Psychology-related Courses

This list was created to highlight courses in different departments that may be of interest to psychology students. This list was created solely using the course descriptions from the ISU 2014-15 Catalog. If you are interested in multiple classes within one department then consider doing a minor or double major in that area. While some classes have multiple pre-requisites, there are many classes (even 300+ levels) that you may be surprised to see which can be taken at any point. While many courses could be useful to any career area within psychology, some courses would be useful primarily to specific areas. More information will be added for courses helpful to the specific areas in the future.

AH=Arts & Humanities, NS=Natural Science, M=Math, SS=Social Science, U=US Diversity, I=International
Red courses may require declaring a double major or minor in the department.

**ACCT 284. Financial Accounting.**
Cr. 3. F.S.SS. **Prereq: not open to first term freshmen**
Intro to the basic concepts and procedures of financial accounting from a user perspective. Examines the accounting cycle, business terminology, basic control procedures, and the preparation and evaluation of financial reports, with an emphasis on financial statement analysis.

**AF AM 330. Ethnic and Race Relations. (SS, U)**
(Cross-listed with SOC). F.S.SS. **Prereq: SOC 134**
Analysis of ethnic and race relations, particularly in America; emphasis on the sociology and psychology of race and ethnic relations

**AM IN 332. Current Issues in Native North America. (SS,U)**
(Cross-listed with ANTHR). Cr. 3. S. **Prereq: ANTHR 201 or ANTHR 201; ANTHR 322 or AM IN 210 recommended**
Conditions and issues of contemporary American Indian peoples, historical background of contemporary life; federal policies, treaty rights, and sovereignty. Economic development and politics on reservations, family and gender roles, cultural innovation and revitalization, urbanization, recent social movements, and other current concerns.

**AN S 224. Companion Animal Science.**
Cr. 3. S. **Prereq: Biology course**
Introduction to contemporary concepts, and basic practices and decisions necessary when caring for companion animal through stages of its life.

**ANTHR 201. Introduction to Cultural Anthropology. (SS, I)**
Cr. 3. F.S.SS.
Comparative study of culture as key to understanding human behaviors in different societies. Using a global, cross-cultural perspective, patterns of family life, economic and political activities, religious beliefs, and the ways in which cultures change are examined.

**ASL 275. Topics in Deaf Culture. (U)**
Cr. 3.
Focus on contemporary topics in Deaf Culture, Communities, and History. Readings and discussion from a wide range of sources. Topics vary according to faculty interest.

**ANTHR 201. Introduction to Cultural Anthropology.**
Cr. 3. F.S.
Hands-on introductory course in skills for proper care and management of domestic animals. Husbandry skills including health observation, animal movement, identification, management procedures, and environmental assessment are covered.

Cr. 3. F.S.
An introduction to understanding key global issues in the contemporary world. Focuses on social relations, cultural practices and political-economic linkages among Africa, the Americas, Asia, Europe and the Pacific.
ANTHR 309. Intro to Culture and Language. (SS, I) (Cross-listed with LING). Cr. 3. Prereq: ANTHR 201 recommended
Introduction to study of language, culture and society from an anthropological perspective. Focus on language and thought, ethnography of speaking, discourse and narrative, writing and literacy, and media communication. Discussion of key theories and methods of linguistic anthropology.

ANTHR 313. Kinship and Marriage in a Global Perspective. (SS, I) (Dual-listed with ANTHR 513). Cr. 3. S. Prereq: ANTHR 201 recommended
Comparative and historical overview of family, marriage and kinship. Examination of cross-cultural differences in the construction and functioning of family and kin relations; role of kinship in structuring individual and collective activities; current critical and theoretical issues in kinship studies, especially integrating work on gender and sexuality.

ANTHR 319. Skeletal Biology. (NS) (Dual-listed with ANTHR 519). Cr. 3. F. Prereq: ANTHR 307 or college level biology
Comprehensive study of the skeletal anatomy, physiology, genetics, growth, development and population variation of the human skeleton. Applications to forensic anthropology, paleopathology and bioarchaeology are introduced.

ANTHR 333. Asian American Material Cultures. (AH,U) (Dual-listed with ANTHR 533). Cr. 3.
A broad exposure to the cultural expressions of Asian Americans from the nineteenth century to the present. Analysis of everyday Asian American cultural experiences within the contexts of agency, power, and identity formation.

ANTHR 444. Sex and Gender in Cross-cultural Perspective. (SS, I) (Dual-listed with ANTHR 544). (Cross-listed with W S). Cr. 3. S. Prereq: ANTHR 201; ANTHR 306 recommended
Cross-cultural examination of the social construction of genders out of the biological fact of sex. Emphasis on non-western societies. Topics, presented through examination of ethnographic data, will include the range of gender variation, status and roles, the institution of marriage, and symbols of gender valuation.

AESHM 222. Creative Thinking & Problem Solving. Cr. 3. S.
Focus on creative thinking concepts, strategies, and methods. Systematic application of creative thinking techniques to: view things from different perspectives; identify unique opportunities; solve problems; generate and evaluate original ideas. Field trips.

AESHM 275. Retail Merchandising. Cr. 3. F.S. Prereq: 3 cr in Math
Principles of merchandising as applied to retail-, service-, events-, and hospitality-related businesses. Study of the planning, development, and presentation of apparel- and hospitality-related products, services, and experiences. Industry and market research, planning of new offerings, and development of promotional and competitive strategies.

AESHM 287. Principles of Management in Human Sciences. Cr. 3. F.S.
Introduction to management concepts and principles with application to human sciences-related businesses and organizations. Includes service quality management, professionalism, and social responsibility.

Application of marketing principles to the hospitality-, events-, and apparel-related industries. Emphasis on the role of marketing in an organization's overall strategic planning. Development and evaluation techniques available to hospitality, events, apparel, and related businesses, including advertising, sales promotion, packaging, and public relations.

AESHM 379. Community Leadership: Examination of Social Issues. (U) Cr. 3. F.
Study of family and community social issues from diverse perspectives. Application of critical thinking and reflection to issues with a focus on leadership in the community.
AESHM 421. Develop Global Leadership: Maximizing Human Potential. (I)
Cr. 3. S.
Development of leadership in a global environment. Focus on global concerns that impact on the well-being of individuals, families, and communities. Strategies for working with individuals, families and communities in other countries and cultures. Taking local action on global issues. Participate in service activity.

Cr. 3. S. Prereq: AESHM 270, AESHM 275 or AESHM 287; junior classification
Principles and practices of human resource management relevant to human science-related organizations. Emphasis on entry-level manager's role.

AESHM 474. Entrepreneurship in Human Sciences.
(Dual-listed with AESHM 574). Cr. 3. S. Prereq: junior or senior status
Comprehensive approach to entrepreneurship including concepts of innovation, creativity, opportunity assessment, business planning. Focus on human sciences-related businesses: retail, service, hospitality, event, food-related, family-owned, rural, and community businesses. Interaction with entrepreneurs, market research, feasibility analysis, business proposals, and business/community outreach and consulting.

A M D 165. Dress and Diversity in Society. (SS)
Cr. 3. F.S.
Examination of diversity among consumers and forecasting future trends in consumer behavior. Introduction to social justice and responsibility issues.

A M D 362. Cultural Perspectives of Dress. (SS, I)
Cr. 3. Prereq: A M D 165 or 3 credits in anthropology, psychology, or sociology.
Analysis of multiple factors related to dress in selected societies, including technology, cultural identity, aesthetics, social organization, ritual, stability and change. Applications to apparel business.

A M D 467. Consumer Behavior. (SS)
Cr. 3. F. Prereq: A M D 165; AESHM 340; STAT 101 or STAT 104 or STAT 226;
Application of concepts and theories from the social sciences to the study of consumer behavior related to dress, textile and apparel products, and retail experiences. Experience in conducting consumer research.

ARCH 321. History of the American City. (AH, U)
(Cross-listed with DSN S). (Cr. 3. Prereq: Sophomore
Study of the development of the built environment and urban condition in the United States from the colonial period to today. Through the theme of infrastructure, primary attention is given to urban spatial organization, built form, technological change, regulatory and funding patterns, and social categories such as class, race, and gender.

BIOL 315. Biological Evolution.
Cr. 3. F.S. Prereq: BIOL 211, BIOL 211L, BIOL 212, BIOL 212L. Biol 313 recommended.
The mechanisms of evolution. Topics in microevolution: population genetics, natural selection, genetic variation, and adaptation. Macroevolution: speciation, extinction, phylogeny, and major evolutionary patterns.

BIOL 328. Molecular and Cellular Biology of Human Diseases.
Cr. 3. Prereq: BIOL 212
Survey of molecular, genetic and cellular aspects of human diseases. Fundamental concepts of cell biology and how they are linked to the pathologies of different classes of human diseases. Recent scientific advances with an emphasis on new methods of diagnosis and treatment.

Cr. 3. F. Prereq: BIOL 212
Ethological and sociobiological approaches to animal behavior. Genetic and developmental aspects of behavior, biological rhythms, orientation (including navigation, migration), communication, and social behavior (mating, aggression, parental care).
BIOL 355. Plants and People.  
Cr. 3. S. Prereq: Credit in BIOL 211 and BIOL 211L  
Uses of plants and fungi by humans and the importance of plants in the past, present and future. Discussion of fruits, vegetables, grains, herbs, spices, beverages, oils, fibers, wood, medicines, and drugs, in the context of their agricultural, cultural, and economic roles in modern societies. Emphasis on origins and worldwide diversity of culturally important plants, their characteristics, and uses.

BIOL 436. Neurobiology.  
Cr. 3. F. Prereq: BIOL 212  
Basic principles of brain function and development. Signaling of nerve cells, synaptic transmission, structure/function of ion channels and receptors, memory and synaptic plasticity, movement and central control, sensation and sensory processing, construction of neural circuits, early brain development, complex brain functions in health and disease.

CHIN 375. China Today.  
(AH, I)  
Cr. 3-4. S. Prereq: ENGL 250  
Focusing on contemporary society, culture, literature and the arts. All readings, discussions, and papers in English. Topics vary yearly.

CMDIS 286. Communicating with the Deaf. (U)  
(Cross-listed with LING). Cr. 3.  
Learn to communicate with the deaf using Signed English and Signed Pidgin English. Topics: types, causes, consequences of hearing loss, hearing technology (hearing aids, assistive listening devices, cochlear implants), education of hearing-impaired children, Deaf culture, history of manual communication.

CMDIS 471. Language Development.  
(Cross-listed with LING). Cr. 3.  
Prereq: CMDIS 275 or PSYCH 230 or ENGL 219 or LING 219  
Theories and developmental processes related to the components of language (semantics, syntax, morphology, phonology, and pragmatics); the development of metalinguistic knowledge; theories and developmental processes of reading.

COMST 101. Introduction to Communication Studies. (SS)  
Cr. 3.  
Intro to communication theory, development and functions of communication, survey of interpersonal, small group, organizational, and intercultural communication.

COMST 102. Intro to Interpersonal Communication. (SS)  
Cr. 3.  
Application of communication principles, theory, and research to process of interpersonal communication; includes verbal and nonverbal communication, listening, conflict management. Particular emphasis to using communication to manage interpersonal relationships.

COMST 214. Professional Communication.  
Cr. 3.  
Communication theory and skill development in organizational settings. Emphasis on interpersonal skill development, team and meeting facilitation, informational interviewing, individual & team presentations, self-assessment.

COMST 218. Conflict Management.  
Cr. 3.  
Exploration of communication theories, principles and methods associated with effective conflict management.

COMST 301. Human Communication Theory. (SS)  
Cr. 3. Prereq: COMST 101  
Examination of the major theories related to human communication; with particular emphasis on theories underlying interpersonal, small group, organizational, and intercultural communication.

CL PS 322. Leadership Styles and Strategies in a Diverse Society. (U)  
(Cross-listed with LAS). Cr. 3.  
Prereq: Sophomore  
Developing and practicing leadership skills through understanding personal leadership styles, leadership theory and communication theory, including how they relate to gender issues and cultural diversity; exploring personality types, communication styles, and leadership styles, networking and developing mentoring relationships; setting goals and participating in leadership opportunities and service.
CL PS 333. Women and Leadership. (U)
(Cross-listed with W S). Cr. 3. Prereq: Sophomore
Examine historical and contemporary barriers to and opportunities for women's leadership in a variety of contexts, including professions and public service. Examine theories of women's leadership, gender differences in leadership styles, and perceptions and expectations about women's leadership. Multiple perspectives will be highlighted.

(Cross-listed INFAS). Cr. 1. Basic concepts of practical computer and Internet security: passwords, firewalls, antivirus software, malware, social networking, surfing the Internet, phishing, and wireless networks. Intended for students with little or no background in information technology or security. Basic knowledge of word processing required. Satisfactory-fail basis only.

COM S 107. Applied Computer Programming. (M)
Cr. 3. F.S.
Introduction to computer programming for non-majors using a language such as the Visual Basic language. Basics of good programming and algorithm development. Graphical user interfaces.

COM S 207. Fundamentals of Computer Programming. (M)
(Cross-listed with MIS). Cr. 3. F.S. Prereq: MATH 150 or MATH 140/141/143 or higher
Intro to computer programming using an object-oriented programming language; good programming techniques & style. Practice in designing, implementing, debugging small programs. Use of abstract data types. Interactive and file I/O. Exceptions/error-handling. Not for com science, software/comp engineering, majors. Credit may not be applied toward graduation for both Com S 207/MIS 207 and Com S 227.

CJ ST 340. Deviant and Criminal Behavior. (SS)
(Cross-listed with SOC). Cr. 3. S.SS. Prereq: SOC 134 Theory and research on the etiology of types of social deviance; issues relating to crime, antisocial behavior and social policies designed to control deviant behavior.

CJ ST 403. Criminal Offenders. (SS)
Cr. 3. F.S. Prereq: CJ ST 240 or CJ ST 241 Introduction and overview of criminal offenders. Theory and research on epidemiology, offender typologies, etiology of violence, recidivism, societal costs, correctional supervision, treatment, and prevention of serious antisocial behavior.

ECON 234. Small Business Management.
Cr. 3. Prereq: ECON 101
Intro to small business management, entrepreneurship, and economics utilizing a series of case studies. Exploration of issues related to starting or acquiring a new business and development of knowledge and skills for successful management of a small business, with an emphasis on agricultural business.

ECON 313. Economics of Sports. (SS)
Cr. 3. Prereq: ECON 101 Application of economics to sports, including franchising; rival leagues, barriers to entry; cooperative, competitive, and collusive behavior; player productivity & compensation; contracts, unions, and discrimination; antitrust, taxation, and subsidies. Supply and demand, labor economics, pricing, public finance, production, game theory, and industrial organization.

ECON 320. Labor Economics. (SS, I)
Cr. 3. Prereq: ECON 101 Economic analysis of contemporary domestic and international labor market including labor supply and demand, unemployment, and employment in the U.S. and elsewhere; investments in and returns to education, training, health, immigration and migration; income inequality; labor productivity; out-sourcing and global competitiveness; work incentives; compensation including benefits; labor policies (minimum wages, overtime pay, discrimination, unions, and immigration).

ECON 321. Economics of Discrimination. (SS, U)
(Cross-listed with W S). Cr. 3. Prereq: ECON 101 Economic theories of discrimination. Analysis of economic problems of women and minorities in such areas as earnings, occupations, unemployment. Public policy concerning discrimination. Poverty measurement & antipoverty programs in the U.S.
ENGL 219. Introduction to Linguistics.
(Cross-listed with LING). Cr. 3.
F.S. Prereq: Sophomore
Introduction to linguistic concepts and principles of linguistic analysis with English as the primary source of data. Sound and writing systems, sentence structure, vocabulary, and meaning. Issues in the study of usage, regional and social dialects, language acquisition, and language change.

ENT 374. Insects and Our Health. (NS, I)
(Cross-listed with MICRO). Cr. 3.
S. Prereq: 3 credits in biological sciences
Identification, biology, and significance of insects and arthropods that affect the health of humans and animals, particularly those that are vectors of disease.

ENSCI 250. Environmental Geography.
(Cross-listed ENV S). Cr. 3.
The distribution, origins and functions of the earth's physical systems and the spatial relationship between human activity and the natural world.

ENV S 173. Environmental Biology. (NS)
(Cross-listed BIOL). Cr. 3.
An introduction to the structure and function of natural systems at scales from the individual to the biosphere and the complex interactions between humans and their environment. Discussions of human population growth, biodiversity, sustainability, resource use, and pollution. Does not satisfy biology major requirements.

ENV S 345. Population and Society. (SS, I)
(Cross-listed with SOC). Cr. 3.
F. Prereq: SOC 134
Human population growth and structure; impact on food, environment, and resources; gender issues; trends of births, deaths, migration; projecting future population; population policies and laws; comparison of the United States with other societies throughout the world.

EVENT 271. Introduction to Event Management.
Cr. 3.
F.S.SS. Prereq: HRI 101
Overview of event management industries. Techniques and procedures required for producing successful and sustainable events.

EVENT 371. Conference and Meeting Planning.
Cr. 3.
F.S. Prereq: EVENT 271
App of event management principles to conference planning, trade shows, conventions focusing on budget, resource allocation, promotion, hospitality, and professional development.

FS HN 167. Introduction to Human Nutrition. (NS)
Cr. 3.
F.S.SS. Prereq: High school biology or 3 cr of biol
Understanding and implementing present day knowledge of nutrition. Role of nutrition in the health and well being of individual and family.

(Cross-listed with BIOL). Cr. 3.
F.S.SS. Prereq: BIOL 211&212L, BIOL 212&212L
Introduction to the principles of transmission and molecular genetics of plants, animals, and bacteria. Recombination, structure and replication of DNA, gene expression, cloning, quantitative and population genetics. Students may receive graduation credit for no more than one of the following: Gen 260, Gen 313 and 313L, Gen 320, Biol 313 and 313L, and Agron 320.

Cr. 3.
F.S.SS. Prereq: BIOL 313 or GEN 313
Fundamental concepts and current issues of human genetics. Human chromosome analysis, pedigree analysis, gene mapping, the human genome project, sex determination, genetics of the immune system, genetics of cancer, gene therapy, the genetic basis of human diversity, eugenics.

Cr. 3.
Basic principles of visual communication that contribute to the successful comprehension of intended visual messages; including promotional messages, corporate branding and marketing campaigns, & informational messages used in computer interface design or in the clear presentation of diagrammatic data. Emphasis is placed on sensitivity to diversity of intended American or global audience, and cross-cultural differences that may affect the ways that visual messages are interpreted. Methods for creating brand experiences are explored as they apply to both small and large enterprises, ranging from personal brand to corporate brand identities.
H S 110. Personal and Consumer Health.
Cr. 3. F.S.
Physical, mental, emotional, social aspects of health as basis for understanding & preventing health problems. False and misleading advertising, effects of cultists and faddists. Legislation and agencies concerned with consumer protection and health insurance.

H S 215. Drug Education.
Cr. 3. F.S. Prereq: PSYCH 101 or PSYCH 230
Discussion of use, abuse and addiction of mood modifying substances. Includes study of tobacco, alcohol, other drugs.

Cr. 3. F.S. Prereq: H S 110
Introduction to community health problems, programs of prevention, environmental health agencies, and health services. Study of local, state, and national community health agencies, their purposes and functions.

HRI 101. Introduction to the Hospitality Industry.
Cr. 3. F.S.
Intro to foodservice, lodging, and tourism components of the hospitality industry. Background information, current issues, and future challenges.

HD FS 227. Adolescent and Emerging Adulthood.
Cr. 3. F.S. Prereq: HD FS 102 or PSYCH 230
Physical, cognitive, and socioemotional development of adolescents and young adults in the context of family, relationships, and culture.

HD FS 234. Adult Development and Aging.
(Cross-listed with GERON). Cr. 3. S. Prereq: HD FS 102
Introductory exploration of the health, individual and social factors associated with adult development including young adulthood, middle age and older adulthood. Information is presented from a life-span developmental framework.

HD FS 249. Parenting and Family Diversity Issues. (U)
Cr. 3. F.S.
Parenting practices and family relationships across the lifespan. Practical knowledge and techniques about how to be an effective parent. Diverse families, discipline, and parent education programs.

HD FS 270. Family Communications and Relationships.
Cr. 3. F.S. Alt. SS., odd-numbered years. Prereq: HD FS 102 or PSYCH 230
Family communication and its functions to develop, maintain, enrich and limit family relationships. Family theories related to communication and ethical considerations when working with families.

HD FS 276. Human Sexuality. (SS, U)
Cr. 3. F.S.SS.

HD FS 360. Housing and Services for Families and Children. (U)
Cr. 3. F. Prereq: 6 cr soc sci
Approaches to and assessment of housing and services that assist those with special needs including those with disabilities, low-income, children at risk, single-parents, and the homeless. Emphasis on community settings; e.g., residential facilities, group housing, shelters and transitional housing.

HD FS 367. Abuse and Illness in Families.
Cr. 3. F.S. Alt. SS., even-numbered years. Prereq: HD FS 102 or PSYCH 230
Causes and consequences of family stressors including physical, sexual, and emotional abuse; substance abuse; and mental and physical illness across the life span. Interplay between victims, offenders, and the treatment system.

HD FS 373. Death as a Part of Living.
(Cross-listed with GERON). Cr. 3. F.S. Alt. SS., even-numbered years. Prereq: HD FS 102
Consideration of death in the life span of the individual and the family with opportunity for exploration of personal and societal attitudes.

HD FS 377. Aging and the Family. (SS, U)
(Cross-listed with GERON). Cr. 3. F. Alt. SS., odd-numbered years. Prereq: HD FS 102
Interchanges of the aged and their families. Emphasis on role changes, social interaction, and independence as influenced by health, finances, life styles, and community development.
ARTID 251. Human Factors in Design.  
Cr. 3. F.  

JL MC 101. Mass Media and Society. (SS)  
Cr. 3. F.S.SS.  
Communication theory models and their application to the mass media; the mass communication process; organization, characteristics and responsibilities of the mass media; media literacy process.

Cr. 2. F.S.  
Coverage of behavioral skills needed to adopt and maintain lifestyles conducive to fitness and wellness. Provides students with knowledge and skills needed to adopt and maintain healthy lifestyles. Includes self-assessments and content on physical activity, nutrition, weight control, stress management and other lifestyle behaviors related to health. For non-kinesiology majors.

KIN 365. Sport Psychology.  
Cr. 3. F.S. Prereq: PSYCH 101 or PSYCH 230  
Psychological factors that influence performance in sport settings. The influence of personality, anxiety, motivation, social factors, and psychological skills training.

KIN 366. Exercise Psychology.  
Cr. 3. F.S.SS. Prereq: PSYCH 101 or PSYCH 230  

KIN 372. Motor Control and Learning Across the Lifespan.  
Cr. 3. F.S.SS. Prereq: PSYCH 101 or PSYCH 230, BIOL 255, BIOL 256  
Introduction to major concepts of neuromotor control, behavioral motor control and motor learning in the child, adult and older adult, with emphasis on the adult system.

KIN 467. Exercise and Health: Behavior Change. (Dual-listed with KIN 567). Cr. 3. S. Prereq: Introductory course with emphasis on exercise psychology (i.e., KIN 366 or equivalent)  
Advanced analysis of theoretical health behavior models and their application to physical activity behavior. Includes practical techniques, tools and interventions (e.g., counseling skills, motivational interviewing) to enhance exercise prescription and motivation, and considerations for working with special populations.

L A 274. The Social and Behavioral Landscape. (U)  
(Cross-listed DSN S). Cr. 3. S. Exploration of social and behavioral factors pertinent to design of the domestic, civic, and commercial landscape. Focus on working familiarity with design principles as they relate to the behavior and activities of people across a broad demographic and cultural spectrum; application of these principles to design of outdoor environments. Lectures and discussions, including group exercises and field trips.

LING 119. Introduction to World Languages. (AH, I)  
(Cross-listed with WLC). Cr. 3. Study of language diversity and the personal, social and political effects of diversity. Language families, attitudes toward language and language use, language and culture, multilingualism, foreign language learning, written codes, official languages, and language policy.

LING 305. Language, Thought and Action. (SS)  
(Cross-listed with SP CM). Cr. 3. Prereq: ENGL 250  
The study of symbolic processes and how meaning is conveyed in words, sentences, and utterances; discussion of modern theories of meaning; and an exploration of relationships among language, thought and action.

LING 422. Women, Men, and the English Language. (AH, U)  
(Cross-listed with ENGL, W S). Cr. 3. S. Prereq: ENGL 219 or LING 219  
The ways men and women differ in using language in varied settings and the ways in which language both creates and reflects gender divisions.
MGMT 310. Entrepreneurship and Innovation.
Cr. 3. F.S. Prereq: Sophomore
Review of the entrepreneurial process with emphasis on starting a new business. How to analyze opportunities, develop an innovative product, organize, finance, market, launch, and manage a new venture. Deals with the role of the entrepreneur and the importance of a business plan. Speakers and field project.

Cr. 3. F.S.SS. Prereq: ECON 101 or ECON 102 or equivalent
A management functions approach is used to explain what managers do in organizations; how they deal with external constituents, how they structure their companies, and how they deal with employees. A contingency approach is used as a framework for understanding how to increase the effectiveness and efficiency of organizations in today's dynamic, highly competitive business environment.

MGMT 371. Organizational Behavior.
Cr. 3. F.S. Prereq: MGMT 370
The study of individual attributes, interpersonal relations, and employee attitudes in organizations. Instructional emphasis is placed on how management concepts such as reward systems, job design, leadership, teams, etc., can be used to manage employee attitudes and behavior.

Cr. 3. F.S. Prereq: Credit or enrollment in MKT 447
Principles, concepts, problems involved in development and implementation of promotional strategies. Coordination of a variety of promotional elements: advertising, sales promotion, direct marketing, public relations and publicity of web communications, and personal selling.

MKT 447. Consumer Behavior.
Cr. 3. F.S. Prereq: MKT 340
Study of how consumers select, purchase, use, and dispose of goods and services. Includes analyses of how markets and others influence these processes. Application of concepts and methods of the behavioral sciences to marketing management decision making.

MUSIC 265. Music in Elementary Education.
Cr. 2. F.S. Prereq: HD FS 102 or PSYCH 230
Experiencing and understanding fundamentals of music through singing, playing classroom instruments, body movement, reading notation, listening, creative activities. Developing lesson plan strategies, exploring multicultural musics, integrating music with other subjects in the elementary classroom, and evaluating aspects of musical learning.

PHIL 230. Moral Theory and Practice. (AH)
Cr. 3. F.S. Prereq: PHIL 201 or PHIL 230
Investigation of moral issues in the context of major ethical theories of value and obligation; e.g., punishment, abortion, economic justice, job discrimination, world hunger, and sexual morality. Emphasis on critical reasoning and argument analysis.

PHIL 235. Ethical Issues in A Diverse Society. (AH, U)
Cr. 3. S.
This course will examine a range of arguments on diversity issues. Topics will include: the social status of women, the moral status of sexuality and homosexuality, the nature and role of racism in contemporary society, the relationship between biology, gender roles and social status, and various proposals for change from a variety of political perspectives.

PHIL 331. Moral Problems in Medicine. (AH)
Cr. 3. Alt. S., offered odd-numbered years. Prereq: PHIL 230 or junior classification
In-depth study of some of the central moral problems arising in medicine, e.g., abortion, euthanasia, patients' rights, health care professionals' duties and responsibilities, allocation of medical resources. Major moral theories will be examined and applied.

PHIL 332. Philosophy of Law. (AH)
(Cross-listed with CJ ST). Cr. 3. F.S. Prereq: PHIL 201 or PHIL 230
Extent of our obligation to obey the law; what constitutes just punishment; how much of the immoral should be made illegal? Relation of these questions to major theories of law and the state. Discussion of such concepts as coercion, equality, and responsibility.
PHIL 333. Family Ethics. (AH)
Cr. 3. Alt. S., odd-numbered years. Prereq: 3 credits in phil
Moral dimensions of marriage and love, parent-child relations, domestic work, moral education. Can parents and children be friends? What do children "owe" their parents? Is there a feminist mode of moral thinking?

POL S 305. Political Behavior. (SS)
Cr. 3. F. Prereq: Sophomore classification
Empirical theories and descriptions of political behavior, including decision-making, opinion, and attitudes, with an emphasis on groups and political elites.

POL S 306. Public Opinion and Voting Behavior. (SS)
Cr. 3. S. Prereq: 6 credits in political science or sophomore classification
Formation of political opinions and attitudes, political participation, voting behavior of general public, their influences on American politics; polling as a means of assessing public opinions and behaviors.

PR 305. Publicity Methods.
Cr. 3. F.S. Prereq: ENGL 250, Sophomore classification
Communication and publicity fundamentals and the use of media for publicity purposes. Not available to Greenlee School majors.

RELIG 210. Religion in America. (AH, U)
Cr. 3. F.S.SS.
Introductory study of the major beliefs, practices, and institutions of American Judaism, Catholicism, Protestantism, and Islam with emphasis on the diversity of religion in America, and attention to issues of gender, race, and class.

SOC 327. Sex and Gender in Society. (SS, U)
(Cross-listed with W S). Cr. 3. F.S.SS. Prereq: SOC 134
How the biological fact of sex is transformed into a system of gender stratification. Demographics and social positions of women and men in family, education, media, politics, economy. Theories of the social-psychological and sociological bases for behavior and attitudes of women and men. The relationship between gender, class, and race.

SOC 328. Sociology of Masculinities and Manhood. (SS, U)
(Cross-listed with W S). Cr. 3. S. Prereq: SOC 134 or WS 201
Examination of socially constructed and idealized images of manhood, nature of social hierarchies and relations constructed on basis of imagery, ideologies, and norms of masculinity. Theories on gender (sociological, psychological, and biological). Attention given to theory and research on gender variations among men by race, class, ethnicity, sexual orientation, physical ability and age.

SP CM 212. Fundamentals of Public Speaking.
Cr. 3. F.S.SS.
Theory and practice of basic speech communication principles applied to public speaking. Practice in the preparation and delivery of extemporaneous speeches.

SP CM 275. Analysis of Popular Culture Texts. (AH)
(Cross-listed with ENGL). Cr. 3. F.S. Prereq: Credit in or equivalent of 250
Analysis of how information and entertainment forms persuade and manipulate audiences. Study of several forms that may include newspapers, speeches, television, film, advertising, fiction, and magazines. Special attention to verbal and visual devices.

WS 425. Intersections of Race, Class and Gender. (Dual-listed with WS 525). Cr. 3. Prereq: WS 201 and one additional WS course
Race, ethnicity, class and gender distinctions and intersections lead to inequitable distributions of power, social well-being, and resources. Explores how inequities are institutionalized and how multiple identities are experienced by women in daily life.