



Study in Ecuador, Blue Hill College
Course Catalog

Please note all courses subject to change and availability

All courses, except Spanish classes, are taught in English. Some courses are only available Fall or Spring Semester; please contact World Endeavors for more information about specific timetables and pre-requisites.

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| ACG 2021 | Principles of Accounting I | 3 | Prerequisite: Sophomore standing Introduction to financial accounting concepts. Emphasis is placed on the accounting cycle. |
| ACG 2071 | Principles of Accounting II | 3 | Prerequisite: ACG 20021 Introduction to managerial accounting concepts. Emphasis is placed on use of accounting information in decision making. |
| ADV 3000 | Principles of Advertising | 3 | Prerequisite: Junior standing Broad survey of basic advertising in marketing contexts. Includes advertising management, social & buyer issues, creative & media strategy, agency, and domestic and global aspects. |
| BSC 1010 | Biological Principles | 3 | A comprehensive treatment of biological principles, including the scientific methods, evolution and natural selection, cell biology, energy transformation, development, genetics and molecular biology. |
| BUL 4421 | Business Law | 3 | Prerequisites: junior standing Contracts, agency matter applies to all business fields of study. |
| CPO 4303 | Latin American Politics | 3 | (Political Science Dept. course) |
| ECO 2013 | Macro Economics | 3 | Prerequisite: Sophomore standing Introduction to the modern theory of income determination, with emphasis on monetary and fiscal policies to achieve full employment and economic growth. |
| ECO 2023 | Micro Economics | 3 | Prerequisite: Sophomore standing Introduction to the determination of prices in a market economy and to the concepts of scarcity and the role of prices in distributing incomes. |
| ECO 4223 | Money and Banking | 3 | Prerequisites: ECO 2013 and ECO 2023, or ECO 3003, or equivalent. An examination of the roles of money and credits our economy, emphasizing the impact of monetary factors on income and prices. |
| ECO 4713 | International Monetary Economics | 3 | Prerequisites: ECO 2013 and ECO 2023, or ECO 3003, or equivalent. The international monetary system with special emphasis on |

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| | | | the balance of international payments, exchange rates and adjustment problems, and the world's debt problem. |
| ENC 1101 | College Writing I | 3 | Reading examples of effective expository prose and writing essays practicing the forms of rhetoric. |
| ENC 1102 | College Writing II | 3 | A continuation of College Writing I. |
| ENC 3213 | Writing for Management | 3 | Prerequisite: ENC 1102 Prepares the student to write professionally in support of management objectives for audiences within and outside a corporation or nonprofit enterprise. Some projects designed in consultation with departments of the Business School. Proofreading skills stressed |
| ENC 3310 | Advanced Exposition | 3 | Prerequisite: ENC 1102 A study of rhetorical techniques, including principles of classical rhetoric. |
| FIN 3403 | Principles of Financial Management | 3 | Prerequisites: ACG 2021, ACG 2071, and junior standing. Survey of Financial Management, including capital budgeting, cost of capital and financial analysis. |
| FIN 4303 | Financial Institutions | 3 | Prerequisites: FIN 3403 An examination of commercial banks and other financial intermediaries, in their relationship to the money and capital markets and to their interaction in the channeling of saving into investment. |
| FIN 4424 | Advanced Managerial Finance | 3 | Prerequisite: FIN 3403 Advanced techniques of financial analysis for dealing with the problems of a business, including budgeting of financial resources, cost of funds, capital structure, mergers, consolidations liquidation, risk analysis, and other aspects of financial planning and control. Integrating cases are used. |
| FIN 4624 | International Finance | 3 | Prerequisites: FIN 3403 A study of financing international trade. The transfer of international payments, trades and payments, trade and payment restrictions, foreign exchange rates and investment. A survey of the European Economic Community and developing nations with particular attention to the Caribbean and South America. |
| ISM 2000 | Information Systems Fundamentals | 3 | Prerequisite: College Algebra Introduction to data processing concepts and beginning use of representative microcomputer software packages. |
| ISM 3011 | Management Information Systems | 3 | Prerequisites: ISM 2000 or equivalent and junior standing. Essentials and management of information systems resources; information system in the organization: social implications: use and evaluation of common microcomputer software packages. |
| ISM 3232 | Intermediate Business Programming | 3 | Prerequisite: ISM 2000 An examination of the underlying structure of computer systems. Digital logic and computer hardware, operating system functions, algorithms, and introduction to programming in C and assembly languages. |
| ISM 4234 | Object-Oriented Application | 3 | Programming Prerequisites: ISM 3232 Introduction to algorithms and object-oriented language (e.g. C++ or JAVA). Topics include collections (e.g., arrays, linked lists, stacks), programming techniques (e.g., iteration, |

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| | | | recursion) and common algorithms (e.g., hashing, sorting). |
| LAH 3200 | Modern Latin American History | 3 | Studies the Latin American republics from the wars of independence to the present. Major problems facing the region studied in their historical context. |
| LAS 2000 | Introduction to American Studies | 3 | Beginning course for Latin American Studies curriculum. Serves as an introduction to the methodologies of the field and describes life in Latin America. Required for Latin American Studies students. |
| MAC 1105 | College Algebra | 3 | Prerequisite: Intermediate Algebra Linear and quadratic functions, systems of equations and inequalities, polynomial function and equations, complex numbers rational exponents and radicals, matrices and determinants, exponential and logarithmic functions. |
| MAC 2233 | Methods of Calculus | 3 | Prerequisite: College Algebra A descriptive and intuitive introduction to the methods and applications of differentiation and integration. Primarily for social science and business administration majors |
| MAC 2242 | Life Science Calculus II | 3 | Gordon Rule, computational Prerequisite: Life science Calculus I Continuation of the topics listed under Life Science Calculus I, examples and other topics of interest to Biology and Psychology students. |
| MAC 2311 | Calculus with Analytic Geometry I | 4 | Prerequisites: MAC 1147, or MAC 1140 and MAC 1114, and passing grade or pretest. Continuity, differentiability, differential approximation, optimization and curve sketching of functions and inverse functions of a single variable, including treatment of trigonometric functions. Mean value theorem and L’hopital’s Rule. Introduction to integration. |
| MAN 3025 | Introduction to Management and Organizational Behavior | 3 | Prerequisites: Junior standing An introduction to managerial principles including planning, organizing, staffing, leadership and control techniques. A behavioral science foundation of individual needs, motivation and group processes will be utilized. |
| MAN 3506 | Operations Management (Production) | 3 | Prerequisites: MAN 3025 and QMB 3600 A descriptive and introductory course in the fundamentals of operations management. Students will be introduced to the basic concepts and techniques of managing operations both in manufacturing and non-manufacturing sectors. Includes product and process design, demand forecasting, facilities layout and location, materials management, inventory management, production planning and quality assurance. The international aspects of operations are highlighted wherever appropriate, as is the role of management information systems in operation management. |
| MAN 4301 | Personnel Administration | 3 | Prerequisites: MAN 3025 Covers all aspects modern personnel administration including selection, training, appraisal, compensation, incentives and discipline. Will be taught from the viewpoint of management generalist as well as those planning a career in personnel. |
| MAN 4600 | International Business | 3 | Prerequisite: Junior standing International dimensions of American enterprise. Examination of businesses, overseas organizations, operation, |

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| | | | and problems of conducting international business. |
| MAN 4720 | Global Strategy and Policy | 3 | Prerequisites: Completion of core requirement and senior standing. This is the capstone course for all majors. In this class, students will explore the competitive environment on a global, examine all external factors that affect the firm domestically and globally, and provide solutions that include globalization as a strategy option. |
| MAR 3023 | Marketing Management | 3 | Prerequisites: junior standing, microeconomics and macroeconomics . Channels of distribution, price policies, promotion, consumer demand, product planning, the role of government in marketing, and the social evaluation of marketing. |
| MAR 4242 | International Marketing Management | 3 | Prerequisite: MAR 3023 An introductory course designed for designed for non-International Business majors that examines the international business and marketing environment and international marketing management. (Not available for credit toward major in International Business). |
| MAR 4243 | International Marketing | 3 | Prerequisites: MAR 302 An examination of the new developments in the ever changing field of international marketing, including foreign marketing in the United States. A study of selected specified products, activities and market areas. |
| PHI 1012 | Reason and Value | 3 | Prerequisites: College Writing I with grade of "C" or better. Introduction to principles of philosophical thinking through examination of fundamental issues in philosophy, with emphasis on strengthening student's writing skills. |
| PHI 2100 | Critical Thinking | 3 | (6,000 words of writing) Introduction to the principles and practice of critical thinking as it occurs in a variety of social settings. Emphasis is placed on sound methods of fixing belief and determining values. |
| PHY 2048 | General Physics I | 4 | Prerequisite: MAC 2311 For science majors. The fundamental laws and phenomena of mechanics, fluids, heat, wave motion and sound. Emphasis on mathematical analysis of physical problems. |
| PHY 2049 | General Physics II | 4 | Prerequisite: PHY 2048 and MAC 2312 For science majors. The fundamental laws and phenomena of electricity and magnetism, optics, modern physics. Emphasis on mathematical analysis of physical problems. |
| PHY 2037 | Physics For Engineers I | 3 | Prerequisite: MAC 2311 For engineering majors. The fundamental laws and phenomena of mechanics, fluids, and heat. Emphasis on mathematical analysis of physical problems. |
| PHY 2044 | Physics For Engineers II | 3 | Prerequisite: MAC 2312, PHY 2043 For engineering majors. The fundamental laws and phenomena of electricity, magnetism, and optics. Emphasis on mathematical analysis of physical problems. |
| PSY 1012 | General Psychology | 3 | An appraisal of the of the antecedents and determinants of human behavior with special reference to individual differences, perception, learning and personality formation. |
| QMB 3600 | Quantitative Methods in Administration | 3 | Prerequisites: MAC 2233, STA 2023 and junior standing. Introduction to basic mathematical and statistical methods and model for administrative problem solving and decision making , |

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| | | | Includes such topics as decision making under conditions of risk, inventory theory, linear programming, networks and queuing. |
| SPC 2601 | Public Speaking | 3 | Theory and practice in the common forms of public address. Six presentations are required. |
| SPN 1120 | Beginning Spanish Language and Culture I | 4 | |
| SPN 1121 | Beginning Spanish Language and Culture II | 4 | Prerequisite: SPN 1120 or equivalent Emphasis on speaking and aural comprehension. Practice in reading and writing. For students with little or no experience in the language. Not open to native speakers or equivalent. |
| SPN 2203 | Intermediate Spanish Language and Culture I | 4 | Prerequisite: SPN 1120 or equivalent |
| SPN 2204 | Intermediate Spanish Language and Culture II | 4 | Prerequisite: SPN 2203 or equivalent Continuation of emphasis on communication skills, with special attention to grammar review. Not open to native speakers or equivalent (who may substitute SPN 2342). |
| SPN 2240 | Intermediate Spanish Conversation | 4 | Prerequisite: SPN 1121 or equivalent Emphasis on aural comprehension and speaking facility, practice using topical materials. Not open to native speakers or equivalent. |
| SPN 2342 | Spanish for Bilinguals I | 3 | Open only to bilingual Hispanic background students raised and educated in the U.S. and whose knowledge of written and formal Spanish is lacking or incomplete. Development of reading and writing skills, vocabulary, and awareness of style, with a focus on the formal standard language for general and professional use. |
| SPN 2952 | Spanish Language and Culture Study Abroad | 1-4 | Prerequisite: Sophomore standing Credits for enrollment in approved study abroad programs. |
| STA 2023 | Introductory Statistics | 3 | Prerequisite: MAC 1105 An introductory course covering descriptive statistics, probability, binomial and normal distributions, sampling distributions and hypothesis test, and sampling procedures. Laboratory required. |
| STA 3163 | Intermediate Statistics | 2 | Gordon Rule, computational Prerequisite: STA or equivalent; STA 3163L. An introduction to large-sample estimation and test of hypotheses; t-test; chi-square tests; one-way ANOVA; linear and multiple regression; experimental designs, Laboratory required. |
| SYG 1000 | Introductory Sociology | 3 | An introduction to the major principles, concepts, theories and methods of sociology. |