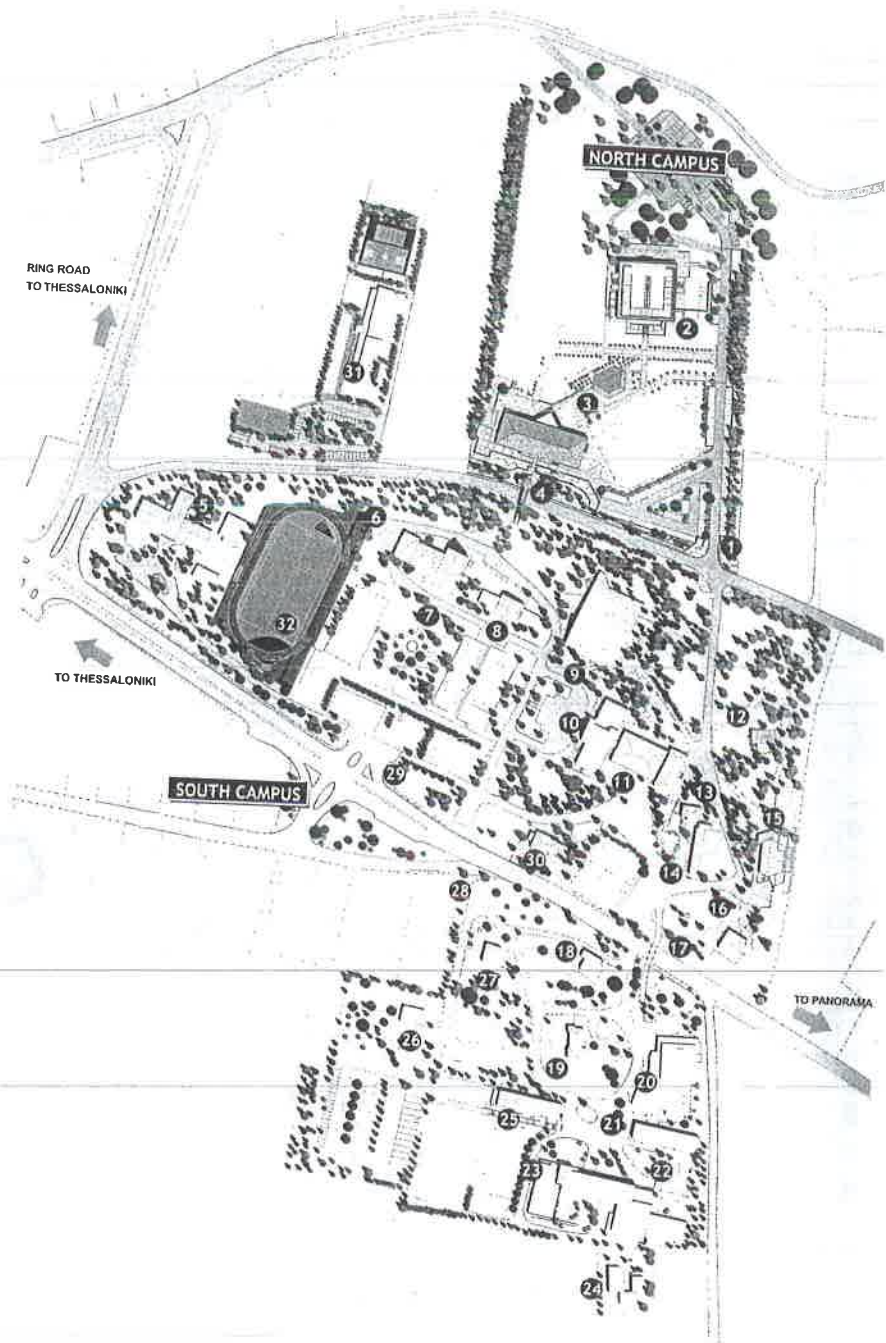
**CATALOG**  
*of*  
**STUDY**

**07/08**

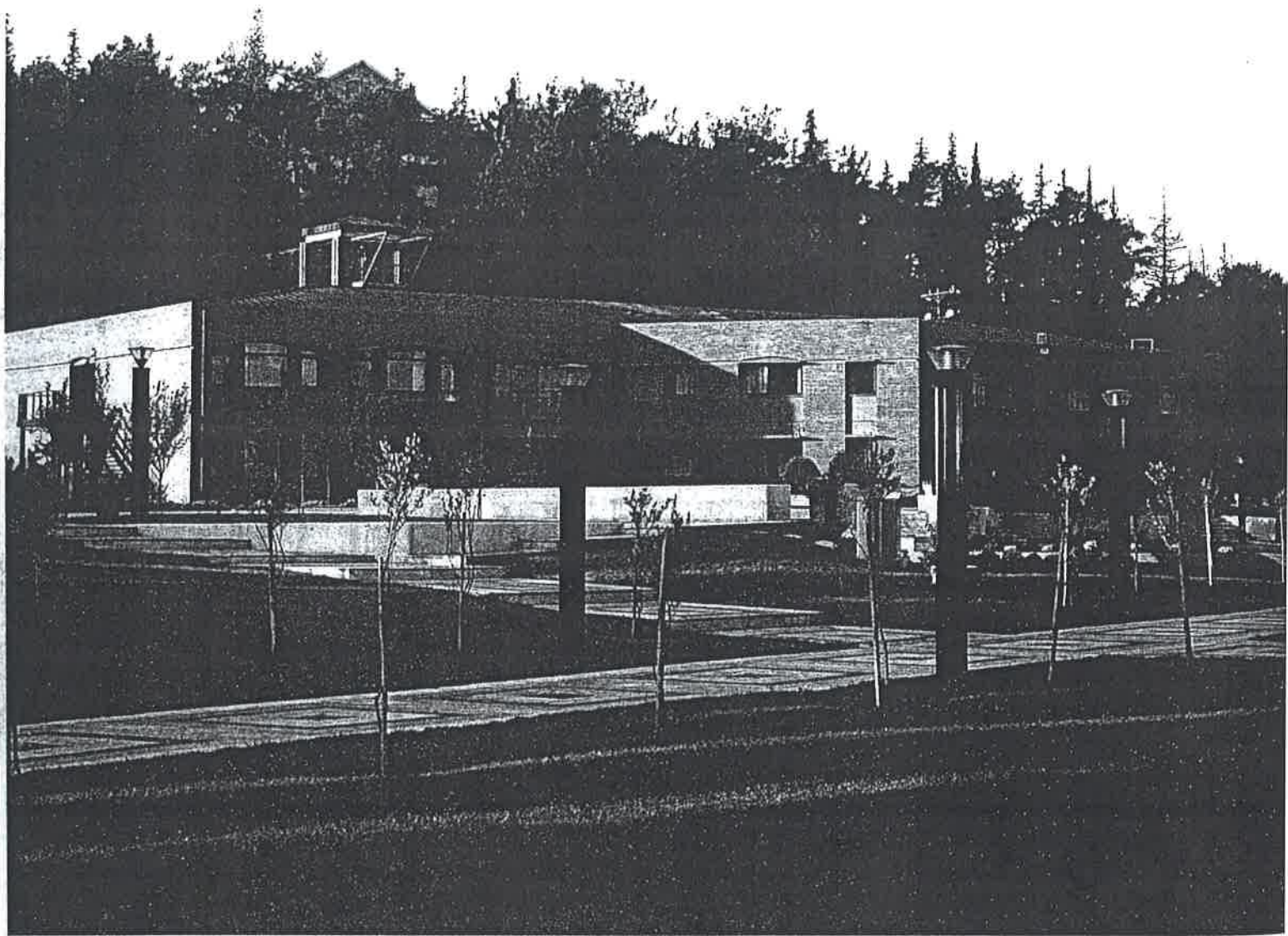


# CAMPUS MAP

1. NORTH CAMPUS ENTRANCE  
ACT GATEHOUSE
2. BISSELL LIBRARY
3. ACT NEW BUILDING
4. PEDESTRIAN OVERPASS
5. PINWOOD -  
THE INTERNATIONAL SCHOOL  
OF THESSALONIKI
6. LADAS HALL
7. COMPTON HALL
8. STEPHENS HALL
9. GYM
10. MACEDONIA HALL
11. KYRIDES HALL
12. CHURCH OF THE THREE  
HIERARCHS
13. MUSIC ROOM
14. PAPPAS HALL
15. RAPHAEL HALL
16. MORLEY HOUSE
17. PEDESTRIAN TUNNEL
18. ANATOLIA KINDERGARTEN  
WILLARD HOUSE
19. WHITE HOUSE
20. ELEFThERIADES LIBRARY
21. WHITE HALL
22. INGLE HALL
23. INGLE HALL ANNEX
24. STAFF RESIDENCES
25. RIGGS HALL
26. CHAPMAN HOUSE
27. VEROUSIS HOUSE
28. SOUTH CAMPUS ENTRANCE
29. MAIN CAMPUS ENTRANCE
30. PRESIDENT'S RESIDENCE
31. ANATOLIA ELEMENTARY  
SCHOOL
32. ANATOLIA ALUMNI SOCCER  
AND TRACK FIELD







# 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@ncasc.org](mailto:cihe@ncasc.org)

## Institutional Memberships

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

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





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## UNDERGRADUATE DEGREE PROGRAMS

### Fall 2007

Last Placement Evaluation	September 25 (Tu)
New Student Orientation	September 17 (M)
Registration	September 17-18 (M-Tu)
Study Abroad Orientation	September 19-21 (W-F)
First Day of Classes	September 24 (M)
Last Day for Course Changes	September 28 (F)
Fall Break	October 25-26 (Th-F)
Last Day to Drop a Course	November 9 (F)
Last Day of Classes Before Winter Break	December 21 (F)
Classes Resume	January 8 (Tu)
Last Day of Classes	January 15 (Tu)
Final Examinations	January 17-23 (Th-W)

(Note for prospective Study Abroad students: As Fall U.S. Study Abroad students need to return to their home institutions for the Spring semester, they are not required to complete the Fall term following the Winter Break. The earliest departure date is December 15, by making arrangements with one's instructors for early final exams and submission of term papers and Assignments. All course requirements must be fulfilled before a grade is submitted. Any departure "before" December 15 for serious personal or family reasons must receive the prior official approval of the Director of Academic & Student Affairs and must be documented accordingly.)

### Spring 2008

Last Placement Evaluation	February 12 (Tu)
New Student Orientation	February 4 (M)
Registration	February 4-5 (M-Tu)
Study Abroad Orientation	February 6-8 (W-F)
First Day of Classes	February 11 (M)
Last Day for Course Changes	February 15 (F)
Ash Monday (Kathara Deftera), No Classes	March 10 (M)
Independence Day Break	March 24-25 (M-Tu)
Last Day to Drop a Course	March 28 (F)
Last Day of Classes Before Spring Break	April 18 (F)
Classes Resume	May 5 (M)
Last Day of Classes	May 30 (F)
Final Examinations	June 2-6 (M-F)
Commencement	June 25 (W Tentative)

### Summer Session 2008

First Day of Classes	June 23 (M)
Last Day for Course Changes	June 24 (Tu)
Last Day to Drop a Course	July 3 (Th)
Last Day of Classes	July 18 (F)
Final Examinations	July 21 (M)

Placement Evaluations for 2008-2009 Academic Year:  
July 1 (Tu) - September 23 (Tu)





**MBA PROGRAM**

<b>Fall 2007</b>	
New Student Orientation/Registration	September 22 (Sa)
<b>Quarter 1</b>	
First Day of Classes	October 1 (Mo)
Break	October 22-27 (Mo-Sa)
Classes Resume	October 29 (Mo)
Polytechnic Day, No Classes	November 17 (Sa)
Break	November 19-23 (Mo-Fr)
Make-up class for November 17	November 24 (Sa)
Final Examination	November 26 - December 1 (Mo-Sa)
<b>Quarter 2</b>	
First Day of Classes	December 3 (Mo)
Last Day of Classes before Christmas Break	December 22 (Fr)
Classes Resume	January 8 (Tu)
Make-up class for January 7	January 28 (Mo)
Break	January 29-February 2 (Tu-Sa)
Final Examinations	February 4-9 (Mo-Sa)
<b>Spring 2008</b>	
<b>Quarter 3</b>	
First Day of Classes	February 11 (Mo)
Break	March 3-8 (Mo-Fr)
Ash Monday (Kathara Deftera), No Classes	March 10 (Mo)
Classes Resume	March 11 (Tu)
Independence Day, No Classes	March 25 (Tu)
Make-up classes for March 10 & 25	March 31 & April 1
Break	April 2-5 (We-Sa)
Final Examinations	April 7-12 (Mo-Sa)
<b>Quarter 4</b>	
First Day of Classes	April 14 (Mo)
Easter Break	April 19 (Sa)
Classes Resume	May 5 (Mo)
Break	May 19-24 (Mo-Sa)
Classes Resume	May 26 (Mo)
Break	June 16-21 (Mo-Sa)
Final Examinations	June 23-28 (Mo-Sa)
Integrated Case Study Due	September 1 (Mo)

Makeup classes for holidays will be conducted during the next scheduled break week.



# ACADEMIC & STUDENT AFFAIRS AND INTERNATIONAL PROGRAMS

OFFICE OF ACADEMIC & STUDENT AFFAIRS  
AND INTERNATIONAL PROGRAMS  
Assistant Dean of Academic & Student Affairs and International Programs  
Dr. Archontis L. Pantsios  
New Building, Ground Floor  
2310 398-228  
Email: apantsio@act.edu

The Office of Academic & Student Affairs and International Programs 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

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

Director of US Enrollment  
Ms. Christa Ayoub  
Anatolia College Trustees Office  
130 Bowdoin Str., Suite 1201-1202  
Boston, MA 02108  
(877) 524-7301 toll free (in US)  
(617) 742-7992 (US Office)  
Email: abroad@act.edu

The Study Abroad Program at ACT has been growing in the past few years with approximately 70-80 students now coming to ACT from the US each semester. The Office of Academic & Student Affairs and International Programs is responsible for the Study Abroad Program at ACT (for US students studying at ACT). All study abroad students are bound to the rules and regulations of the Handbook and the Catalog of Study.

The ACT study abroad program includes a 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 and International Programs for further information.





## 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 for a semester while continuing to pay ACT tuition and fees, or take advantage of 2 + 2 programs with selected US institutions in the fields of English and Psychology, whereby ACT students transfer to the US and complete their last two years of study receiving a degree from a US institution.

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

### FINANCIAL POLICIES

**Campus Director of Financial & Accounting Services**  
**Mr. Vassilis Patsilaras**  
 Stephens Hall, Ground Floor  
 2310 398-214  
 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

#### **(I) Need Based Aid**

A limited number of financial aid grants 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.

## **(II) Merit Aid**

### **The Philosophy Behind Merit Aid**

ACT strives to be not only the 1st choice, but also an affordable choice for the education of youth from Greece, the Balkans and beyond. To that end, the university awards "merit aid" to a substantial number of students in each entering class. Merit aid awards recognize and reward a student's academic accomplishments and potential. They are strictly designed to provide the means and opportunity for students that are academically strong and otherwise qualified to afford the high quality college education available at ACT.

### **Guidelines and Requirements**

Merit aid awards cover up to 80% of annual tuition reaching up to €5,500 for the academic year 2007/08. Awards may involve work-study assignments ranging up to 20 hours per week while the student is enrolled in a degree seeking program. All admitted students are automatically considered for such awards on the basis of the strength of the candidate's application for admission. There are no additional forms or applications to submit.





Merit aid awards are not based on financial need. To be considered for a merit award, candidates must meet minimum academic requirements that vary depending on the applicant's country of origin and its secondary education evaluation/grading scheme. The table below shows the minimum requirements and the correspondent awards for the academic year 2007/08:

Merit Award	Greece	Albania	FYROM	Bulgaria	USA
Fellowship	19 (20)	9 (10)	4.5 (5)	5.5 (6)	3.8 (4)
Leadership	17.5	8.5	4.25	5	3.6
Scholar	16	8	4	4.75	3.4
Honors	14	7.5	3.75	4.5	3.2

\*If a country of origin is not listed, please contact ACT's enrollment management office.

\*Since in some cases, the grades shown above are cumulative averages (e.g. in FYROM it is the average of the 4 years of high school) while in others they are simply the average grade for the candidate's last high school year, it is advisable to contact ACT's enrollment management office to obtain details. Note that for Greece, the grades indicated are the "βάθμους πρόσβασης".

Merit aid awards are only available to incoming Freshmen (1st year students) who enroll on a full time basis (minimum 15 semester credits) beginning with the 2007/08 academic year.

The minimum requirements to qualify for each award level as well as the aid corresponding to each award level and the number of awards available are set annually at the beginning of each calendar year for the upcoming academic year (Jan '07 for the '07/'08 academic year).

It is important to clarify that **purely academic performance only qualifies students for the minimum aid associated with an award.** The amount of the aid may then be adjusted within the range permitted for each award level based on various other criteria the admissions committee will evaluate. These may include English language aptitude, the quality and content of the required written essay, academic performance in specific courses or fields of study, demonstrated aptitude or enrolment in a particular field of study, demonstrated quantity and quality of the student's involvement, leadership roles and any honors received in school or community activities, and academic and other recommendations.

The guaranteed minimum award for each award level, along with the range and the number of awards available for each level for the '07/'08 academic year are outlined below:

Merit Award	Award Range Min-Max	Minimum Award
Fellowship	80%	80%
Leadership	50-75%	50%
Scholar	30-45%	30%
Honors	10-25%	10%

Since some awards are limited in number, and since awards are offered on a rolling basis as candidates apply and are admitted, it is advisable to apply the earliest possible.



**Merit Award Renewal**

Merit awards are renewable annually up to a maximum 4 years / 8 semesters provided that a student maintains the required minimum academic performance and a full time academic workload. The performance levels required to maintain each award are shown below:

Merit Award	Required Cumulative GPA
Fellowship	3.8
Leadership	3.6
Scholar	3.4
Honors	3.2

\*Please note: Award holders who do not maintain the required cumulative GPA for their award level will automatically be moved to the level corresponding to their cumulative GPA.

**Deadlines and Award Acceptance Procedure**

To be considered for a merit award, a student's application for admission must be received within the defined application deadlines for admission. As indicated previously, there is no need to submit a separate application for merit aid. Applicants requesting need-based financial aid must complete the separate financial aid application procedures as required. Notification regarding merit-based aid will be made along with the notice of admission, typically within 2 weeks from receipt of all required application materials. Once notified of an award, and admission, the candidate must formally "accept" the award within 2 weeks (the notice will contain a specific deadline and precise instructions). If the candidate accepts the award, a non-refundable deposit of €690 to the school's accounts must be made within that same timeframe to assure that the monies awarded and the enrolment slot are "reserved" for the candidate.





## THE BISSELL LIBRARY

**Library Director**  
**Ms. Karen Bohrer**  
Bissell Library, Ground Floor  
2310 398391  
Email: [kbohrer@act.edu](mailto:kbohrer@act.edu)

The Bissell Library houses the ACT collection of more than 23,000 books in print format, 7,500 electronic books and hundreds of videos, DVDs, and CD-ROMS. Already one of the largest 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 16,000 titles online through the library's electronic databases. These include EBSCO's Academic Premier and Business Source Premier collections, Project Muse, and JSTOR.

Other databases, such as Hoover's, Encyclopaedia Britannica, CIAO, Grangers World of Poetry, Earthscape, Columbia Gazetteer, Value Line, TableBase, 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 Information Portal. Library users can search the catalogue, databases or the Internet through public access terminals available on both floors of the library. Network ports are available for laptops and the entire building is wi-fi enabled. Remote access to the information resources is also available to students.

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 Writing and Learning Center is located on the library's upper floor.

The three-level, 4,500-square meter library is one of the largest private, learning resource centers in southeast Europe. It includes the Stavros S. Niarchos Technology Center which is located on the basement level. The resources of the technology center (two computer teaching laboratories, a multi-media center and lab, two small viewing rooms, a teleconferencing center, and the systems administration headquarters) are supplemented by a lab for bibliographic instruction for all students in the use of online information resources.



# 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: the GER listed below are retroactive to students matriculating for the first time in Fall '03 or later, unless a student has already fulfilled the GER introduced in Fall 2003; 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, 203

*Group B (Philosophy):*

Philosophy 101, 203

*Group C (Literature & Fine Arts):*

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

**(II) The Sciences**

*Group A (Natural and Physical Sciences):*

One course from: Biology 101, Chemistry 101, Physics 101, Physiology 101, Ecology 110

*Group B (Mathematics and Statistics):*

One course from: Math 100, 101, 115, Statistics 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):*

Economics 101, Politics 101

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

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

*Group C (History):*

One course from: History 101, 120, 210

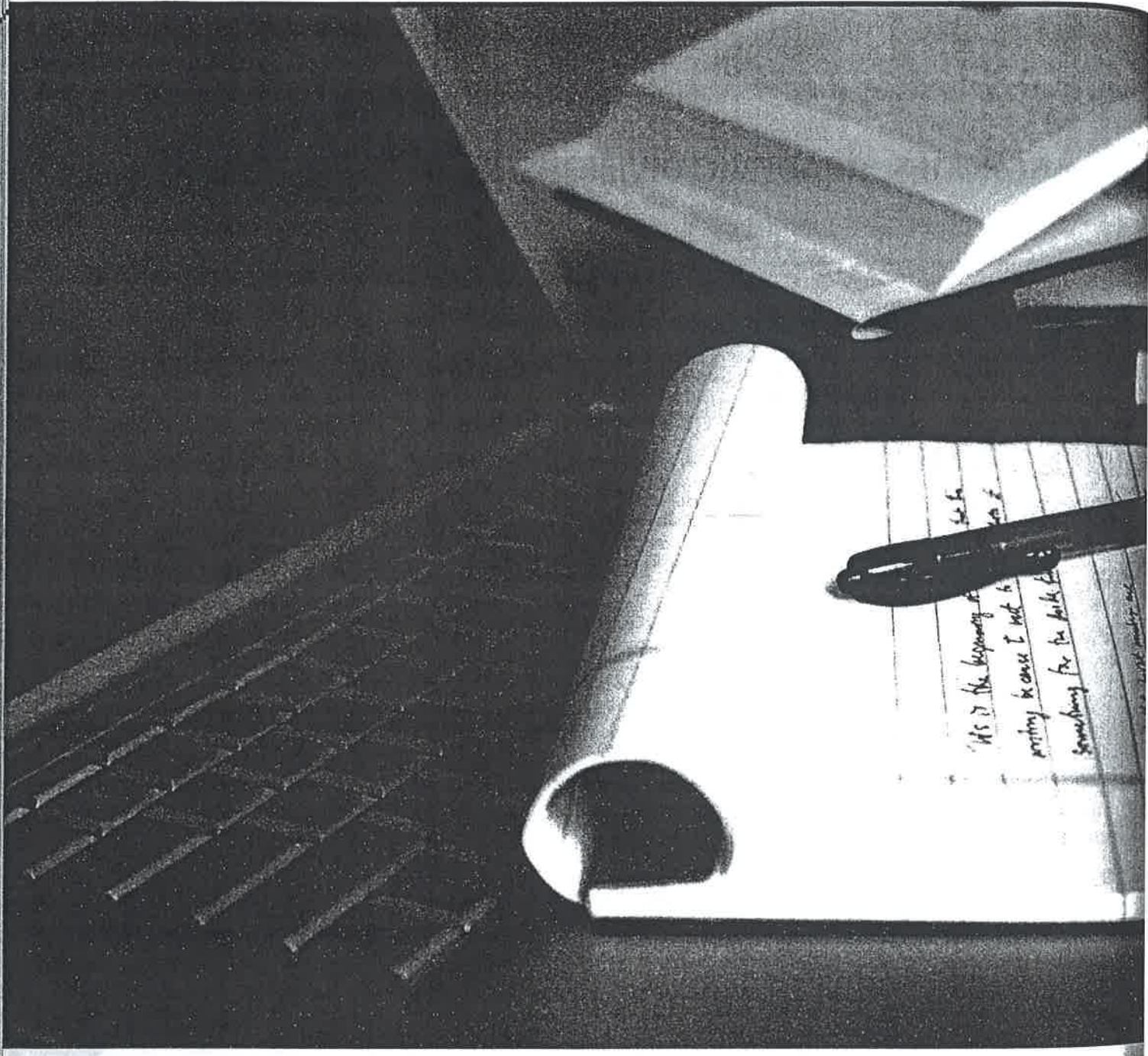
4. All prescribed requirements in the student's declared major(s)-concentration(s)-minor(s), as these are specified under each program. Students who have matriculated in Fall 2003 and onwards should follow the major requirements listed in the present Catalog, unless the student has already taken courses for major requirements specified in previous Catalogs. 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.
7. Minimum Residency Requirement: According to NEASC Standards, students must complete at least one fourth of their undergraduate program, including advanced work in the major or concentration, at the institution awarding the degree. As a consequence, all candidates for an ACT degree must have been in residence at the College for at least the last two semesters of full time instruction, assuming availability and equivalency of transferable courses.



## SCHOOLS, ACADEMIC DIVISIONS & AREAS







It's the beginning  
of a new  
writing because I want to  
something for the book.



# ANATOLIA SCHOOL *of* BUSINESS





## DIVISION of BUSINESS STUDIES

### Chair & MBA Director

**Dr. Nikolaos Kourkoumelis, Associate Professor (Accounting, Finance)**

BS, Economics; MBA, Fairleigh Dickinson University; PhD, Business (Finance), Century University(Reg)  
Bissell Library, Lower Level

Telephone: +30-2310-398386

Email: nikolaos@act.edu

**FACULTY** (\*=Faculty teaching in the ACT MBA program or in both the MBA and the undergraduate programs)

**Note:** Faculty teaching at the ALBA&ACT graduate business program is listed on page

**Mr. Manos Agrodimos, Instructor (Accounting)**

*B.Sc. Business Administration, The American College of Thessaloniki; MBA Finance, Information Technology, Fairfield University (Adj)*

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

*BA, Economics, BSc, Biology, Loras College; MBA, Management, Roosevelt University (Reg)*

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

*BSc Marketing, University of Illinois at Chicago; MBA Finance, Pennsylvania State University (Adj)*

**Ms. Anna Daskopoulou, Instructor (Management)**

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

**Ms. Eleni Fasoula, Instructor (Economics)**

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

**Mr. Chris Grammenos, Instructor (Marketing, Management)**

*BB.A, Marketing and Advertising, Pace University; MBA, International Business and Finance, Pace University (Reg)*

**\*Mr. Dimitrios Hatjidis, Instructor (Management)**

*BSc., Marketing, North College; MBA, Southern New Hampshire University (Adj)*

**\*Mr. Nikolas Hourvouliades, Instructor (Managerial Economics, Finance)**

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

**Mr. Savvas Kalfas, Instructor (Marketing)**

*BSc Marketing, Temple University; MSc, Marketing by Research, Victoria University of Manchester (UMIST) (Adj)*

**Ms. Anna Kalotidou, Instructor (Management)**

*BSc, Management Studies, North College; MSc, Organizational Development, Sheffield Hallam University (Adj)*

**Mr. Nicolaos Karamanlis, Adjunct Professor (Business Law)**

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

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

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



**Mr. Costas Klimis**, Instructor (Accounting, Marketing)

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

**Ms. Maria Kyrimi**, Instructor (Economics)

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

**\*Mr. Hercules Mousiades**, Adjunct Professor (Marketing)

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

**Mr. Evangelos Panetsos**, Instructor (Finance)

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

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

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

**\*Mr. Akis Papagiannis**, Adjunct Professor (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. Maria Smyrniou**, Instructor (Business in Southeast Europe)

*LLM International Business Law, University of London-King's College London (Adj)*

**Mr. Argyrios Spyridis**, Instructor (Marketing)

*BSc, Marketing, New York Institute of Technology; MBA, Adelphi University (Adj)*

**Mr. Stavros Stavridis**, Instructor (Finance)

*BSc, 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. Panayiotis Vlachos**, Assistant Dean of Faculty and Information Technology/Technology & Sciences

Chair/Professor (Mathematics & Statistics)

*BSc, Mathematics, Aristotle University of Thessaloniki; MS, Mathematics, PhD, 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 Greece & Southeast Europe. The business education envisioned by ACT is unique for its comprehensive view of management and explicit focus on fostering entrepreneurial approaches to management in the region. Graduates will have acquired an appreciation of the interactions among all elements of an organization and be ideally equipped to lead entrepreneurial activity throughout Southeast Europe over the next decades. The foremost goal of the business curriculum is to develop and strengthen students' coherent and logical thinking processes in order to make and implement sound, ethically responsible business decisions throughout their careers.

### Our Vision

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

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

### Our Mission

**Graduate Program:** Our 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

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





### Experiential Learning

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

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

### 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 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.



## GRADUATE BUSINESS PROGRAMS

The graduate business programs offered by ACT include a comprehensive Full Time / Part Time MBA program as well as various specialized "certificate" programs. In addition, through its collaboration with ALBA, ACT also offers an Executive MBA program as well as (beginning September 2008) an MSc in Finance and MSc in Business Management.

### MBA Program

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

- Banking & Finance
- Entrepreneurship
- Management
- Marketing

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

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

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

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

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 courses in their specialization and select topics for the Capstone MBA course which is an integrative case study that combines all components of the MBA curriculum.

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





### Specialized Certificate Programs

Certificate programs (15 credits) are offered in the following four areas of specialization:

- Entrepreneurship
- Finance
- Management
- Marketing

### EMBA Program

A Program for executives and professionals who wish to lead organizations effectively in a rapidly-changing business environment.

ALBA & ACT Academic Program Director  
Kostas Axaroglou  
Bissell Library  
Telephone: 2310-398-341  
Email: kaxarlog@alba.edu.gr

### Program Identity and Scope

The Executive MBA Program\*, offered jointly by ALBA and ACT (EMBA from now on), is an intensive weekend Program specifically tailored to the needs of executives and practicing professionals. It is designed to empower students to develop into the business leaders of tomorrow, by helping them to acquire critical reasoning skills and to develop strategic thinking.

### Target Audience

EMBA targets high-caliber candidates who are currently employed in the private or public sector, or who are self-employed. Participants are high-flying achievers who have at least three years of professional experience and wish to advance in their careers, by investing in their personal development. Moreover, EMBA aims in creating an international business environment by attracting participants not only from Northern Greece, but also from the wider Balkan region.

### Program Focus and Characteristics

In order to succeed in a dynamically evolving business environment, business managers need to think and act strategically. EMBA adopts a pragmatic approach whereby the theoretical content gained can be immediately applied to

*\*The ALBA&ACT Executive MBA Program is currently under review for accreditation by both NEASC and the AMBA.*



the real business world. The Program achieves its objectives by offering a distinctive and innovative proposition that evolves along the following dimensions:

- A holistic approach to business issues, which enables participants to enhance the general management skills and knowledge they require as managers. Specifically, the courses in the Program are coordinated in order to emphasize the dynamics among the various business disciplines, thus helping participants to develop a comprehensive and integrated view of managing an organization.
- An emphasis on strategic management with a series of courses that focus on developing the skills of a successful strategic decision-maker in the context of either competition or co-operation.
- A Business Game simulation that aims at putting participants' decision-making skills in action within a complex and competitive environment.
- The Program culminates with a Business Plan project that offers the opportunity to Program participants to integrate the acquired knowledge across all business disciplines, by structuring and delivering a business plan for a real company.

### Admissions Requirements

Applicants to the EMBA program should:

- Hold a Bachelor's degree
- Have at least three (3) years of work experience.
- Have a proof of competency in English language.
- Take the Graduate Management Admissions Test (GMAT) - although the particular test is not required, it is strongly recommended.

### Program Structure

The EMBA Program is a general MBA program. The curriculum of the Program is designed to provide participants with the fundamentals in business and the skills and competencies needed to enhance their professional development. It includes a Preparatory Period (that brings participants from different academic and professional backgrounds to the same level), Core Courses and Electives. Courses typically integrate case studies, lectures and discussions, delivered by professors and by prominent business leaders.

Specifically, a full cycle of the EMBA program is scheduled to last for 24 months starting in January of 2008 and ending in December of 2009. Since the Program targets very busy executives that should commute to attend the Program, classes will be scheduled to take place two weekends per month (i.e. every other weekend). Moreover, the program runs for ten (10) terms (of 2 months each) that are split in three major sections.

The first part (6 terms; starting on January, 2008 and ending on February, 2009) consists of required courses that are teamed up in a way to achieve the sufficient integration among the taught business disciplines. The second part (3 terms) consists of elective courses that give students the opportunity to specialize in a business discipline (students have to choose 6 electives in total). Finally, the last term in the Program is devoted on integration with the Business Plan course. Thus, the structure of the program leads students through the following stages:

Integration => Specialization => Integration





In dealing with business issues, business executives follow roughly the following "thinking process": First they simply describe the issue by collecting information for both the inside and the outside environments of the company. Then they proceed by analysing the collected data in order to understand the dimensions and structure of the business issue in hand. At the end of this phase, they lay out all possible plans (strategies) that deal with the business issue and decide to pursue the optimal plan ("optimal" conditional of course on their data collection and analysis). Finally, they implement their strategic plan in order to deal with the business issue in hand. Schematically, the entire "thinking process" looks like:

DESCRIBE ==> ANALYZE ==> DECIDE ==> IMPLEMENT

Accordingly, the first section of the EMBA Program focuses primarily on description and analysis. The second section of the Program focuses on analysis and decision making and finally, the third section of the program requires the entire process emphasizing primarily "decision-making" and "implementation" and to a lesser degree "description" and "analysis".

#### EMBA FACULTY

- Dr. Antreas Athanassopoulos**  
*BSc, Department of Mathematics, University of Patras; MSc, University of Essex; PhD, Warwick Business School*
- Dr. Kostas Axaroglou**  
*BA, University of Thessaloniki; MA, University of Michigan; PhD, University of Michigan*
- Dr. Christos Cabolis**  
*BA, National University of Athens; MA California State University, Long Beach; PhD, University of California, Santa Barbara*
- Dr. Sarah Drakopoulou-Dodd**  
*BA, Cambridge University; MSc, PhD, University of Stirling*
- Dr. Olga Epitropaki**  
*BSc, School of Social Sciences, University of Crete; MSc, School of Psychology, Cardiff University; PhD, School of Psychology, Cardiff University*
- Dr. Nikolas Hourvoulides**  
*BA, University of Thessaloniki; MBA, Yale School of Organization & Management; PhD, Economics, University of Thessaloniki*
- Dr. Sevasti Kessapidu**  
*BA, English Language & Literature, University of Thessaloniki; MA, PhD, English, Kent State University*
- Dr. Nikolaos Kourkouvelis**  
*BS, Economics; MBA, Fairleigh Dickinson University; PhD, Business (Finance), Century University*
- Dr. Kyriakos Kyriakopoulos**  
*BA, Athens Agricultural University; MSc, Wageningen University; PhD, Nyenrode University*
- Mr. Hercules Mousiades**  
*BSc, Business, Wright State University; MS, Management, Kellogg School of Management*
- Dr. Nikolaos Mylonopoulos**  
*BSc, Athens University of Economics & Business; PhD, Warwick Business School, University of Warwick*
- Dr. Richard P. Nielsen**  
*BSc, MA, Wharton School of the University of Pennsylvania; PhD, Syracuse University*



**Dr. Archontis Pantisios**

*BA, Economics & Mathematics, Bates College; MA, PhD, Economics, Binghamton University—State University of New York*

**Dr. Yiota Pastra**

*BSc, Deree College; MSc, University of Manchester & UMLIST, Manchester; PhD, University of Strathclyde*

**Dr. Theodore Sougiannis**

*BBA, University of Piraeus, Greece; MA, MBA, York University, Toronto; PhD, University of California at Berkeley*

**Dr. Nicholas Tassaromatis**

*BA, Economics, University of Thessaloniki; BA, Mathematics, Open University; MA, Finance and Investments, Exeter University; PhD, Finance, Manchester Business School*

**Dr. Vasilis Theoharakis**

*B.Eng, State University of New York at Stony Brook; MSc, Polytechnic University; MBA, New York University; PhD, University of Warwick*

**Dr. Nikolaos G. Travlos**

*BSc, University of Athens; MBA, MPhil, PhD, New York University*

**Dr. Haridimos Tsoukas**

*BSc, University of Thessaloniki; MSc, Cranfield Institute of Technology; PhD, Manchester Business School*

**Dr. Ilias Visvikis**

*BSc, University of Aegean; MSc, International Financial Markets, University of Southampton; MSc, International Shipping, University of Plymouth; PhD, Finance, City University Cass Business School*

**Dr. Kiriakos Vlahos**

*BSc, National Technical University of Athens; PhD, London Business School*

**Dr. Panayiotis Vlachos**

*BSc, Mathematics, Aristotle University of Thessaloniki; MS, Mathematics, PhD, Applied Sciences, University of Rhode Island*

**Dr. Stefanos Zarkos**

*BSc, Business Administration, Cardiff University of Wales; MSc, Finance, Strathclyde University; PhD, Finance, University of Manchester Institute of Science and Technology; Pg.Dip., University of Manchester Institute of Science and Technology; Dip.M. (Marketing), Chartered Institute of Marketing.*

For further information about MBA applications:

**Director of Recruitment**

**Ms. Elli Konstantinou**

Bissell Library, First Floor

2310-398238

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





## MBA PROGRAM OF STUDY

### Semester One (October-February)

**Quarter One**                    MBA-ACCT 501: Managerial Accounting  
MBA-STAT 505: Applied Statistics for Business Decisions  
MBA-COM 515: Leadership Communication Skills  
MBA-MIS 550: Management Information Systems

**Quarter Two**                    MBA-ECO 510: Managerial Economics  
MBA-MAN 520: Organizational Behavior  
MBA-MARK 530: Marketing Management  
MBA-FIN 540: Corporate Finance

### Semester Two (February-July)

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

**Quarter Four**                    MBA-MARK 539: Market Research (Marketing concentration)  
MBA-BUS 555: Small Business (Management concentration)  
MBA-BUS 560: Entrepreneurship (Entrepreneurship concentration)  
MBA-FIN 545: Financing New Ventures (Banking and Finance concentration)  
Concentration elective  
Concentration elective

### Closure Requirement

MBA-BUS 599: Integrated Case Study



## EMBA PROGRAM OF STUDY

<b>Period 1</b>	EMBA-ECO 500: Business Economics EMBA-BUS 561: Business Ethics and Corporate Social Responsibility
<b>Period 2</b>	EMBA-MAN 560: Managing People & Organizations EMBA-ACCT 510: Managerial Accounting
<b>Period 3</b>	EMBA-MARK 550: Marketing Management EMBA-BUS 571: Business Modeling
<b>Period 4</b>	EMBA-FIN 540: Financial Management EMBA-MIS 580: Enterprise Information Systems
<b>Period 5</b>	EMBA-MAN 570: Production and Operations Management EMBA-BUS 591: Strategic Thinking EMBA-MAN 592: Negotiations
<b>Period 6</b>	EMBA-BUS 590: Strategic Management EMBA-BUS 593: Value Innovation Strategy
<b>Period 7</b>	Elective Elective
<b>Period 8</b>	Elective Elective
<b>Period 9</b>	Elective Elective
<b>Period 10</b>	Capstone project / Strategic Decision Making and Implementation





## CERTIFICATE PROGRAMS OF STUDY

### Entrepreneurship

MBA-FIN 545: Financing New Ventures  
MBA-BUS 560: Entrepreneurship  
MBA-BUS 561: Growth Strategies  
MBA-BUS 565: The Social Responsibility of Business  
MBA-BUS 580: Strategic Management

### Finance

MBA-ACCT 501: Managerial Accounting  
MBA-FIN 540: Corporate Finance  
MBA-FIN 542: Portfolio Analysis and Management  
MBA-FIN 543: International Financial Management  
MBA-FIN 545: Financing New Ventures

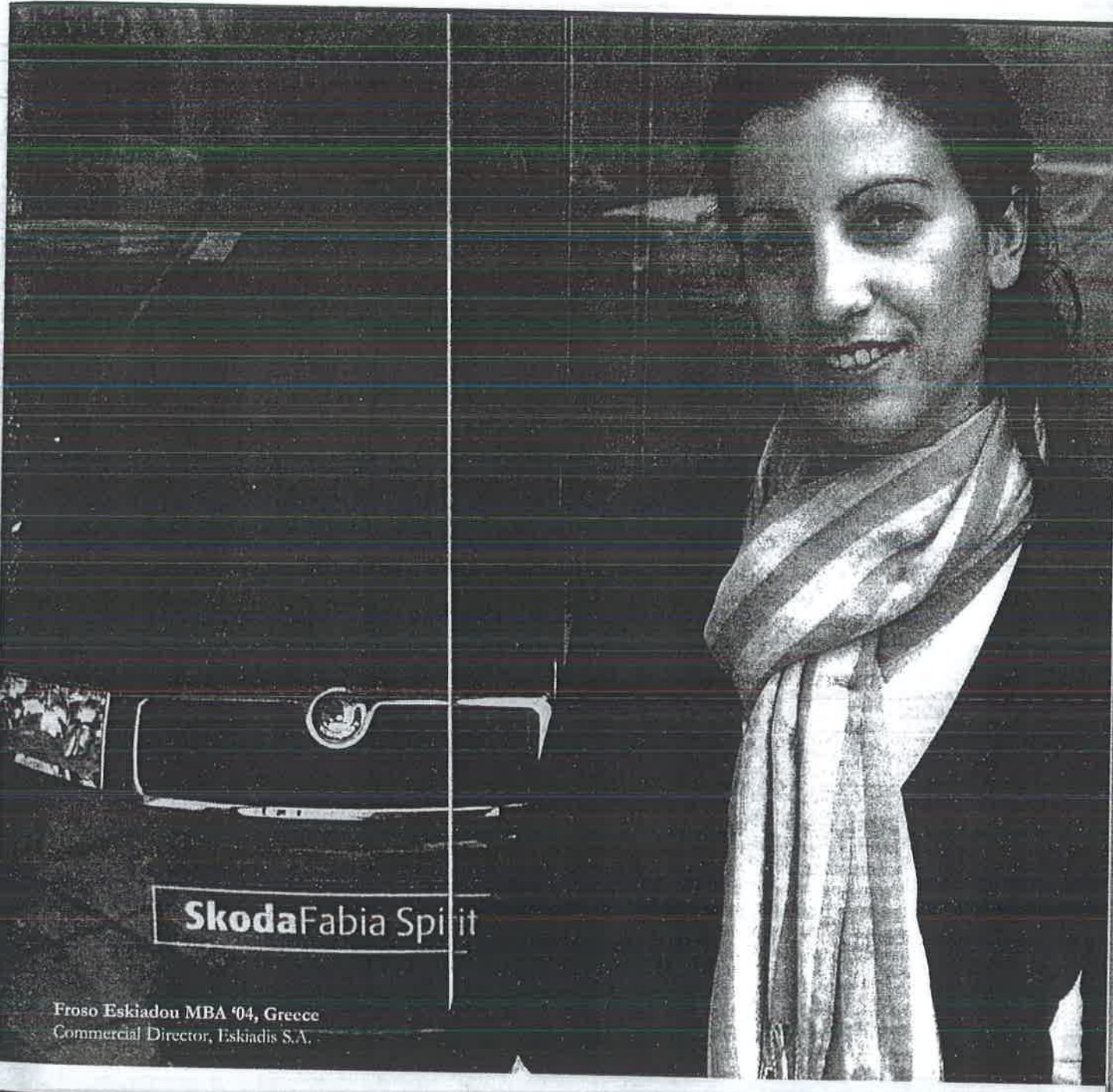
### Management

MBA-MAN 520: Organizational Behavior  
MBA-MAN 521: Organizational Leadership & Change  
MBA-MAN 522: Human Resources Management  
MBA-MAN 525: Operations Management  
MBA-MAN 526: Total Quality Management

### Marketing

MBA-MARK 530: Marketing Management  
MBA-MARK 531: New Product Development  
MBA-MARK 533: Managing Channels of Distribution  
MBA-MARK 535: B2B Marketing  
MBA-MARK 539: Market Research





**Skoda Fabia Spirit**

Froso Eskiadou MBA '04, Greece  
Commercial Director, Eskiadis S.A.





## 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, Finance certificate requirement (QUARTER ONE)**

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

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

### MBA-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 (QUARTER TWO)**

### MBA-COM 515: Leadership Communication Skills

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

### MBA-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, Management certificate requirement (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, Management certificate requirement (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, Management certificate requirement (QUARTER FOUR)**

**MBA-MAN 523: Conflict Management and Resolution**

This course analyses 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 (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, Management certificate requirement (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, Management certificate requirement (QUARTER FOUR)**

**MBA-MAN 527: Business Decision Making**

One of the primary activities of the business function is decision making. This course addresses the issue of decision making, its role in the business and explores ways that allow entrepreneurs and managers to make more effective and timely decisions. The requirements for effective decision-making as well as the factors that lead to suboptimal decisions are being developed in the context of individual and group decisions. Topics covered are the role of decision making, errors in decision making, individual and group decisions, risk and decision making and process of decision making. The course will provide students with an understanding of the concept and the role of decisions in a business, improve their decision making skills, the method to develop and standardize their decision making process and writing, oral, analytical and communication skills. **Entrepreneurship/Management concentration elective (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, Marketing certificate requirement (QUARTER TWO)**

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

The course focuses on the strategic management of new products and the new product development process. It aims to provide a thorough understanding of the steps involved in bringing a new product (or service) successfully from idea to launch; to develop the concepts, issues and decisions involved in new product development; and to examine techniques and analytical models designed to assess new product readiness. The course lays out the Stage-Gate™ process for managing the development of new products and outlines the process ingredients that are critical in improving the probability of success in new product development. Techniques for managing a firm's new product portfolio and for developing a firm's new product strategy are addressed along with ideation techniques and market research methods used to incorporate the perspective of the relevant consumer in product definition, design and positioning. Models available to analyze/evaluate opportunities and the innovation diffusion process are explored and utilized in case applications. Teaching includes lectures, class discussions, and case analyses. The overall focus is on applied, practical decision-making and the skills and tools involved. This decision orientation is challenging and can be time-intensive. Students are required to work in teams to create an idea for a product or service that is worthy as a new business venture, in the process implementing the new product development process as taught in the course. **Entrepreneurship/Marketing concentration elective, Marketing certificate requirement (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 (QUARTER FOUR)**

**MBA-MARK 533: Managing Channels of Distribution**

The course will study the make up and management of distribution channels and will explore how to design, develop and maintain channels to achieve sustainable competitive advantage. Channels are viewed as systems involving complex relationships between multiple organizations aimed at making goods (consumer as well as industrial/business-to-business products) and services available to consumers. The course will address the types and generic structures of typical distribution channels (retail, wholesale, electronic, etc); how to interpret consumer requirements vis-à-vis the channels' outputs; how to describe the productive activities of channel members; how to identify and correct "gaps" in channel design; how to manage the channel and optimally apply channel power. Substantial emphasis is placed on the impact of e-commerce on channel design and management. The course is intended for an international audience and its concepts apply to any channel for any product or service in any market. The primary teaching method is lectures coupled with case studies generally worked in teams. **Marketing concentration elective, Marketing certificate requirement (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 (QUARTER FOUR)**

**MBA-MARK 535: B2B Marketing**

This course is designed to provide students with a basic understanding of the concepts of Business-To-Business marketing. It will help develop critical analysis and problem-solving abilities with respect to business market management. Business Marketing is a broad arena playing a pivotal role in generating well over ½ the economic activity in the US and most industrialized countries. B2B markets include business, government, and institutional customers while B2B products and services range widely from sophisticated e-business software solutions, to nuclear power generation plants, to architectural, legal, and accounting services, to maintenance, repair and operating (MRO) supplies. "Value" is the cornerstone of Business-to-Business Marketing. In this context, value is "the worth in monetary terms of the economic, technical, service, and social benefits a customer firm receives in exchange for the price it pays for a market offering." Developing the mechanisms and skills to systematically understand, create and deliver value in business markets is the core focus in this course. The outcome is higher customer acquisition, satisfaction and retention; and it results in higher revenues, profit margins, and ROI. The course requires students to complete a "value assessment project" to help "operationalize" the frameworks and tools for assessing and communicating the value of a product's/company's solution as taught in the course. **Marketing concentration elective, Marketing certificate requirement (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, Marketing certificate requirement (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, Finance certificate requirement (QUARTER TWO)**

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

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

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

This course covers the elements of an "ideal" investment, the examination and testing of specific investment securities, and alternative approaches to the management of stock and fixed-income security portfolios. Topics include efficient capital markets, stock market analysis, derivative security analysis, swap contracts, convertible securities and professional asset management. Problems and cases are assigned for analysis. **Banking & Finance concentration elective, Finance certificate requirement (QUARTER FOUR)**





**MBA-FIN 543: International Financial Management**

The course covers the multinational corporation with foreign subsidiaries as well as other firms that conduct international business. The course is designed to recognize the increasing importance of global integration of money and capital markets; a trend that is creating expanded opportunities for both investors and organizations that need to raise capital. Focus is on macroeconomic issues such as the significance of balance of payments deficits, microeconomic issues such as capital budgeting for multinational corporations, detailed discussion of international markets, and the analysis of risk and effect of diversification on an international basis. Topics include exchange rate behavior, exchange risk management, asset and liability management, financing international trade, and international cash management. **Banking & Finance concentration elective, Finance certificate requirement (QUARTER FOUR)**

**MBA-FIN 544: Mergers, Acquisitions & Corporate Restructuring**

This course provides qualitative and quantitative merger and acquisition tools that today's executives need. The course covers how to structure deals from financial, tax and accounting standpoints, including the legal and regulatory environments, as well as how to analyze valuation models and use them to gauge the effects of a potential merger. Topics include deal structure, mergers and takeovers, alternative paths to growth, valuation, takeover defenses, restructuring and financial engineering. **Banking & Finance concentration elective (QUARTER FOUR)**

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

This course introduces the financing tools available to the entrepreneur, with particular focus on the venture capital structure and the valuation of a new venture. Focus is placed on the financial sources, strategies, and mechanisms that are used from pre-start, through the early growth stage to the harvest of a business venture. **Banking & Finance concentration requirement, Entrepreneurship concentration elective, Entrepreneurship/Finance certificate requirement (QUARTER FOUR)**

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

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

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

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

**MBA-BUS 560: Entrepreneurship**

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

**MBA-BUS 570: International Business**

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

**MBA-BUS 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. **Entrepreneurship concentration elective (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, Entrepreneurship certificate requirement (QUARTER THREE)**

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

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

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

Students are given an opportunity to share with fellow-students field placement experiences resulting from participating as decision makers in the daily functioning of a business entity in a relevant, interactive, and intellectually engaging dialogue that stimulates interdependent learning. Many aspects of strategic and managerial challenges confronting business managers will be identified, including problem identification, analysis of alternatives, recommendation and implementation of relevant strategies. **Required (QUARTER FOUR)**



## EMBA COURSES

### **EMBA-ECO 500: Business Economics**

The course (covering both Micro and Macroeconomics) defines the external competitive environment of the company and more or less "the rules of the business game" in which the company participates. The course covers issues that deal with the operation of the markets, consumer decision-making, market structure and competition, unemployment, inflation, money markets and interest rates, and open economy macroeconomics. Thus, it gradually moves from the industry to the domestic macroeconomic and finally to international economic environment of the company.

### **EMBA-BUS 561: Business Ethics and Corporate Social Responsibility**

This course takes a management methods approach to business and organization ethics. The course focuses on methods managers can use individually and together in addressing ethics issues and in helping to build and maintain ethical organizations in various types of environments and realities. Methods considered include ethics reasoning, dialogue, presentation, governance, due process, negotiating, incentive, training, top-down and bottom-up compliance code and win-lose forcing methods. In addition to learning about the methods, students are invited to reflect upon what types of ethical institutional citizens we would like to be and what types of ethical organizations we would like to help create in our various types of environments and realities.

### **EMBA-MAN 560: Managing People & Organizations**

The course deals with issues that are related to the way organizations are formed, structured and behave. The topics that the course covers include organizational behavior, organizational culture, motivation, leadership, empowerment and participation, job satisfaction, etc.

### **EMBA-ACCT 510: Managerial Accounting**

The course is intended to provide an understanding of the elements (language, concepts, and techniques) and the use of financial accounting for decision making. It assumes basic knowledge of accounting terms and concepts. Moreover, the main objective of this course is to provide the tools that facilitate the interpretation of accounting information. Interpretation in this context is used to refer to the ability to read and understand financial accounting information and to the ability to make decisions based on that understanding.

### **EMBA-MARK 550: Marketing Management**

The course aims in developing participants' marketing decision-making skills, so that they can understand and apply some major marketing concepts and thus improve their familiarity institutional marketing knowledge, practice and terminology.





**EMBA-BUS 571: Business Modeling**

The course aims to enhance participants' analytic and problem structuring skills, with emphasis placed on the process of action oriented decision making. It also aims to equip participants with specific skills in the areas of data analysis, uncertainty and risk evaluation, resource management, business process design and project evaluation. Participants will be exposed to state-of-the art decision support tools and are expected to reach "end-user" level of modeling competence. This means that they should be in a position to deal with a complex real-life project, recognize the areas where business analysis can add value, select appropriate types of analysis and apply them in a small-scale, quick-turnaround fashion. The course introduces tools for business decision-making and implementation.

**EMBA-FIN 540: Financial Management**

The course exposes students to the theory and policy of financial management in a company covering topics that range from financial statement analysis and financial planning, to the operation of financial and capital markets and long term investment planning.

**EMBA-MIS 580: Enterprise Information Systems**

The course emphasizes the importance for the company of information systems in achieving competitive advantage.

**EMBA-MAN 570: Production and Operations Management**

The course in this period deals with issues associated with operations and their cost implications, along with the efficient way to manage both the operations of the company and its cost implications.

**EMBA-BUS 591: Strategic Thinking**

The course lays out the foundation for sound decision-making in the context of competition or cooperation. The course intends to help students understand a methodology for logical business reasoning, anticipating at the same time the response of their competitors and/or partners. The course furnishes students with tools of rational thinking, to anticipate and see through their competitors' response, to develop their strategic moves, to reveal information through credible commitments and mixing strategies, to proceeding with cooperation etc. Finally, the course introduces a sequence of core courses that substantiate the strategic flavor of the EMBA Program.

**EMBA-BUS 590: Strategic Management**

The course deals with the fundamental quality of any business decision-maker: the ability to think strategically. The course refers primarily to a methodology of decision making in cases of competition or co-operation and the abilities a good decision-maker / strategist should possess. Its two components will be the business level strategy and corporate strategy. The course also requires students to participate in a comprehensive simulation exercise where they will have the chance, working in teams, to deal with the entire "business thinking process" and focus primarily on the phases of "decision" and "implementation". A comprehensive simulation exercise should be employed that deals with competition among the participating teams and should involve most of the decisions taken both at the business and also at the corporate level.

**EMBA-BUS 593: Value Innovation Strategy**

The course challenges Program participants to break out of the cut-throat competition that they are frequently engaged in, by creating uncontested market space in the market environment and thus making competition irrelevant. Instead of dividing up existing- and often shrinking- demand and benchmarking competitors, the course develops a thinking framework for a strategy that is about growing demand and breaking away from the competition.



## UNDERGRADUATE BUSINESS PROGRAMS

### ACADEMIC PROGRAMS

The Division of Business Studies offers the following undergraduate programs:

#### **Degree Programs:**

- Bachelor of Science in Business with Concentrations in:
  - Finance
  - International Business
  - Management
  - Marketing
- Minor in Human Resources Management
- Minor in International Business

### DEGREE PROGRAMS

#### **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 G.P.A. of 2.0 or better. According to NEASC Standards, students must complete at least one fourth of their undergraduate program, including advanced work in the major or concentration, at the institution awarding the degree. As a consequence, all candidates for an ACT degree must have been in residence at the College for at least during the last two semesters of full time instruction, assuming availability and equivalency of transferable courses.





## Major Requirements

### a. Common Degree Requirements

- |  |   |
|--|---|
| <ul style="list-style-type: none"> <li>• Mathematics 101*</li> <li>• Mathematics 115*</li> <li>• Statistics 205*</li> <li>• Computer Science 101*</li> <li>• Computer Science 151*</li> <li>• Computer Science 201</li> <li>• English 201</li> </ul> | <ul style="list-style-type: none"> <li>Finite Mathematics</li> <li>Calculus</li> <li>Statistics I</li> <li>Introduction to Computing</li> <li>Quantitative Computing</li> <li>Business Computing</li> <li>Communication Techniques</li> </ul> |
|--|---|

### b. Business Requirements

- |  |   |
|--|---|
| <ul style="list-style-type: none"> <li>• Accounting 101</li> <li>• Accounting 102</li> <li>• Business Administration 240</li> <li>• Economics 101*</li> <li>• Economics 102</li> <li>• Economics/Management 242</li> <li>• Finance 201</li> <li>• Management 101</li> <li>• Management 322</li> <li>• Marketing 101</li> </ul> | <ul style="list-style-type: none"> <li>Financial Accounting</li> <li>Managerial Accounting</li> <li>Business Law</li> <li>Introductory Macroeconomics</li> <li>Introductory Microeconomics</li> <li>Managerial Economics</li> <li>Financial Management</li> <li>Introduction to Management</li> <li>Business Strategy</li> <li>Introduction to Marketing</li> </ul> |
|--|---|

*Plus any 2 from the following:*

- |  |   |
|--|---|
| <ul style="list-style-type: none"> <li>• Computer Science 451</li> <li>• Marketing 311</li> <li>• Marketing 324</li> <li>• Management 201</li> <li>• Management 271</li> <li>• Management 304</li> <li>• Statistics 305</li> </ul> | <ul style="list-style-type: none"> <li>Management Information Systems</li> <li>Retailing</li> <li>E-Marketing</li> <li>Organizational Behavior</li> <li>Principles of Tourism</li> <li>Total Quality Management</li> <li>Statistics II</li> </ul> |
|--|---|

### c. Finance Concentration Requirements

- |   |  |
|---|--|
| <ul style="list-style-type: none"> <li>• Finance 202</li> <li>• Finance 210</li> <li>• Finance 220</li> <li>• Finance 232</li> <li>• Finance 400</li> </ul> | <ul style="list-style-type: none"> <li>Corporate Finance</li> <li>Money and Banking</li> <li>Investment and Portfolio Management</li> <li>International Finance</li> <li>Seminar in Finance</li> </ul> |
|---|--|

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



**BACHELOR OF SCIENCE IN BUSINESS  
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 G.P.A of 2.0 or better. According to NEASC Standards, students must complete at least one fourth of their undergraduate program, including advanced work in the major or concentration, at the institution awarding the degree. As a consequence, all candidates for an ACT degree must have been in residence at the College for at least during the last two semesters of full time instruction, assuming availability and equivalency of transferable courses.

**Major Requirements**

**a. Common Degree Requirements**

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

- Finite Mathematics
- Calculus
- Statistics I
- Introduction to Computing
- Quantitative Computing
- Business Computing
- Communication Techniques

**b. Business Area Requirements**

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

- Financial Accounting
- Managerial Accounting
- European Business Law
- Introductory Macroeconomics
- Introductory Microeconomics
- Managerial Economics
- Financial Management
- Introduction to Management
- Business Strategy
- Introduction to Marketing

*Plus any 2 from the following:*

- Computer Science 451
- Marketing 311
- Marketing 324
- Management 201
- Management 271
- Management 304
- Statistics 305

- Management Information Systems
- Retailing
- E-Marketing
- Organizational Behavior
- Principles of Tourism
- Total Quality Management
- Statistics II





- c. International Business Concentration Requirements**
- |                  |                         |
|------------------|-------------------------|
| • Economics 232  | International Economics |
| • Finance 202    | Corporate Finance       |
| • Finance 232    | International Finance   |
| • Management 218 | International Business  |
| • Marketing 318  | Global Marketing        |
| • Marketing 324  | E-Marketing             |

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

**BACHELOR OF SCIENCE IN BUSINESS  
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 G.P.A of 2.0 or better. According to NEASC Standards, students must complete at least one fourth of their undergraduate program, including advanced work in the major or concentration, at the institution awarding the degree. As a consequence, all candidates for an ACT degree must have been in residence at the College for at least during the last two semesters of full time instruction, assuming availability and equivalency of transferable courses.

**Major Requirements**

**a. Common Degree Requirements**

- |                         |                           |
|-------------------------|---------------------------|
| • Mathematics 101*      | Finite Mathematics        |
| • Mathematics 115*      | Calculus                  |
| • Statistics 205*       | Statistics I              |
| • Computer Science 101* | Introduction to Computing |
| • Computer Science 151* | Quantitative Computing    |
| • Computer Science 201  | Business Computing        |
| • English 201           | Communication Techniques  |



**b. Business Area Requirements**

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

*Plus any 2 from the following:*

- Computer Science 451
- Marketing 311
- Marketing 324
- Management 201
- Management 271
- Management 304
- Statistics 305

**c. Management Concentration Requirements**

- Finance 202
- Management 210
- Management 218
- Management 230
- Management 312

- Financial Accounting
- Managerial Accounting
- European Business Law
- Introductory Macroeconomics
- Introductory Microeconomics
- Managerial Economics
- Financial Management
- Introduction to Management
- Business Strategy
- Introduction to Marketing

- Management Information Systems
- Retailing
- E-Marketing
- Organizational Behavior
- Principles of Tourism
- Total Quality Management
- Statistics II

- Corporate Finance
- Human Resources Management
- International Business
- Small Business
- Operations Management

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





## BACHELOR OF SCIENCE IN BUSINESS CONCENTRATION IN MARKETING

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

### Degree Requirements

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

### Major Requirements

#### a. Common Degree Requirements

- |  |   |
|--|---|
| <ul style="list-style-type: none"> <li>• Mathematics 101*</li> <li>• Mathematics 115*</li> <li>• Statistics 205*</li> <li>• Computer Science 101*</li> <li>• Computer Science 151*</li> <li>• Computer Science 201</li> <li>• English 201</li> </ul> | <ul style="list-style-type: none"> <li>Finite Mathematics</li> <li>Calculus</li> <li>Statistics I</li> <li>Introduction to Computing</li> <li>Quantitative Computing</li> <li>Business Computing</li> <li>Communication Techniques</li> </ul> |
|--|---|

#### b. Business Area Requirements

- |  |   |
|--|---|
| <ul style="list-style-type: none"> <li>• Accounting 101</li> <li>• Accounting 102</li> <li>• Business Administration 240</li> <li>• Economics 101*</li> <li>• Economics 102</li> <li>• Economics/Management 242</li> <li>• Finance 201</li> <li>• Management 101</li> <li>• Management 322</li> <li>• Marketing 101</li> </ul> | <ul style="list-style-type: none"> <li>Financial Accounting</li> <li>Managerial Accounting</li> <li>Business Law</li> <li>Introductory Macroeconomics</li> <li>Introductory Microeconomics</li> <li>Managerial Economics</li> <li>Financial Management</li> <li>Introduction to Management</li> <li>Business Strategy</li> <li>Introduction to Marketing</li> </ul> |
|--|---|



Plus *any 2* from the following:

- Computer Science 451
- Marketing 311
- Marketing 324
- Management 201
- Management 271
- Management 304
- Statistics 305
- Management Information Systems
- Retailing
- E-Marketing
- Organizational Behavior
- Principles of Tourism
- Total Quality Management
- Statistics II

**c. Marketing Concentration Requirements**

- Marketing 212
- Marketing 214
- Marketing 301
- Marketing 318
- Marketing 320
- Sales Management
- Advertising
- Marketing Strategy
- Global Marketing
- Marketing Research

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

**Minors**

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

**Minor in Human Resource Management**

- Management 101, 201, 210
- 3 electives from the following: Business Administration 240, Economics 102, Management 218, Marketing 200

**Minor in International Business**

- Management 101, 218
- Marketing 101, 318
- 2 electives from the following: Business Administration 240 or 242, Economics 102 or 232, Finance 210, Management 271, Marketing 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.

### 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

### 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

## 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.



**Business Administration 242: European Business Law**

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

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

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

**Economics 102: Introductory Microeconomics**

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

**Economics 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**

**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**

**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**





## 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**

### **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**

### **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**

### **Finance 220: Investment and Portfolio Management**

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

### **Finance 232: International Finance**

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

### **Finance 400: Seminar in Finance**

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





## Management

### Management 101: Introduction to Management

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

### Management 201: Organizational Behavior

The behavior of individuals and groups within the organizational context is presented and analyzed. Different forms of organizational behavior are considered, providing students with exposure to various models. Topics covered include the context of organizational behavior, organizational culture, understanding individual behavior, personality-perception attitudes, job satisfaction, job stress, motivation and learning, interpersonal behavior and dynamics, leadership, power and politics. **Prereq: Management 101**

### Management 210: Human Resource Management

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

### 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**

### 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**

### Management /Economics 242: Applied Managerial Economics

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





**Management /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**

**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**

**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**

**Management 304: Total Quality Management**

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

**Management 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**

**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**

**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**



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

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

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

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

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

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

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

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

**MARKETING****Marketing 101: Introduction to Marketing**

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

**Marketing 200: Principles of Public Relations**

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





**Marketing 212: Sales Management**

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

**Marketing 214: Advertising**

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

**Marketing 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**

**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. CIS students will be ready to comprehend the e-commerce domain and apply it technically. **Prereq: Computer Science 101 or 105, Marketing 101**

**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**



**Marketing 311: Retailing**

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

**Marketing 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**

**Marketing 318: Global Marketing**

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

**Marketing 320: Marketing Research**

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

**Marketing 324: E-Marketing**

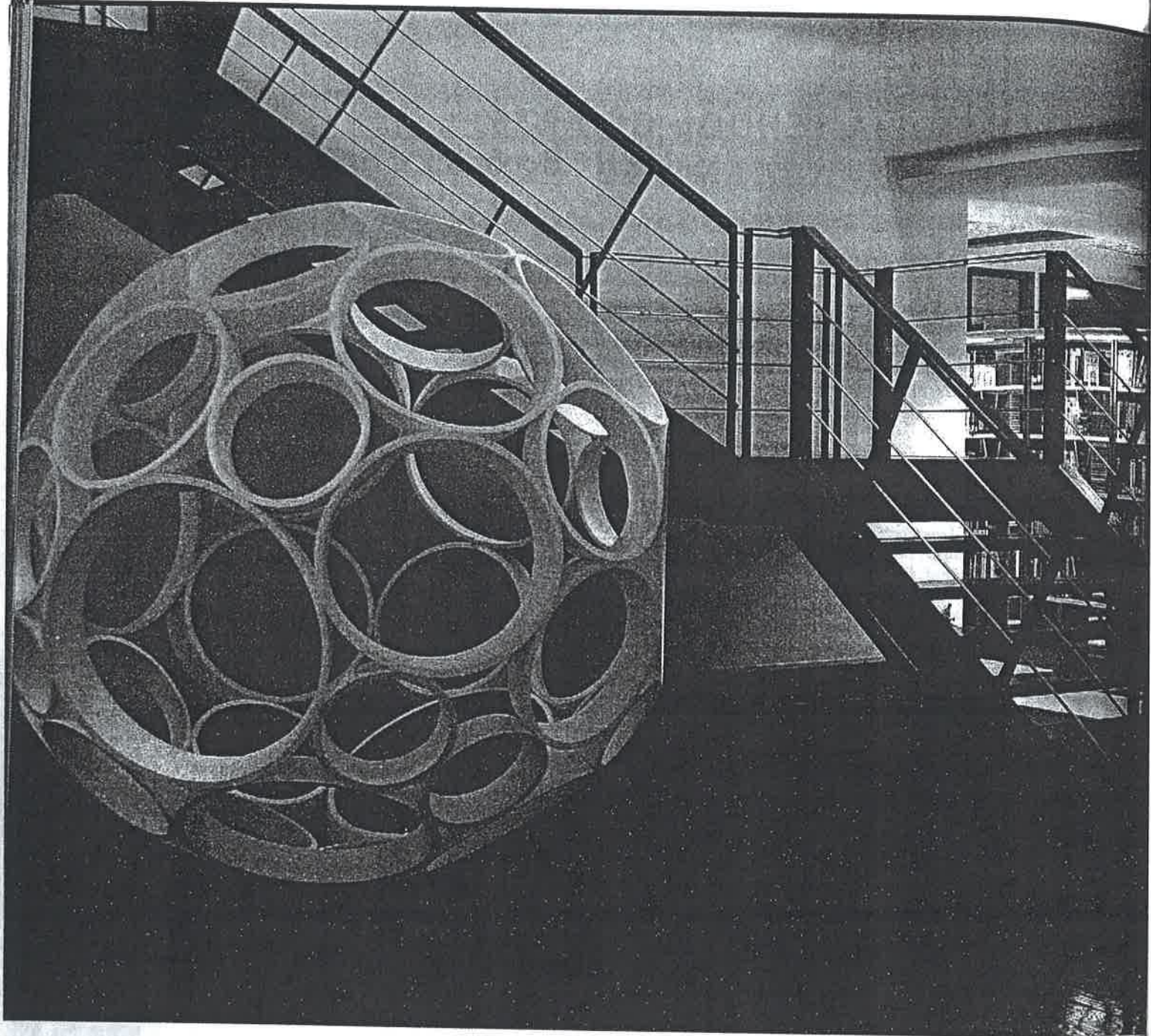
This course focuses on the key marketing issues in E-Business, comparing marketing concepts in the traditional marketing environment with those employed in E-Business. Topics addressed include Marketing Research on the Web, Personalization/Online Community, Pricing Online, Customer Support and Online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





# ANATOLIA SCHOOL OF ARTS, SCIENCE, & TECHNOLOGY







## DIVISION of HUMANITIES and SOCIAL SCIENCES

### 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)

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### FACULTY

**Dr. Aigli Brouskou,** Adjunct Professor (Anthropology)

*BA English Language and Literature, University of Thessaloniki; DEA Social Anthropology, Ecole des Hautes Etudes en Sciences Sociales; Ph.D. Social Anthropology, Panteion Universitys (Adj)*

**Dr. Anna Challenger,** Adjunct Professor (English)

*BA, Philosophy and English; MA Philosophy; PhD English, Kent State University (Adj)*

**Mr. Rodney Coules,** Instructor (English)

*BA English Language and Literature, University of Thessaloniki; MA English Language and Literature, University of London, Queen Mary College (Adj)*

**Ms Rita Economou,** Instructor (English)

*BA Political Science and Philosophy, University of Toronto; B.Ed. TESL, University of Toronto (Adj)*

**Dr. Eleni Godi,** Assistant Professor (English), Coordinator, English Language and Literature

*BA English Language & Literature, University of Thessaloniki; MA English Language & Literature, Boston University; MPhil English, Oxford University; PhD English Literature, University of Thessaloniki (Reg)*

**Dr. Joseph Michael Gratale,** Assistant Professor (History)

*BA History, William Paterson College; MA Social Sciences/Modern History, Montclair State University; PhD American Literature and Culture/American Studies, University of Thessaloniki (Reg)*

**Ms. Maria Kalaitzopoulou,** Instructor (Modern Greek)

*BA Byzantine and Modern Greek, University of Thessaloniki; MA Education, University of Thessaloniki (Adj)*

**Dr. Anna Maria Konsta,** Adjunct Professor (Politics)

*LLM Law, University of Thessaloniki; LLM, European Law, College of Europe; Ph.D. Law, European University Institute (Adj)*

**Dr. Serap Aise Kayatekin,** Adjunct Professor (Economics)

*BS, MSc, Economics and Statistics, Middle East Technical University; PhD Economics, University of Massachusetts at Amherst (Adj)*

**Ms Nicola Kondoyiannis,** Instructor (English)

*BA French Language and Literature, Goldsmith's College, University of London; RSA Cambridge TEFL; MA TESL, St Michael's College (Adj)*

**Ms. Eugenia Kyrezis,** Instructor (Psychology)

*BA Professional Studies/Human Services, Audrey Cohen College, New York; MA Clinical Psychology, Long Island University, New York (Adj)*



- Dr. Maria Kyriakidou**, Assistant Professor (History), Coordinator, Lucy Center for Balkan Studies  
*BA History and Archeology, University of Thessaloniki; MA Anthropology, George Washington University; PhD History, King's College London (Reg)*
- 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. Linda Manney**, Adjunct Professor (English)  
*BA English and Spanish Language and Literature, Ohio University; MA TESL, Arizona State University; MA, PhD Linguistics, University of California at San Diego (Adj)*
- Dr. Vincent C. Müller**, Associate Professor (Philosophy)  
*BA Philosophy, Phillips University Marburg; MA Philosophy, King's College, London; PhD Philosophy, University of Hamburg (Reg)*
- Dr. Lambrini Nassis**, Adjunct Professor (Politics, Law)  
*BA Political Science, Hunter College; JD Law, Brooklyn Law School (Adj)*
- Ms. Georgia Nenopoulou**, Instructor (English)  
*BA English and French Literature, Simmons College; MA TESL, Saint Michael's College (Adj)*
- Dr. Sotirios Serbos**, Adjunct Professor (Politics)  
*BA Political Studies and Diplomacy, University of Macedonia; MSc International Relations, London School of Economics and Political Science; Ph.D. International Relations, University of Athens (Adj)*
- Dr. Tatiana Taiti**, Instructor (Psychology)  
*BA Psychology, University of Thessaloniki; Post-Graduate Certificate, MSc, Post-MSc Diploma, PhD Counseling Psychology, City University London (Adj)*
- Mr. Ioannis Tsorbatzoglou**, Instructor (Politics)  
*BA International Relations, Knox College; MA Political Science, Tulane University; MA European Administration, College of Europe (Adj)*

## GOALS AND OBJECTIVES

### MISSION

The Division of Humanities and Social Science aspires to be the leading center for international diplomacy and human sciences in Greece and Southeast Europe. The mission of the Division is two-fold.

First, we aim to provide a dynamic contemporary student-centered civic education; train youth for leadership roles in regional and international affairs; and contribute meaningfully through academic instruction, applied research, and professional outreach to cooperation and peaceful co-existence in Greece, Southeast Europe and the Eastern Mediterranean, and the larger Euro-Atlantic community. More generally, we offer a solid liberal arts underpinning to ACT's academic and professional programs which assists students to master and integrate different modes of knowledge and experience in order to solve problems, resolve conflict, and express new ideas creatively and professionally, and challenges them to cultivate personal integrity and respect for values not one's own.

The program of studies in Humanities and Social Science is particularly strong in American and EU politics, international law and organizations, gender, globalization, and contemporary Balkan and Aegean affairs. Additional teaching and research strengths within the division include communication practice, modern literature, language teaching methodology, applied, social, organizational, and counseling psychology, cultural studies, and ethnography and cultural anthropology.





The Division offers BA programs in International Relations, including a pre-law option for American students; 2 + 2 BA programs in English and in Psychology with select universities in the US; minors in Diplomacy and International Relations, European and Balkan Studies, Media and Communication, Literature and Humanities, and Social Studies; and special certificate programs in Hellenic Studies and in Teaching English as a Foreign Language (TEFL).

Supplementing the Division's academic programs is a full complement of extracurricular activities, including guest lectures, professional workshops, study trips, and simulations of international organizations, notably under the auspices of the Michael S. Dukakis Chair in Public Policy and Service and the Lucy Center for Balkan Studies. Qualified students may also undertake formal internships off campus with a variety of local and international public agencies, international organizations, and NGOs.

Our alumni have been admitted for post-graduate study, often as scholarship recipients, at some of the most prestigious universities in Europe and North America, including Oxford, Cambridge, Edinburgh, LSE, Leuven, Amsterdam, the Sorbonne, Johns Hopkins, and the University of Texas at Austin, while many of our American alumni have gone on to law school after studying at ACT. Several have worked or are now working in ministries of foreign affairs and other public entities, the European Commission, the World Bank, NATO, leading regional and international NGOs, and MNCs worldwide.

#### THE MICHAEL S. DUKAKIS CHAIR IN PUBLIC POLICY AND SERVICE

The Division of Humanities and Social Sciences is home to the Michael S. Dukakis Chair in Public Policy and Service, inaugurated at ACT by former Massachusetts Governor Michael S. Dukakis 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 inspiring young people to become involved in public service.

An integral function of the Dukakis Chair is the Dukakis Seminar Series. Each semester ACT hosts prominent Greek and international public figures whose professional careers illustrate Governor Dukakis' own commitment to public service. Dukakis lectures have included Nicholas Burns, Monteagle Stearns, Nikiforos Diamandouros, Mark Mazower, Thea Halo, Suhnaz Yilmaz, Dušan Batakovič, Radmila Sekerenska, Edi Rama, Nadezhda Mihaylova, Alvaro de Soto, and Michael Dukakis himself.

#### THE LUCY CENTER FOR BALKAN STUDIES

The Lucy Center for Balkan Studies was established thanks to a generous donation from ACT friend and trustee, Elias Kulukundis, and named after his late wife Lucy Platt Kulukundis. The Center was created to facilitate the formal study of Southeast European affairs, particularly for undergraduate study abroad students spending a semester or academic year at ACT. Students studying at the Center have the opportunity to do formal coursework in Balkan Studies, participate in study trips throughout the region, and, in select cases, undertake formal internships in regional organizations.

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



## ACADEMIC PROGRAMS

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

### **Degree Programs**

- Bachelor of Arts in International Relations with Concentrations in:
- Diplomacy and International Relations
- European and Balkan Studies
- 2 + 2 Programs in English and Psychology
- Minor in Diplomacy and International Relations
- Minor in European and Balkan Studies
- Minor in Media and Communication
- Minor in Literature & Humanities
- Minor Social Studies

### **Certificate Programs**

- Hellenic Studies
- Teaching English as a Foreign Language (TEFL)

## DEGREE PROGRAMS

### **BACHELOR OF ARTS IN INTERNATIONAL RELATIONS CONCENTRATION IN DIPLOMACY AND INTERNATIONAL RELATIONS**

#### **Degree Requirements**

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





## Major Requirements

### a. Common Degree Requirements

- Statistics 205\*                      Statistics I
- Economics 102                      Introductory Microeconomics
- Computer Science 201              Business Computing

Two additional courses outside International Relations (may include Greek Language)

### b. International Relations Requirements

#### Foundation Courses

- History 120\*                          The Modern World
- Economics 101\*                      Introductory Microeconomics
- Politics 101\*                          Contemporary Politics
- Politics 201                            International Relations
- Politics 203                            Applied Politics

#### Gender and Theory Courses

- History 201 or Politics 204        Women in Modern Times or Gender, Power, and Politics
- Politics 202                            Political Theory
- Sociology 219                          Individual and Society

#### Advanced Regional and Global Perspectives Courses

- History 210\*                          World & Human Geographies
- European Studies 211                The Politics of the European Union
- History 241                            Introduction to American Studies

#### Communications Courses

- English 201                            Communication Techniques
- Politics 215                            Political Communication

#### Capstone Course

- A specially designated 300-level course (students should consult with their academic advisor prior to registering for their final semester of classes)

### c. Diplomacy and International Relations Concentration Requirements

- Politics 231
- Politics 249 or Economics 232
- History 342 or European Studies 322
- Two additional IR electives

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



## BACHELOR OF ARTS IN INTERNATIONAL RELATIONS CONCENTRATION IN EUROPEAN AND BALKAN STUDIES

### Degree Requirements

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

### Major Requirements

#### a. Common Degree Requirements

- Statistics 205\*                      Statistics I
- Economics 102                    Introductory Microeconomics
- Computer Science 201            Business Computing

Two additional courses outside International Relations (may include Greek Language)

#### b. International Relations Requirements

##### *Foundation Courses*

- History 120\*                      The Modern World
- Economics 101\*                Introductory Microeconomics
- Politics 101\*                    Contemporary Politics
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- Politics 203                      Applied Politics

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##### *Communications Courses*

- English 201                      Communication Techniques
- Politics 215                      Political Communication

##### *Capstone Course*

- A specially designated 300-level course (students should consult with their academic advisor prior to registering for their final semester of classes)





**c. European and Balkan Studies Concentration Requirements**

- Two courses from Politics 221, Politics 222, or Politics 235
- European Studies 212
- Two additional IR electives

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

**2 + 2 Programs in English and Psychology**

**1. English**

*English Language and Literature Requirements*

- English 120
- English 221 or 268 or 358
- Four courses in English Language and/or English Literature at the 200-level or higher

**2. Psychology**

*Psychology Requirements*

- Statistics 205
- Psychology 201
- Psychology 202
- Psychology 204
- Two additional Psychology courses at the 200-level or higher

**Minor in Diplomacy and International Relations**

(not available to IR majors)

- Politics 201
- Politics 249 or Economics 232
- Politics 231 or European Studies 211
- History 342 or European Studies 322
- Two additional IR electives\* (to be selected in consultation with an IR advisor)

**Minor in European and Balkan Studies**

(not available to IR majors)

- Two courses from Politics 221 or Politics 222 or Politics 235
- European Studies 211, 212
- Two additional IR electives\* (to be selected in consultation with an IR advisor)

*\*Business and Computer Science majors may count Politics 101 as both a General Education Requirement and an IR or EBS elective.*



Minor in Media and Communication

(available to all majors)

- English 264
- Marketing 214
- Politics 215

*Three elective courses from the following:*

- English 201\*
- English 271
- Philosophy 208
- Politics 315
- Politics 318
- Politics 333
- Psychology 212
- Marketing 200
- Computer Science 107
- Computer Science 206

*\*Business and Computer Science majors may count English 201 as both a Common Degree Requirement in their respective majors and a Media and Communication elective.*

Minor in Literature and Humanities

(available to all majors)

- English 120\*
- English 221 or 268 or 358
- Humanities 204 (formerly English/Humanities 388)

*Three elective courses from the following:*

- History 242
- History 257
- Humanities 203
- Humanities 205
- Philosophy 204
- Philosophy 208
- Philosophy 220
- English 211, 212
- English 215, 216
- English 221
- English 233
- English 268
- English 358

*\*Business and Computer Science students may count English 120 as both a General Education Requirement and a Literature and Humanities requirement*





## Minor in Social Studies

**(available to all majors)**

- Either Psychology 101 or Anthropology 101/Sociology 101, whichever was not taken as a General Education Requirement
- Two courses from History 210\*, Anthropology 205, Sociology 201, Sociology 219, and Psychology 204
- Social Science 213 or Psychology 213
- Two additional Social Studies elective courses at the 200-level or higher (to be selected in consultation with an academic advisor)

*\*Business and Computer Science students may count History 210 as both a General Education Requirement and a Social Studies requirement*

## CERTIFICATE PROGRAMS

### Certificate Program in Hellenic Studies

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

Hellenic Studies courses currently in the ACT catalogue include the following:

- History 230, 231, 301, 331
- Anthropology 208, 211, 221, 222
- English 208, 288
- Greek 101, 104, 201, 202
- Humanities 205
- Philosophy 220
- History of Art 220, 221, 224
- Music 120

### Certificate Program in Teaching English as a Foreign Language (TEFL)

The American College of Thessaloniki offers annually intensive certificate programs in Teaching English as a Foreign Language (TEFL) both at the Introductory and the Advanced levels. The programs are open to beginners with little formal teacher training, proficiency certificate holders and university students or graduates of English (introductory level) or experienced teachers (advanced level), and offer participants a solid grounding in current approaches to teaching English as a foreign language, with an emphasis on practical applications to classroom settings.

Program participants will be trained to develop lesson plans, manage a classroom, design teaching materials for a particular age group, teach grammar, listening/speaking, reading/writing and vocabulary. As part of the program, participants will also have the opportunity to observe English classes being taught at Anatolia College and the Anatolia Elementary School, and do practice teaching.



## HSS COURSES

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

#### 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 Geographics

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.

#### 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. 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. 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 120**

**History 242: US Cultures in the Contemporary World**

This course will focus first on aspects of American cultural production and expression, and consider its impact and reception in the contemporary international setting. Attention to debates on what constitutes the American identity, Americanism, and the role of nationalism in U.S. society, culture, and politics will likewise receive extended coverage. Finally, topics such as the U.S. and globalization, the issue of American imperialism, and the nature of anti-Americanism will also come under scrutiny. **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. **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 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 the 1890s, 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 contemporary international politics. US relations with Europe, the former Soviet Union, and Pacific rim states China and Japan will be given special attention, while other regional zones of contention, from Latin American to the Middle East to Southeast Asia, will also be discussed. The course will end with a brief glimpse of the foreign policy of the current US Administration. **Alternate requirement for Diplomacy and International Relations concentration and minor. Prereq: History 120, Politics 101**

**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; must 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. Required for all IR majors and minors. 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: Applied Politics**

This course provides students with methodological tools and frameworks for both conducting applied research and managing political operations in contemporary liberal democracies. Students will design and begin implementing research projects using polling, surveys, and other techniques of data gathering. They will also examine such practices as campaign management, lobbying and interest group activities, and practical implementation of public policy. **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. 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 102, 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 (districting) will also be considered; so too will a rudimentary explanation of state and local government be offered. Finally, the course will introduce students to the overlapping methodologies inherent in the study of comparative government.

**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**

**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. **Alternate requirement for European and Balkan Studies concentration and minor. 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, and 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 301: War and Peace in the Modern World**

War has always been a major preoccupation of humankind. This course sets out to examine the causes, nature, and implications of modern war, and the dynamics of efforts to settle such conflicts. The course aims to familiarize students with the major issues, questions, and discourses associated with the study of war and peace. An interdisciplinary approach will facilitate study of select case studies. Theories of war, prerequisites for peace, conflict resolution, the nature of interstate and intrastate war, terrorism, and the social consequences of war are some of the topics covered in the course.

**IR elective. Prereq: Politics 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 303: e-Politics**

The purpose of this course is to investigate the impact of information technology on contemporary political practice. The course will focus on three main themes. The first concerns e-government, the provision of public services using IT, and the degree of e-readiness of public agencies throughout the world. The second segment will provide an overview of e-democracy, of how IT facilitates political participation. Topics included in this segment range from political marketing to global civil society to the Internet Governance Forum. The final component of the course will examine what is often called virtual diplomacy, highlighting the many ways in which IT is modifying contemporary international relations and diplomatic practice. NB The course will be supplemented with an on-line component using a Blackboard course shell. **IR elective. Prereq: 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 318: Political Marketing**

The purpose of this course is to examine the ways in which professional marketing techniques have been applied to political activities in liberal democracies since the end of the 1960s. The course will review the role of the media, of advertising agencies, and of other marketing specialists in helping shape contemporary political practices in Europe and North America. The course will conclude with a segment on the emerging role of electronic media in political marketing. **IR elective. Prereq: Politics 101**

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

This purpose of this course is to provide a comprehensive overview of US diplomacy and involvement in the region of Southeast Europe from the end of the Cold War to the present. The course will consider the Cold War roots of contemporary Balkan policy, with a focus on the wedge policy in Yugoslavia, efforts to build bridges in Eastern Europe and to transform the realities of Soviet containment, the strategies of the Bush, Sr., Administration to deal with the end of the Cold War, the wars of the 1990s in the former Yugoslavia, and, finally, the unfinished business in the Balkans facing the current US administration. The course will also seek to distinguish between crisis management in the former Yugoslavia, and more programmatic economic and political assistance to all former communist regimes in Eastern Europe. **IR elective. Prereq: Politics 101**



**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 forced 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**

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. **IR elective. Prereq: History 120, Politics 201**

**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 302: European Federalism and Theories of Integration**

The purpose of this course is to examine in detail theories of European integration in light of international relations theory and of comparative federalism. The course considers the political evolution of European institutions and the role of theory in the establishment of an EU-specific discourse on international cooperation and integration. The course also tests certain scenarios relative to the future of the integration project. **IR Elective. Prereq: Politics 101, European Studies 211**





**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 312: European Economic and Social Integration**

This course considers in detail the effects of economic and social integration on the citizens of EU member states. The course examines changes in the standard of living in member states, and also investigates the extent to which citizenship and rights have developed. The course ends with case studies revealing the new social realities of the European idea.  
**IR elective. Prereq: Politics 101, 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 341: European Integration and Transatlantic Institutions**

Thus purpose of this seminar is to link European integration with the larger issue of transatlantic institutions. The parallel histories of such institutions as the Council of Europe and NATO will be examined, and bi- and multi-lateral relations among European and North American states will be studied. An effort will be made to locate the uniqueness of EU integration against this larger canvas of tradition and innovation. **IR elective. Prereq: Politics 101, 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 201: Public and Non-Profit Management**

This class offers an analytic framework for understanding the strategic position of a public body and/or non-profit organization. The course provides an integrative view of organizations and their environment, with a view toward examining the means by which certain organizations achieve and sustain superior performance levels. Students examine managerial and policy issues besetting such organizations, and assess internal resources and capabilities, the dynamics of "competition," threats to sustainability, and the nature of the external environment. **IR elective. Prereq: Politics 101, Economics 101**

**Public Service 299: Internship Project**

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

**Social Sciences (Social Science, Anthropology, Sociology, Psychology)**

**Social Science 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**

**Social Science 213: Research in the Social Sciences**

This course will familiarize students to the challenges of conducting social science research. Students will learn to collect, organize, analyze and evaluate data, as well as consider the ethical implications of doing research. This course will discuss various research methods such as participant observation/ ethnography, interviewing, use of archives, the genealogical method, oral histories, and others. **Prereq: Anthropology 101 or Sociology 101**

**Social Science 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**





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

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

**Anthropology 101: Introduction to Anthropology**

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

**Anthropology 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**

**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**

**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**



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

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

**Anthropology 222: Greek Folklore**

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

**Prereq: Anthropology 101 or Sociology 101**

**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. **IR elective. Prereq: Anthropology 101 or Sociology 101, History 120, Politics 101**

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

**Sociology 201: Contemporary Social Issues**

This course initiates students into the conceptual framework and problems associated with "mass culture," through an analysis of that phenomenon. The course focuses on the analysis and interpretation of such contemporary social issues as feminism, race and ethnic relations (including internal colonialism), terrorism, and the more specialized cases of institutionalized and clandestine violence. The course maintains a comparative perspective and, thus, the above issues will be considered both in their first and third world contexts. **IR Elective. Prereq: Anthropology 101 or Sociology 101**

**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. **Required for all IR majors. Prereq: Anthropology or Sociology 101**

**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.

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





**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. **IR Elective. Prereq: Psychology 101**

**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**

**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**

**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**

**Psychology 212: Applied Psychology**

This course provides a comprehensive overview of various sub-disciplines within psychology (i.e. social, organizational, health, clinical) that seek to apply principles, discoveries and theories of psychology in related areas such as the family, education and the workplace. The purpose of this course is to help students think critically about key psychological issues, move toward greater self-awareness and gain understanding of the relevance and worth of psychology in everyday life. Among the topics studied are: the self; social thinking and social influence; interpersonal communication; friendship and love; marriage and intimate relationships; careers and work; coping processes; stress; psychological disorders; and basic aspects of psychotherapy. Research conducted in both the U.S. and Europe is presented throughout the course. **Prereq: Psychology 101**

**Psychology 213: Research Methods and Statistics**

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 205**





**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, 201**

**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**

**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**

**Humanities and Fine Arts (English, Greek, Humanities, Philosophy, Art and Music)**

**English Lab 1: Language skills**

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

**English Lab 2: Academic skills**

Lab 2 focuses on improving academic skills. Students practice note-taking, paraphrasing and summarizing on various academic texts and learn how to read critically and effectively. A fundamental component of this lab is also vocabulary building which helps advance reading and writing skills. Finally, through a friendly environment of discussion students voice their opinions and exchange viewpoints with other class members while practicing the above skills. (non-credit course)





**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 (non-credit course).

**English 101: Composition I**  
 This course reviews the basic principles of paragraph writing and introduces the major rhetorical modes of narration, description and exposition through discussion of theory, examination of model essays, and writing practice. In addition, students are introduced to information literacy by spending seven two-hour sessions in the library, developing effective search strategies, understanding the differences between types of resources, and using critical skills with which to evaluate resources. GER requirement.

**English 102: Composition II**  
 This course builds upon the expository writing skills presented in Eng 101. First, it introduces students to the mode of argumentation by analyzing various types of arguments and presenting the essential tactics used in definition, cause, evaluation, refutation and proposal. At the same time, it introduces students to research paper writing by guiding them step-by-step in the process of forming an argumentative thesis, incorporating sources together with their own thinking into papers, and documenting sources. GER requirement. Prereq: English 101

**English 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. May be taken as Fine Arts/Group A GER. Prereq: English 101, 102

**English 201: Communication Techniques**  
 This course covers such advanced communications techniques as topic selection, audience analysis, choice of register, delivery, use of audio-visual aids, and non-verbal communication. Students are introduced to interviewing, reporting, collaborative decision-making and negotiation, various forms of public speaking, promotion and advocacy, and debating, with special emphasis on professional presentation skills. The course also provides practice in various styles of professional writing, such as technical reports, executive summaries, specialized memos, situational business letters, and so on. Prereq: English 101, 102

**English 203: Reading and Writing in the Disciplines**  
 This course will focus on selection of readings in different disciplines (academic essays, professional articles, technical reports, business cases) and on practicing advanced reading comprehension skills. It will emphasize vocabulary enhancement, critical thinking, and synthesizing of ideas. Students will practice advanced writing skills (writing essays & academic papers with relevant scholarly apparatus, short argumentative reports, critical reviews, professional summary writing, informative reports, comprehension exercises) and oral presentations. GER requirement. Prereq: English 101, 102



**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**

**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**

**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**

**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**

**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**

**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**





**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

**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

**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

**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 102

**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 Bronte sisters, Virginia Woolf, Doris Lessing, Jeanette Winterson, Angela Carter, and others. **Prereq:** English 120

**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



**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**

**English 274: Applied Linguistics/International English**

In this course, we will explore the socio-linguistic status of English as a world language in the present era of globalization and digital technology. Recent scholarship has shown that there are now greater numbers of people who speak English as a contact language (i.e., a language used to facilitate communication among speakers of different non-English languages) than as a native language. As a result, new linguistic norms are being established as local people use English for their own communicative purposes: local languages and cultures both impact and are impacted by the particular variety of English spoken in their area. In the course of our studies, we will examine several current varieties of English as they have developed in local settings around the world (i.e., Singapore English, Japanese English, Philippine English, West African English, Euro-English, etc.), and we will examine the socio-cultural functions of these varieties of English in their local settings. We will also consider two different views of the future of English as a world language, one which proposes that a single standard of English is developing in the international community, the other which recognizes and advocates the maintenance of local varieties of English around the world. In either case, the future of English as a world language is clearly shaped by broader social forces currently in progress. **Prereq: English 273**

**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**

**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**

**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**





**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**

**English 288: Greek Literature in Translation**

This course reviews major examples of classic and contemporary Greek literature in English translation. Genres examined include epic poetry, drama, modern poetry, short fiction, and the novel. Special attention will be paid to the rich diversity of the Hellenic legacy in contemporary Greek literature. Knowledge of Greek is helpful but not required. **Prereq: English 120**

**Greek 101: Beginning Modern Greek I**

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

**Greek 104: Beginning Modern Greek II**

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

**Greek 201: Intermediate Modern Greek I**

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

**Greek 202: Intermediate Modern Greek II**

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



**Humanities 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.

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

This advanced survey course examines canonical of the Western Tradition starting with the Bible and extending through the mid-twentieth century. Various themes are traced, such as the relationship between nature and ideal, the notion of truth and virtue, and high-low art and the hierarchy of the genres. Students read from prose and non-prose texts alike, and consider these also in the context of non-verbal expressions of the humanities (music, arts, architecture). **Prereq: English 203**

**Humanities 204: 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 203**

**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**

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

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

**Philosophy 203: Ethics**

This course is designed to help students develop their critical abilities through the analysis of ethical problems and to introduce them to contemporary ethical theory. Following an introduction to the structure of ethical problems, three classical approaches to the problem of justification are presented: moral obligation (Kant), the consequences of one's actions (Utilitarianism), and personal virtue (Aristotle), respectively. The course also includes discussions of meta-ethical issues concerning the relation between fact and value and the problem of justifying and then generalizing one's ethical judgments including the issue of moral relativism. **GER requirement. Prereq: Philosophy 101**





**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**

**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**

**Philosophy 208: Philosophy of Language**

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

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

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

**Philosophy 235: Artificial Intelligence**

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



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

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

**Art History 103: Survey of Western Art**

This course offers a historical examination of Western art and architecture from prehistoric times to the modern period. The course examines the development of the major art forms, relationships of artistic styles to social and cultural developments, and changing interpretations of artistic worth. Of particular interest will be the development of characteristically modern art forms in the post-Renaissance period.

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

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

**Prereq: Art History 103**

**Art History 202: Late Modern Art**

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

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

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

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

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

**Art History 224: Modern Greek Painting**

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

**Prereq: Art History 103**





**Art History 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: Art History 103**

**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.  
May be taken as Fine Arts/Group A GER

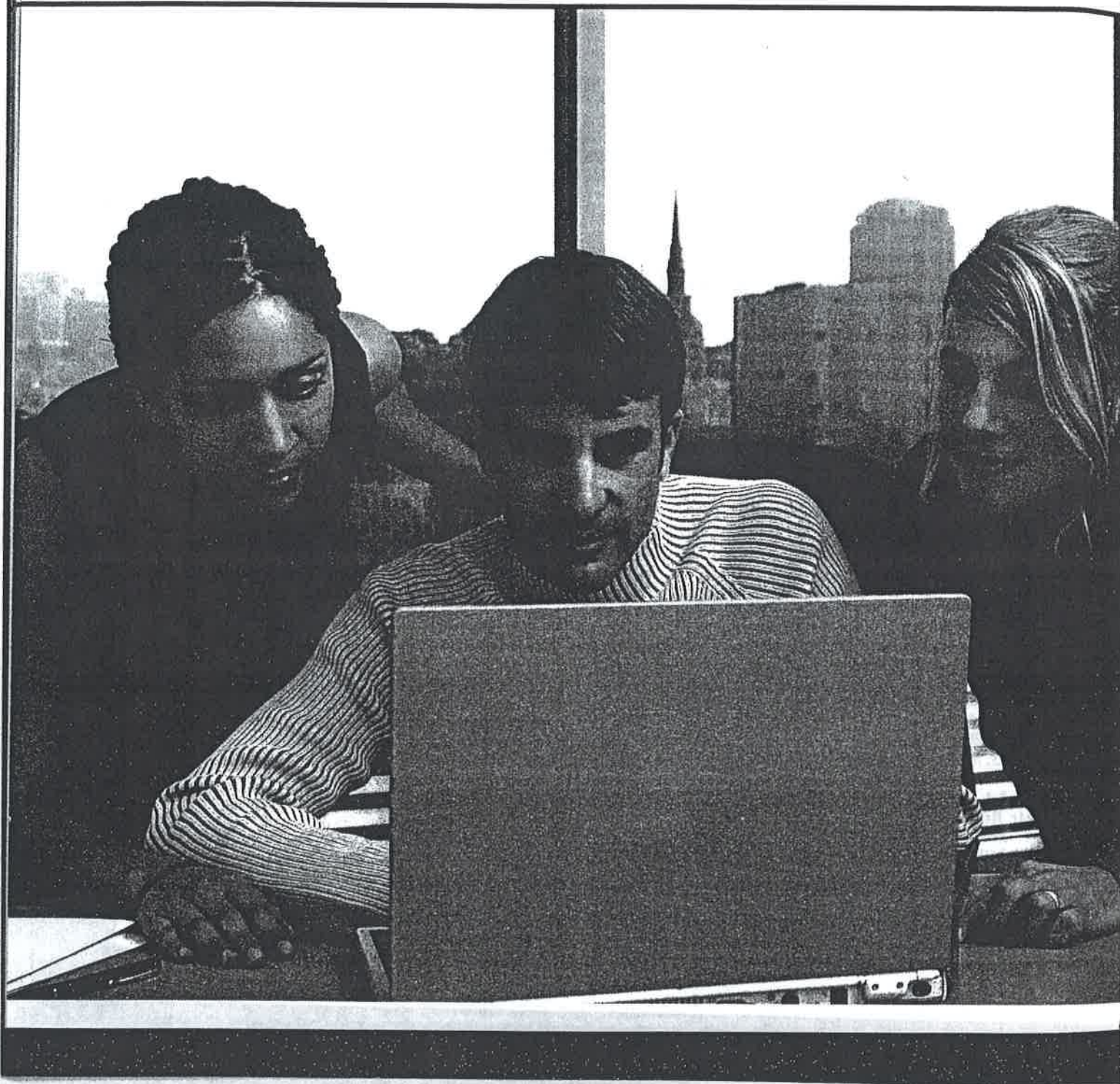
**Music 102: History of Western Music**

This course explores a variety of musical styles and genres in the history of music. It examines a wide range of musical types, refines students' listening skills, and considers fundamentals of music theory in analysis and discussion.

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

This course will provide students with an introduction to the historically rich and varied traditions in Greek music. The principal focus will be on church music, folkloric song and dance, and contemporary variations of "lay" music. Discussion will also refer to the place of music in ancient Greek society. Knowledge of Greek is helpful but not required.  
May be taken as Fine Arts/Group A GER







# DIVISION of TECHNOLOGY AND SCIENCE

## DIVISION of TECHNOLOGY and SCIENCE

### Chair

**Dr. Panos Vlachos,**  
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### FACULTY

- Dr. Grigoris Baglavas,** Adjunct Professor (Computer Science) (Adj)  
*BSc, Mathematics, Aristotle University of Thessaloniki; MSc, Telematics, University of Sheffield, PhD, Computer Science, University of Macedonia*
- Mr. Christos Christodoulou,** Instructor (Computer Science) (Adj)  
*BSc, Physics, Aristotle University of Thessaloniki; MSc, Information Technology, University of Aston, Birmingham (Adj)*
- Dr. Dimitris Grekinis,** Associate Professor (Biology)  
*BS, Aristotle University of Thessaloniki; MS, Indiana University; PhD, Pharmacology/ Biochemistry, Medical College of Ohio (Reg)*
- Mr. Vasilis Keramaris,** Instructor (Computer Science)  
*BS, Mathematics, Computer Science; MSc, Computer Science, City University of New York (Adj)*
- 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 Kouvatsi,** 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)*
- Mr. Kostas Vezirides,** Instructor (Computer Science)  
*BSc, Electrical Engineering, University of Thessaloniki; MSc, Software Engineering, University of Crete*



## Goals and Objectives

The mission of the Division of Technology & Science is to offer innovative, leading edge technology programs in computer science and academically sound service courses in the areas of Mathematics, Statistics and Science. As computer science is a rapidly evolving discipline we continuously adapt our curriculum and facilities to meet the changing demands of the computing profession.

The Computer Science programs target (1) students that are interested primarily in computing, (2) students that are interested in Business with an emphasis in Information Systems (3) students or professionals that are interested to specialize in certain areas in computer science. In particular the certificate and special programs provide training opportunities for the wider community.

Courses in the Division are designed to broaden students' perspectives on the role of computer science, mathematics, statistics and science in the modern world, while equipping them with both computer literacy and quantitative skills. A broad range of computing courses is offered, the majority having a strong laboratory component with emphasis on application.

The programs do not concentrate only on the latest technologies, which at some point will become outdated, but provide students with excellent critical skills and systematic thinking that will allow them to become lifelong learners and succeed in a wide variety of technical and managerial positions. Students are prepared for a successful career in the field of Computer Science and its applications and/or additional study in computer science at the graduate level. 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 m<sup>2</sup>. All facilities are connected to a high-speed campus network and are connected to the internet.





## ACADEMIC PROGRAMS

The Division of Technology & Science offers the following programs:

### **Degree programs**

- Bachelor of Science in Computer Science
- Bachelor 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)
- Cisco Fundamentals of Wireless LANs
- Web Development
- Digital Media

## DEGREE PROGRAMS

### **BACHELOR OF SCIENCE 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 G.P.A of 2.0 or better. According to NEASC Standards, students must complete at least one fourth of their undergraduate program, including advanced work in the major or concentration, at the institution awarding the degree. As a consequence, all candidates for an ACT degree must have been in residence at the College for at least during the last two semesters of full time instruction, assuming availability and equivalency of transferable courses.



**Major Requirements**

**a. Common Degree Requirements**

- English 201: Communication Techniques
- Mathematics 101\*: Elements of Finite Mathematics
- Mathematics 115\*: Calculus
- Statistics 205\*: Statistics I

**b. 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: 3-D Digital Design I
- 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

**BACHELOR OF SCIENCE IN COMPUTER MANAGEMENT INFORMATION SYSTEMS (CMIS)**

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 G.P.A of 2.0 or better. According to NEASC Standards, students must complete at least one fourth of their undergraduate program, including advanced work in the major or concentration, at the institution awarding the degree. As a consequence, all candidates for an ACT degree must have been in residence at the College for at least during the last two semesters of full time instruction, assuming availability and equivalency of transferable courses.

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

## Major Requirements

### a. Common Degree Requirements

- |                     |                                |
|---------------------|--------------------------------|
| • English 201:      | Communication Techniques       |
| • Mathematics 101*: | Elements of Finite Mathematics |
| • Mathematics 115*: | Calculus                       |
| • Statistics 205*:  | Statistics I                   |
| • Statistics 305:   | Statistics II                  |

### b. 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 Computer Science 499: Special Topics |                                |

### c. Business Requirements

- |                   |                             |
|-------------------|-----------------------------|
| • Economics 101*: | Introductory Macroeconomics |
| • Accounting 101: | Financial Accounting        |
| • Accounting 102: | Managerial Accounting       |
| • Finance 201:    | Financial Management        |
| • Management 101: | Introduction to Management  |
| • Management 230: | Small Business              |
| • Management 312: | Operations Management       |



- Management 322: Business Strategy
- Marketing 101: Introduction to Marketing
- 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 Computer Science

(not available to CS and CMIS majors)

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

- Computer Science 105: Introduction to Programming I
- Computer Science 106: Introduction to Programming II
- Computer Science 215: Data Structures
- CS 312: Database Management Systems or CS 322 Networking Operating Systems & Administration
- Two Computer Science electives \*

*\*CS 205 should be included in the place of one of the computer science electives in the case that CS 312 is selected*

### Minor in Multimedia and Web Development

(not available to CS majors)

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.

- Computer Science 105: Introduction to Programming I
- Computer Science 107: Multimedia I
- Computer Science 206: Web Development
- Computer Science 207: Multimedia II
- Computer Science 209: 3-D Digital Design I
- Computer Science 306: Advanced Web Development





## **CERTIFICATE PROGRAMS**

### **Certificate Program in Cisco Certified Networking Associate Program (CCNA)**

ACT is the only regional academy in Northern Greece offering the Cisco Certified Networking Associate program. 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.

### **Certificate Program in Fundamentals of Wireless LANs (FWL)**

ACT is the only regional academy in Northern Greece offering the Fundamentals of Wireless LANs program. The FWL program is a 10 weeks program that focuses on the design, planning, implementation, operation and troubleshooting of wireless networks. It covers a comprehensive overview of technologies, security, and design best practices. Students who successfully complete the program are eligible to earn the Cisco Wireless LAN Support Specialist designation.

### **Certificate Program in 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.

- |   |  |
|---|--|
| <ol style="list-style-type: none"> <li>1. <b>Computer Science 107:</b></li> <li>2. <b>Computer Science 207:</b></li> <li>3. <b>Computer Science 209:</b></li> <li>4. <b>Capstone project</b></li> </ol> | <p>Multimedia I<br/>Multimedia II<br/>3-D Digital Design I</p> |
|---|--|



### Certificate Program in 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. | <b>Computer Science 105:</b> | Introduction to Programming I |
| 2. | <b>Computer Science 206:</b> | Web Development               |
| 3. | <b>Computer Science 306:</b> | Advanced Web Development      |
| 4. | <b>Capstone project</b>      |                               |





# TECHNOLOGY AND SCIENCE COURSES

## COMPUTER SCIENCE & MATHEMATICS COURSES

### 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.

#### **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. **May be taken as Computer Science GER.**

#### **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. **May be taken as Computer Science GER.**

#### **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. **May be taken as Computer Science GER. Prereq: Computer Science 105**

#### **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. **May be taken as Computer Science GER.**



**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

**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. **May be taken as Computer Science GER. Prereq: Computer Science 101, Math 101**

**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 101**

**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**

**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**

**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**





**Computer Science 209: 3-D Digital Design I**

The focus of this course is the introduction to the 3D workspace, creation tools, and the basics of 3D design. 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 max and will build on their 2D skills with the use of Photoshop as an aid in the creation of texture maps. **Prereq: Computer Science 107**

**Computer Science 215: Data Structures**

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**

**Computer Science 211: Fundamentals of Wireless LANs**

Fundamentals of Wireless LANs is an introductory course that will focus on the design, planning, implementation, operation and troubleshooting of wireless networks. It covers a comprehensive overview of technologies, security, and design best practices with particular emphasis on hands-on skills in the following areas: Wireless LAN setup & troubleshooting, 802.11a & 802.11b technologies, products and solutions, Site Surveys, Resilient WLAN design, installation and configuration, WLAN Security - 802.1x, EAP, LEAP, WEP, SSID, Vendor interoperability strategies and Wireless bridging.

**Prereq: Computer Science 222**

**Computer Science 222: Cisco Networking Fundamentals and Router Configuration**

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

**Computer Science/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**



**Computer Science 231: Discrete Mathematics & Applications**

This course focuses on discrete mathematics and their applications. Students will be introduced to mathematical reasoning and recursive algorithms, to combinatorial analysis with an emphasis on counting and exclusions and inclusion techniques. Students will also be exposed to Boolean Algebra with an application in circuit design and to the theory of graphs, trees and finite state machines and their application in software engineering. The course will be project based. **Prereq: Math 101, Computer Science 105**

**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. CMIS students will be ready to comprehend the e-commerce domain and apply it technically. **Prereq: Computer Science 101 or 105**

**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**

**Computer Science 309: 3-D Digital Design II**

This Course will build on the existing cs209 course and serve as a more in-depth study of 3d digital design in practice and theory. This course will continue development from cs209 topics, and the following intermediate to advanced topics which are beyond the scope of cs209, will be presented, studied and practiced. This includes, Nurbs and Patch surface modeling, advanced Material, Mapping and Lighting techniques and more advanced Rendering methods. Advanced character animation tools will also be covered including Character studio and Max's character animation tools. It will also cover Dynamic simulations using Reactor and introduces max scripting. **Prereq: Computer Science 209**

**Computer Science 310: 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**

**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**





**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**

**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**

**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**

**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**

**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**

**Computer Science 422: Advanced Database Systems**

This course focuses on creating and manipulating databases using SQL and PL/SQL programming languages for oracle databases. Advanced query capabilities and procedural constructs are described using SQL and PL/SQL. The theoretical foundation for using these capabilities is presented. Performance issues are discussed including indexing, key definitions, and data constraints. The role of application development in ease of use, query optimization, and system performance is discussed. **Prereq: Computer Science 312**





**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**

**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**

**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**

**MATHEMATICS**

**Mathematics 100: Mathematics for Decision-Making**

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

**Mathematics 101: Elements of Finite Mathematics**

This course places an emphasis on the role of functions (coordinate systems, properties, graphs and applications of polynomial, rational, logarithmic and exponential functions), solving systems of linear equations, matrix operations, mathematics of finance, and introductory counting techniques. **May be taken as a Math and Statistics GER.**

**Mathematics 115: Calculus**

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





## 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**

### 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.

May be taken as a Math and Statistics GER. **Prereq: Computer Science 101, Math 101**

### 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**

## 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.

May be taken as a Natural and Physical Science GER.

### 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 sub-microscopic level of electrons, atoms, and molecules to show how subtle events at this level may be propagated upward to affect organisms, societies, and entire ecosystems. Acids, bases, and their equilibria are treated as basic proton/ electron transfer reactions related to organic and inorganic matter. Laboratory included.

May be taken as a Natural and Physical Science GER.



**Ecology 110: Ecological Principles**

The goal of the course is to introduce students to general ecology. It focuses on major ecological concepts in order to provide students with a robust framework of the discipline upon which they can build. Each discussion is organized around two or four major concepts to present the student with a manageable and memorable synthesis of the lecture and it is supported by case histories that provide evidence for the concept and introduce students to the research approaches used in the various areas of ecology. Special emphasis to local environmental problems countries face and the approaches they use in solving these problems. Laboratory included.

May be taken as a Natural and Physical Science GER.

**Physics 101: Physics in Everyday Life**

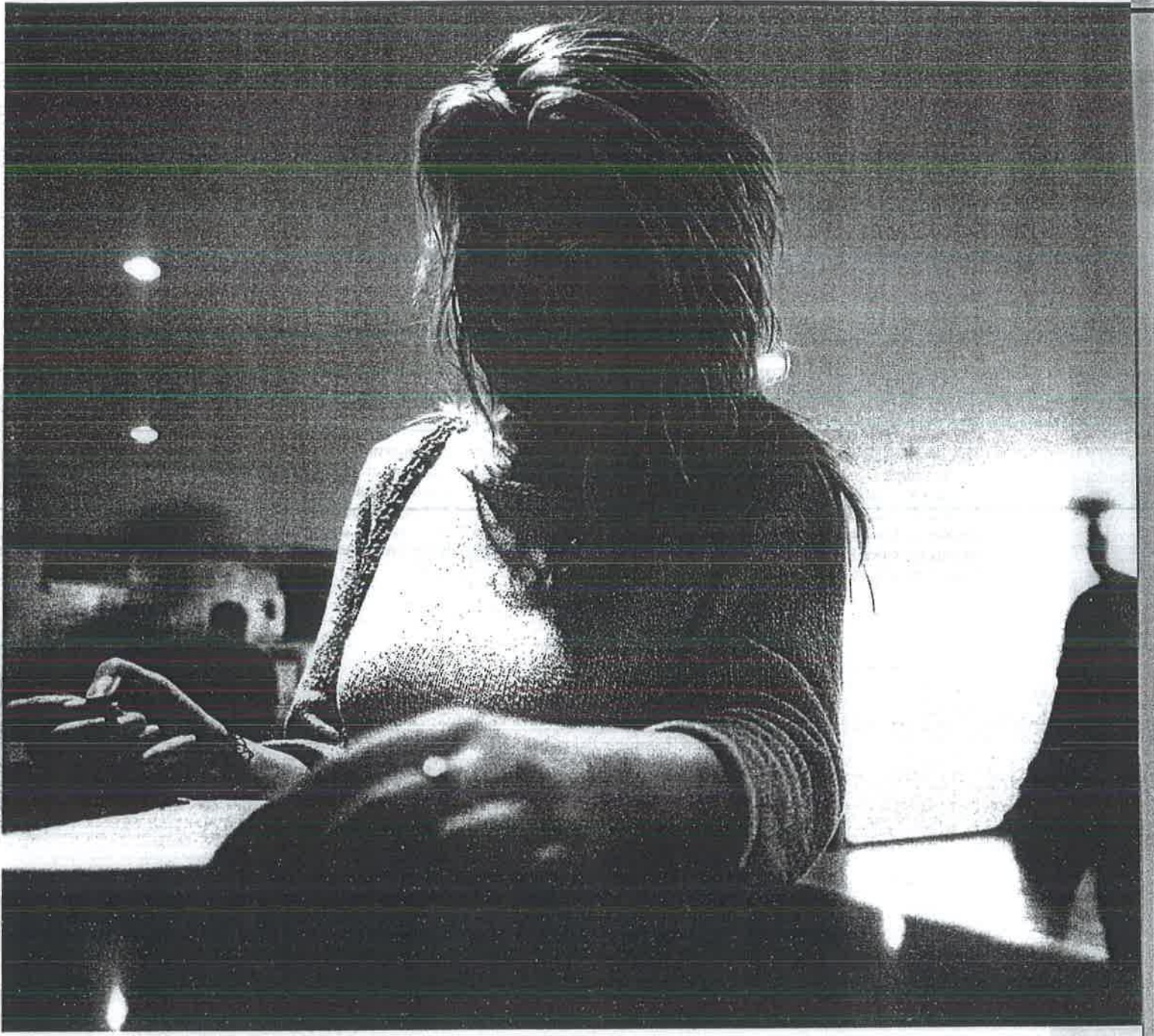
This course is designed to introduce non-science majors to fundamental concepts (theoretical and experimental) in physics and how they are applied in the modern world. Topics of study include mechanics of particles, temperature and heat, and electricity and magnetism as well as their relation to technological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

**Physiology 101: Introduction to Physiology**

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







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