PROFESSIONAL STUDIES  
(PST)

PST 1000 - Learning Strategies and Processes  
Credit(s): 3 Credits  
This course explores the various functions that comprise the complex task of learning. Theories of development, motivation, intelligence, information processing, learning styles, behaviorism, and problem solving will be presented. Personal and environmental factors associated with academic and workplace success will be examined. Application of course content will enable students to use a variety of resources to become more self-directed, effective, efficient learners.  
Restrictions:  
Enrollment limited to students in the Schl for Professional Studies college.  
Attributes: Prof. Studies Students Only

PST 1900 - Survey of Economics  
Credit(s): 3 Credits  
Analysis of how individuals, firms and nations make choices given limited resources. Determinants of decision making in market economies. The political economy of income, employment, and inflation in the aggregate. The role of government and the Federal Reserve.  
Restrictions:  
Enrollment limited to students in the Schl for Professional Studies college.  
Attributes: Prof. Studies Students Only

PST 2930 - Special Topics  
Credit(s): 3 Credits (Repeatable for credit)

PST 3100 - Accounting Concepts for Professionals  
Credit(s): 3 Credits  
An introduction to major concepts in the areas of financial and managerial accounting. Students will gain a deeper understanding of financial statements, accounting mechanics, accrual accounting, financial planning, variance analysis, internal controls and financial analysis. The final course project will require students to utilize knowledge and skills in the area of financial and managerial accounting to manage the financial data of a fictional organization.  
Prerequisite(s): CMMK 1210; ENGL 2005  
Restrictions:  
Enrollment limited to students in the Schl for Professional Studies college.  
Attributes: Prof. Studies Students Only

PST 3200 - Human Resources in Orgs  
Credit(s): 3 Credits  
An examination of human resource management functions. Students will gain a deeper understanding of the legal environment and equal employment opportunities; job design and analysis; recruiting, orientation, and training; performance appraisal; compensation systems; labor relations; collective bargaining and grievance processes; and health and safety in the workplace. The final course project will require students to conduct in-depth research in the area of human resource management (HRM) and apply HRM theory and research to a not-for-profit organization.  
Prerequisite(s): CMMK 1210; ENGL 2005  
Restrictions:  
Enrollment limited to students in the Schl for Professional Studies college.  
Attributes: Prof. Studies Students Only

PST 3300 - Legal issues in Organizations  
Credit(s): 3 Credits  
An introduction to the nature, formation and application of law in the U.S. legal system. Topics will include American public law; federal/state/local law governing business and industry; torts and contracts; litigation and arbitration; regulatory law; labor and employment law; compensation law; consumer protection; law as it relates to profit/nonprofit and public/private sector organizations. Students will apply course content and case law to a real world legal issue in the completion of an augmented closed brief.  
Prerequisite(s): CMMK 1210; ENGL 2005  
Restrictions:  
Enrollment limited to students in the Schl for Professional Studies college.  
Attributes: Prof. Studies Students Only

PST 3400 - Marketing Strategies in Orgs  
Credit(s): 3 Credits  
An analysis of the fundamental principles and strategies of marketing. Students will gain an understanding of the functional role of marketing within an organization and within the expanding global economy. Students will gain a deeper understanding of the external and internal variables that affect Marketing; eCommerce marketing; the roles of advertising, public relations, and sales; Integrated Marketing’s role in the 21st century; and Strategic Marketing Planning. Students will integrate knowledge and skills acquired throughout the course with outside sources and information in order to develop an integrated marketing plan for an organization.  
Prerequisite(s): CMMK 1210; ENGL 2005  
Restrictions:  
Students with a classification of Freshman or Sophomore may not enroll.  
Enrollment limited to students in the Schl for Professional Studies college.  
Attributes: Prof. Studies Students Only
PST 4900 - Social Science Research Method  
Credit(s): 3 Credits  
Social Science Research Methods is designed to initiate the student to current social and policy research technologies and practices. In this course the student will engage in the study of both quantitative and qualitative approaches to social science research using a systematic process. Issues in criminal justice, public policy and administration, and urban planning will be the primary focus of research and cases. Major theories and concepts in social science and policy research applicable to these topics, as well as selected student projects, will be addressed through lectures, readings from the text, audio/visual presentations, class discussions, cases, and practice exercises. This course will provide the student with opportunities to think critically about social science and policy research and possible solutions to current problems confronting the criminal justice system, public policy decision-makers and social science research professionals.  
Prerequisite(s): CIS 2850  
Restrictions:  
Enrollment limited to students in the Schl for Professional Studies college.  
Attributes: Prof. Studies Students Only