

ACC 221 #22043 **Financial Accounting Cycle**

Sept 29 – Oct 30

This course serves as a "bridge" between the introductory level user-focused accounting course and the financial reporting courses that are central to the accounting major. The course is conducted as a self-study online course facilitated by a self-study guide, related self-study software and on-line quizzes. The course reviews the complete accounting cycle: the journal entries for typical business transactions including adjusting and closing entries, and the preparation of accounting statements. The course must be completed prior to or concurrent with enrollment in ACC 301/501. Prerequisite: ACC 110 or MBA 502. A \$22 charge will be added to this course for additional faculty support. Final examinations will be proctored at USM. A USM online course fee of \$25.00 per credit hour will be charged for this course. <http://www.courses.maine.edu> CR1. Prof. Jeffrey Gramlich

ACC 301 #30573, #30574 **Financial Reporting I**

An examination of the conceptual framework, the primary financial statements, and the methods and rationale for recording and reporting assets. Emphasis is on the effect of present and potential economic events on the financial statements. The course discusses the advantages, limitations, and deficiencies associated with generally accepted accounting principles in connection with presenting decision-useful information. Online contemporaneous computer use of Elluminate software required. Computers are available at centers statewide and at sites by appointment. Prerequisites: ACC 110, ACC 211, ACC 221 (or concurrent), and junior standing. A USM online course fee of \$25.00 per credit hour will be charged for this course. Students in this course will be assessed a School of Business Specialty Accreditation Fee of \$9/credit hour. Students should register through the USM School of Business, 1-800-800- 4876 Extension 4020 or 780-4020. Students will need to have audio headsets with microphone capacity. See <http://usm.maine.edu/computing/resources/illuminate/>. A substantial portion of this course will be conducted synchronously online. Students will need to be available online on Mondays and Wednesdays from 2:45-4pm (Class number 30573) or from 5:30-6:50pm Mondays and Wednesdays (Class number 30574) <http://www.courses.maine.edu> CR3. Prof. Jeffrey Gramlich

ACC 501 #30575, #30577 **Financial Reporting I**

An examination of the conceptual framework, the primary financial statements, and the methods and rationale for recording and reporting assets. Emphasis is on the effect of present and potential economic events on the financial statements. The course discusses the advantages, limitations, and deficiencies associated with generally accepted accounting principles in connection with presenting decision-useful information. Online contemporaneous computer use of Elluminate software required. Computers are available at centers statewide and at sites by appointment. Prerequisites: ACC 110, ACC 211, ACC 221 (or concurrent), and junior standing. A USM online course fee of \$25.00 per credit hour will be charged for this course. Specialty Accreditation fee of \$50/ credit hour will be assessed for this course. Students must be either

admitted to the USM MBA program or meet the MBA admission index of 1100 or higher with GMAT of 500 or higher. Index is undergraduate GPA x 200 + GMAT. Students will need to have audio headsets with microphone capacity. See <http://usm.maine.edu/computing/resources/illuminate/>. A substantial portion of this course will be conducted synchronously online. Students will need to be available online on Mondays and Wednesdays from 2:45-4pm (Class number 30575) or from 5:30-6:50pm Mondays and Wednesdays (Class number 30577) <http://www.courses.maine.edu> CR3. Prof. Jeffrey Gramlich

BUS 357 #36928, #38430 **Triple Bottom-Line Marketing**

Visionary business leaders - eyeing the end of the fossil-fuel era and other global trends - recognize the need to rethink business. How can marketers manage for the triple bottom line of financial, environmental, and social performance? This asynchronous, on-line course begins with an exploration of sustainable business (i.e., the pursuit of profits without causing pollution or social inequity). The course ends by examining green consumer behavior and the interrelationship between environmental issues and marketing strategy. Online computer use required. Computers are available at centers statewide and at sites by appointment. Prerequisite: junior standing and BUS 260 (marketing) or instructor's permission. Students in this course will be assessed a School of Business Specialty Accreditation Fee of \$9/credit hour. Students should register through the USM School of Business, 1-800-800- 4876 Extension 4020 or 780-4020. A USM online course fee of \$25.00 per credit hour will be charged for this course. <http://www.courses.maine.edu> CR3. Prof. Nancy Artz

CMS 272 #30822 **Persuasion**

A course designed to help students understand the basic principles of persuasion. The course deals with persuasion as a social phenomenon. The perspective from which the course is offered is the analysis of persuasion as a behavioral process. As such, the course will investigate the social science research that relates to persuasion. Students will examine the attempts made by others to persuade them, as well as the attempts they make to persuade others. Further, the course will deal with the issue of ethics in persuasion. Online computer use required. Computers are available at centers statewide and at sites by appointment. Prerequisites: CMS 102J and CMS 103. A USM online course fee of \$25.00 per credit hour will be charged for this course. <http://www.courses.maine.edu> CR3. Asst. Prof. Erika Anderson

CMS 299 #30824 **Intercultural Communication**

The purpose of this course is to develop the skills necessary to build and maintain positive communication and relationships across cultures. Students will focus on similarities and differences in communication behaviors. Perceptions, language usage, nonverbal style, thinking modes, and values all will be explored to see how they influence face-to-face communication between individuals of different cultures. An exploration of the barriers that must be overcome when communicating from one cultural context to another will be examined. Students will also

investigate how culture influences communication and how it interacts with social and psychological factors to influence communication. Online computer use required. Computers are available at centers statewide and at sites by appointment. A USM online course fee of \$25.00 per credit hour will be charged for this course. <http://www.courses.maine.edu> CR3.
Julie Zink

EDU 300 #38277 **Media and Technology**

Students will explore the role of educational technologies in the teaching-learning process and examine how computers and software plus other media tools can promote learning and the acquisition of functional, useful skills for the technological climate in today's society. Topics will include the discussion of educational technology history and theories; the evaluation of internet educational resources, multimedia, educational software and computer-assisted instruction (CAI); the exploration of assistive technology; the discussion of instructional design and curriculum integration, ie, creation of lesson plans and unit studies; the utilization of presentation software; the administration and management of technology, information literacy skills, designing web pages for classroom instruction and the impact of Web 2.0 in today's schools. Online computer use required. Computers are available at centers statewide and at sites by appointment. A USM online course fee of \$25.00 per credit hour will be charged for this course. <http://www.courses.maine.edu> CR3. Barbara Stebbins

EDU 336 #38278 **Children's Literature**
Sept 2 – Dec 20

In addition to acquainting the student with children's books, authors, and illustrators, this course is designed to develop standards for evaluating children's books and prepare students for using their knowledge of children's literature in the classroom. It is a survey course exploring literature for children from pre-school through the elementary school years. This course meets the children's literature requirement for several State of Maine endorsements, including Elementary and Early Elementary Teacher, and others. It is also applicable and accepted by library degree programs in the U.S. This course is delivered online and by DVD (requires a DVD player). DVD's are available at the UMA Bookstore. Computers are available at centers statewide and at sites by appointment. A USM online course fee of \$25.00 per credit hour will be charged for this course. <http://www.courses.maine.edu> CR3. Joyce Martin

EDU 336 #38279 **Children's Literature**
Sept 15 – Jan 10

In addition to acquainting the student with children's books, authors, and illustrators, this course is designed to develop standards for evaluating children's books and prepare students for using their knowledge of children's literature in the classroom. It is a survey course exploring literature for children from pre-school through the elementary school years. This course meets the

children's literature requirement for several State of Maine endorsements, including Elementary and Early Elementary Teacher, and others. It is also applicable and accepted by library degree programs in the U.S. This course is delivered online and by DVD (requires a DVD player). DVD's are available at the UMA Bookstore. Computers are available at centers statewide and at sites by appointment. A USM online course fee of \$25.00 per credit hour will be charged for this course. <http://www.courses.maine.edu> CR3. Joyce Martin

ENG 120H #30617 **Race and Class in Culture and Literature**

This course is designed to help interpret and make sense of race and class as categories that deeply impact our social experience. The readings will limit our interpretations to culture in the United States in the last century or so. Definitions of the terms will systematically be challenged by the readings and point to the continuous shift in our understanding of them. Race and class as cultural experience are internal to our daily reality. We create them subjectively through reactionary or resistant images. The readings will address the politics of naming in race and class and the transformations that may take us into new directions and understanding. Authors chosen for this course are representative of ethnic and racial groups across the spectrum. Through the readings students will gather the histories of individuals in these groups. Their experiences will be discussed in conjunction with their racial and class subjectivities. The reading list is comprised of short stories, essays, letters, speeches and poetry all attempting to tell the story of race and class as understood by these authors. Online computer use required. Computers are available at centers statewide and at sites by appointment. A USM online course fee of \$25.00 per credit hour will be charged for this course. <http://www.courses.maine.edu> CR3. Asst. Prof. Deepika Marya

EPA 525 # 38576 **Science Content for Elementary Teachers, Grades K-6**
Sep 29 - Dec 19

Each day of the course will focus on a different theme related to the topics covered in most elementary curricula and outlined in the Maine Learning Results. The course will be activity based with several activities and/or demonstrations presented for each of the themes. The themes will include: Forces, Motion, and Simple Machines; Light, Energy, and Chemistry; Cells and Organisms; Plants and Ecology; and Earth Processes and the Universe. All the materials used in the course will be inexpensive and easily obtainable by the classroom teacher. (Formerly EIPD 566). A USM online course fee of \$25.00 per credit hour will be charged for this course. <http://www.courses.maine.edu> CR3. Assoc. Prof Robert Kuech

EPA 585 #30677 **Understanding Mathematical Thinking in Grades K-4**
Sep 29 - Dec 19

During this course, participants will examine their own mathematics understandings and seek to expand these understandings, especially as they relate to computation and the foundations of algebra K-4. Through the use of various standards-based mathematics curricula, participants will

better understand the important concepts in an elementary mathematics program and how teaching through "best practice" can help students to understand, retain, and connect K-4 mathematics concepts. Participants will focus on meaningful ways of assessing students that promote further learning of mathematics. The course will provide an in-depth look into the number, operation, and algebra mathematics concept strands at the K-4 elementary level as well as effective strategies for teaching these concepts. This course will incorporate lessons and activities from several standards-based mathematics programs. Online computer use required. Computers are available at centers statewide and at sites by appointment. A USM online course fee of \$25.00 per credit hour will be charged for this course. <http://www.courses.maine.edu> CR3. Howard Tuttle

EPB 554 # 38433 **Using Scientifically Based Reading Instruction Practices in the Elementary Classroom**

Sep 29 - Dec 19

The purpose of this course is to provide current elementary educators (regular and special education teachers, school psychology practitioners, and administrators) with the knowledge and skills to provide effective elementary literacy instruction. The course content will include an overview of current reading research, implications for assessment and instruction, and systematic, explicit teaching strategies in the five areas recognized by the National Reading Panel: phonological awareness, alphabetic principle, fluency, vocabulary, and comprehension. Participants will learn how to incorporate instruction in all five areas into their daily classroom instructional activities. A USM online course fee of \$25.00 per credit hour will be charged for this course. <http://www.courses.maine.edu> CR 3. Associate Professor Rachel Brown-Chidsey

EPS 512 #30679 **Response to Intervention Methods for General and Special Education**

Sep 29 - Dec 19

This course provides training in knowledge and skills for the use of response to intervention (RTI) methods in school settings. Students learn how to select and use scientifically-validated intervention and assessment methods for three distinct instructional levels. Through readings, discussion, and practice students will develop the skills necessary to design, implement, and evaluate comprehensive RTI programs in school settings. This course is appropriate for general and special educators, school-based specialists (e.g., school psychologists, speech/language clinicians, and math/reading specialists) as well as other professionals interested in scientifically-based methods of learning outcomes for all children. Completion of this course qualifies towards Maine Special Education Certification. Online computer use required. Computers are available at centers statewide and at sites by appointment. A USM online course fee of \$25.00 per credit hour will be charged for this course. <http://www.courses.maine.edu> CR3. C. Lee Goss

EPS 515 #21783 **Training Paraprofessionals to work Effectively with Students with Autism**

Sep 29 - Dec 19

In this class, learners will gain knowledge of how to be an effective Paraprofessional. The Autism continuum will be examined and learners will recognize the 5 major characteristics that constitute Autism. Teacher expectation and responsibilities will be discussed and summarized. The learner will attend a make and take visual supports class and be responsible for developing and presenting a project that will reflect supports offered in their classroom. Completion of this course qualifies towards Maine Special Education Certification. Online computer use required. Computers are available at centers statewide and at sites by appointment. A USM online course fee of \$25.00 per credit hour will be charged for this course. <http://www.courses.maine.edu> CR3. Cindy Ziobrowski

ESH 341 #21787 **Environmental Regulations**

This course is an intensive introduction to the federal and Maine environmental regulatory structure. This course is designed to provide basic competency in the knowledge and application in the environmental and health and safety fields. Topics include air, surface water, drinking water, worker protection, spill reporting, hazardous waste, and Superfund. Online computer use required. Computers are available at centers statewide and at sites by appointment. Prerequisites: ESP 101K/102K and ESP 203W or permission. A USM online course fee of \$25.00 per credit hour will be charged for this course. <http://www.courses.maine.edu> CR3. Asst. Prof. Travis Wagner

FIN 320 #21957 **Basic Financial Management**

This course is a balanced introduction to the theory and practice of financial management. It prepares students to make basic financial decisions and understand the decisions of others. Topics include time value of money, capital markets, risk and return, stock and bond valuation, capital budgeting, capital structure, and working capital management. Online computer use required. Computers are available at centers statewide and at sites by appointment. Prerequisites: ACC 211 (or concurrent), ECO 101J, ECO 102J (or concurrent), BUS 275 or MAT 212 (or concurrent), and junior standing. Students in this course will be assessed a School of Business Specialty Accreditation Fee of \$9/credit hour. Students must register through the USM School of Business, 1-800-800-4876 Extension 4020 or 780-4020. A USM online course fee of \$25.00 per credit hour will be charged for this course. <http://www.courses.maine.edu> CR3. Assoc. Prof. Jim Bennett

HRD 555 #30648 **Introduction to Student Affairs in Higher Education**

The term Student Affairs has been used to describe those activities and functions that typically support students within higher education. Over the years, several models of student affairs organization have emerged, ranging from the traditional “Dean of Students” model, to dividing

student affairs into separate areas related to student development and enrollment management as a way to focus institutional attention on recruitment and retention, to integrated models where all activities and services related to students fall under the aegis of student affairs. This course is intended to provide students with an overview of student affairs in colleges and universities. Attention will be given to historical developments as rooted in the emergence of higher education in the United States, models of student development, and an evaluation of the various models of student affairs organization. Particular attention will be given to emerging issues in student affairs and, specifically, consideration of the role of student affairs in supporting and enhancing student engagement in learning. The intent is to provide students with the information and skills necessary to understand and evaluate the field as well as to assess their own interest and commitment to careers in student affairs. A USM online course fee of \$25.00 per credit hour will be charged for this course. <http://www.courses.maine.edu> CR3. Susan Campbell

HRD 600 #30955 **History and Philosophy of Adult Education**

This course examines historical and philosophical foundations of adult education. Key trends and theoretical frameworks will be explored. Students will be introduced to a range of adult education practice domains in Maine and elsewhere. Creating a "community of learners" and modeling other adult education practices is a central goal of this course. This graduate level course is required in the USM M.S. in Adult Education. This course meets the educational philosophy and theory requirements for State of Maine endorsement: Adult and Community Education Administrator. <http://www.courses.maine.edu> Online computer use required. Computers are available at centers statewide and at sites by appointment. A USM online course fee of \$25.00 per credit hour will be charged for this course. <http://www.usm.maine.edu/~mbrady> CR3. Prof. Michael Brady

HRD 601 #31013 **Marketing Training in Adult Education**

This blended course acquaints the student with the purpose, organization, function, methods, tools, and techniques of marketing within the setting of adult education, continuing education, and training programs. Attention is given to the development of a customized marketing plan, focusing on the research and planning phases of the plan. This is an applied course in which students spend a significant amount of time participating in hands-on learning experiences, working in teams. Class will meet Tuesdays 7-9:30pm in 202 Bailey on the Gorham Campus. A USM online course fee of \$25.00 per credit hour will be charged for this course. <http://www.courses.maine.edu> CR3. Jane Farr

HRD 605 #31013 **Self-Directed Education: Review and Focus**

This is the second of three one-credit core courses that establish the foundational concepts and skills of self-directed education. The course is intended for students who have completed half or more of their coursework, to enable them to reflect upon and strengthen their interest in adult education and to plan the rest of their program, especially their directed study or internship and

their capstone paper. Students carry out explorations of resources that can enhance their professional knowledge and practice. Online computer use required. Computers are available at centers statewide and at sites by appointment. Prerequisite: To be taken the semester before HRD 687 or HRD 698. A USM online course fee of \$25.00 per credit hour will be charged for this course. <http://www.courses.maine.edu> CR1. Karen Day

HRD 653 #31012 **Consulting: Fundamentals and Practice**

This course provides students with an overview of consulting theory and practice. Particular attention is given to understanding a collaborative framework for establishing a consulting practice. Additionally, consulting is explored from a process perspective. This intent is to provide students with the background and skills to work more effectively as clients and as internal consultants. This is an applied course and students will work in teams doing a hands-on consulting project. Online computer use required. Computers are available at centers statewide and at sites by appointment. Elluminate, a synchronous online learning format, may be utilized several times during the semester on Monday evenings from 7- 9:30 PM on dates TBA. <http://usm.maine.edu/computing/resources/elluminate/> A USM online course fee of \$25.00 per credit hour will be charged for this course. <http://www.courses.maine.edu> CR3. Karen Day

HRD 668 #22297 **Human Development**

This course examines the processes underlying growth and development across the lifespan from conception through childhood, adolescence, adulthood and aging to death. The interaction of biological, cultural, and environmental factors will be considered in studying physical, cognitive, and psychosocial development throughout the stages of life. This course includes a field experience. Online computer use required. Computers are available at centers statewide and at sites by appointment. A USM online course fee of \$25.00 per credit hour will be charged for this course. <http://www.courses.maine.edu> CR3. Prof. Robert Atkinson

HUM 460 #30940 **Franco-American Community & Archives Work**

This course will consist of directed study and work with the Franco-American Collection at the University of Southern Maine's Lewiston-Auburn College. The largest repository of Franco-American materials in Maine and one of the largest in the United States, the Collection is home to a wide variety of letters, diaries, oral histories, newspapers, scrap-books, maps, audio-recordings, photographs, books, and academic papers. This very diverse material comes from the Androscoggin Valley, other parts of Maine, the Northeast, and from around North America. Students will work on special projects with the professor, who is also the Scholar of the Collection. Much of this work will consist of a hands-on approach to learning, done by the students themselves. These projects will include locating and obtaining materials, their conservation and preservation, cataloguing and accessioning documents, as well as projects of public service and community outreach. Students will also work closely with the Collection Coordinator. If you would like to learn more about the Franco-American Collection, please visit

its website at (usm.maine.edu/lac/franco). This course satisfies the Arts & Humanities Program service-learning requirement. The work for this course will involve the collection of Franco-American materials in the student's home area. This class is being offered as a fully online course. However, for those students who would like to attend face-to-face sessions, there will be six class meetings at Lewiston-Auburn College on Thursday, 9-11:30, for September 4, 11, 18, 25, October 16, and December 18. Other than these optional dates, the course will be conducted individually for all students. A USM online course fee of \$25.00 per credit hour will be charged for this course. Course uses Blackboard: <http://www.courses.maine.edu> CR 3. Associate Professor Barry Rodrigue

HUM 465I #37823 Theories of Popular Culture

Theories of Pop Culture is a blended online class which meets on-site five times and online for the nine remaining weekly sessions of the fall semester. The course is thematically centered on the relationship between popular sites of Maine culture (i.e., Augusta Maine State Museum, Becky's Diner in Portland, Bart & Greg's in Brunswick) and the influx of mainstream box store culture in areas like Augusta, Topsham, and South Portland. Our three optional "field trips" are scheduled on Saturdays for September 27th (Augusta), October 25th (Brunswick), and November 15th (Portland). These trips will foreground online reading and writing assignments which encourage students to unpack popular culture and the construction of "place" in a local, national, and internet setting. In addition to the three field trips, students will meet on-site at USM/Lewiston/Auburn College for the first and final class sessions (Wednesdays, September 3 and December 10th, from 7-9:30pm). A USM online course fee of \$25.00 per credit hour will be charged for this course. <http://www.courses.maine.edu> CR3. Michelle Lisi

LOS 316 #37821 Diversity in the Workplace
/SBS 316 #37822

This course challenges students, from a personal and professional perspective, to think knowledgeably and creatively about diversity, inequality, cultural competency and privilege in order to nurture respectful, open individuals and organizations for today's complex, internationalized society. It is an elective in USM's leadership and organizational studies (LOS) and social and behavioral sciences (SBS) majors. Learning objectives for this course are as follows: 1. Identify, expand, and examine various ways of thinking about diversity, both locally and globally. 2. Examine personal awareness of and orientation to an array of diversity issues in an organizational context. 3. Gain an understanding of historical and contemporary events and dynamics that create the need for organizational action. 4. Compare and synthesize current best practices in creating, implementing, evaluating, and communicating (leading) organizational diversity initiatives. 5. Analyze the challenges and benefits of accepting the responsibility to lead a well-supported and executed organizational diversity initiative. 6. Learn to recognize cultural competency and apply cross cultural skills in practical scenarios. 7. Increase written and analytic skills. Online computer use required. Computers are available at centers statewide and at sites by appointment. The class will meet as a group at the beginning and once in the middle of the course. The initial class meeting will take place Wednesday, Sept. 3, 4-6:30, on the

Lewiston-Auburn campus. A USM online course fee of \$25.00 per credit hour will be charged for this course. <http://www.courses.maine.edu> CR3. Assoc. Prof. Betty Robinson

LOS 600 #22827 **Foundations of Leadership Studies I: History and Theory**

This course, offered 50% on-line and 50% face-to-face in class, provides an overview of leadership theory and intellectual history using disciplinary and interdisciplinary approaches from philosophy, social science, the humanities (e.g. literature and history), and science. The course will explore the wealth of interpretive frameworks for leadership with the task of increasing our understanding of this complex and multifaceted phenomenon. The study of leadership can be applied across disciplinary fields and for examining critical issues emerging today. Questions considered include: How are leaders different from followers? What are the ends of purposes of leadership? What sort of leadership is needed today? Matriculation in the Masters in Leadership Studies or Graduate Certificate Program or prior permission of instructor required for registration. Class meets at LAC campus face-to-face on first day and every other week, Mondays 5:30PM - 8:00PM, and online the rest of the time. A USM online course fee of \$25.00 per credit hour will be charged for this course. <http://www.courses.maine.edu> CR3. Assoc. Professor Betty Robinson

MAT 105D #22929 **Mathematics for Quantitative Decision Making**

This course is designed to give students not majoring in mathematics or related fields an understanding of some key ideas in quantitative decision making. The material is chosen to develop awareness of the utility of mathematics in life and to instill an appreciation of the scope and nature of its decision making potential. Students will need to have access to the text's website for the homework assignments. The access key is a part of the bundled package with a new text. Mid-term and final examinations will be proctored either at USM or one of the University College sites. During the semester, students will meet in a virtual classroom hosted by Elluminate. Meeting times will be agreed on by the students. Students should verify they have the necessary plug ins at the site <http://www.illuminate.com/support/> Online computer use required. Computers are available at centers statewide and at sites by appointment. On-site exams required. A USM online course fee of \$25.00 per credit hour will be charged for this course. <http://www.courses.maine.edu> CR4. Margaret Moore

MAT 152D #23015 **Calculus A**

This first course in a three-semester sequence covering basic calculus of real variables, Calculus A introduces the concept of limit and applies it to the definition of derivative and integral of a function of one variable. The rules of differentiation and properties of the integral are emphasized, as well as applications of the derivative and integral. This course will usually include an introduction to the transcendental functions and some use of a computer algebra system. Online computer use required. Computers are available at centers statewide and at sites by appointment. Prerequisite: Two years of high school Algebra plus Geometry and

Trigonometry or MATP 140D Pre-Calculus Mathematics. Examinations will be proctored either at USM or one of the UC Centers. A USM online course fee of \$25.00 per credit hour will be charged for this course. <http://www.courses.maine.edu> CR4. Assoc. Prof. Maurice Chabot

MAT 153 #23081 **Calculus B**

The second course in a three-semester sequence covering basic calculus of real variables, Calculus B usually includes techniques of integration, indeterminate forms and L'Hopital's Rule, improper integrals, infinite series, conic sections, parametric equations, and polar coordinates. Online computer use required. Computers are available at centers statewide and at sites by appointment. Prerequisite: MATP 152D Calculus A. Examinations will be proctored either at USM or one of the UC Centers. A USM online course fee of \$25.00 per credit hour will be charged for this course. <http://www.courses.maine.edu> CR4. Assoc. Prof. Maurice Chabot

MAT 252 #23097 **Calculus C**

The third course in a three-semester sequence covering basic calculus of real variables, Calculus C includes vectors, curves and surfaces in space, multivariate calculus, and vector analysis. Online computer use required. Computers are available at centers statewide and at sites by appointment. Prerequisite: MATP 153 Calculus B. Examinations will be proctored either at USM or one of the UC Centers. A USM online course fee of \$25.00 per credit hour will be charged for this course. <http://www.courses.maine.edu> CR4. Assoc. Prof. Maurice Chabot

MBA 357 #35804 **Triple Bottom-Line Marketing**

Visionary business leaders - eyeing the end of the fossil-fuel era and other global trends - recognize the need to rethink business. How can marketers manage for the triple bottom line of financial, environmental, and social performance? This asynchronous, on-line course begins with an exploration of sustainable business (i.e., the pursuit of profits without causing pollution or social inequity). The course ends by examining green consumer behavior and the interrelationship between environmental issues and marketing strategy. Online computer use required. Computers are available at centers statewide and at sites by appointment. Prerequisite: Introductory marketing class (MBA 507, BUS 260, or MBA 660). Students will benefit if they have prior knowledge of economics (MBA 501), cost accounting (ACC 210), and production (BUS 375 or MBA 675). Specialty Accreditation fee of \$50/ credit hour will be assessed for this course. Students must be either admitted to the USM MBA program or meet the MBA admission index of 1100 or higher with GMAT of 500 or higher. Index is undergraduate GPA x 200 + GMAT. Students should register through the USM School of Business, 1-800-800- 4876 Extension 4020 or 780-4020. A USM online course fee of \$25.00 per credit hour will be charged for this course. <http://www.courses.maine.edu> CR3. Prof. Nancy Artz

MBA 660 #30588 **Managerial Marketing**

This course is the required marketing course in the USM MBA program. It is designed to develop and integrate students' understanding of marketing, demonstrate marketing actions from an interactive perspective, and integrate marketing concepts from a corporate or company perspective. Managerial Marketing offers student participants the opportunity to integrate marketing knowledge and skills they acquire in their readings and discussion board assignments in written case study assignments. Students can also work with the instructor in the development and uploading of marketing podcasts targeted for practicing marketers worldwide. Students will be required to purchase and download four case studies from Xanadu (www.xanadu.com) during the course. Online computer use required. Computers are available at centers statewide and at sites by appointment. Prerequisite: MBA 502, MBA 507. A USM online course fee of \$25.00 per credit hour will be charged for this course. Specialty Accreditation fee of \$50/ credit hour will be assessed for this course. Students must be either admitted to the USM MBA program or meet the MBA admission index of 1100 or higher with GMAT of 500 or higher. Index is undergraduate GPA x 200 + GMAT.

<http://www.courses.maine.edu> CR3. Asst. Prof. Robert Heiser

MUS 202G #23637 **Music in America**

A survey of the important trends in music from colonial days to the present. Emphasis will be placed on the role of the native American composer in the development of sacred music, concert music, jazz, musical comedy, and pop music. Open to all students. This course requires a computer with specific multimedia capabilities available at UC Centers. Home students should visit <http://www.learn.maine.edu/crs/multimedia.php> before registering. Students are required to attend two concerts as part of this course. A USM online course fee of \$25.00 per credit hour will be charged for this course. <http://www.courses.maine.edu> CR3. Assoc. Prof. Thomas Parchman

NUR 200 #23811 **Introduction to Professional Nursing for Advanced Students**

This on-line course has been designed specifically for advanced nursing students who are either transfer students with 60 or more credits or have a degree in another field to introduce career opportunities in health care as well as how prior learning and work experiences might build on and blend into a career in nursing. The historical and contemporary perspectives on the nature and scope of nursing will be investigated through utilization of on-line resources, advanced library skills, writing, and on-line discussion. Other topics will include skills of communication, critical thinking and the relationship between professional nursing and the broad base of theoretical and empirical knowledge derived from the behavioral and physical sciences and the humanities. . Online computer use required. Computers are available at centers statewide and at sites by appointment. A USM online course fee of \$25.00 per credit hour will be charged for this course. <http://www.courses.maine.edu> CR3. Lynda Benak

PPM 603I #35805 **Qualitative Data Analysis**

Oct 9 - Nov 6

This 5-week module will be conducted through Elluminate, <http://usm.maine.edu/computing/resources/illuminate/> a web-based virtual classroom, and will introduce students to non-numeric data analysis and the use of two different qualitative analysis software programs: Ethnograph 5.0 and AtlasTi (both available on computers accessible to students at the School.) Through Elluminate students will practice with these analytical software during class sessions. The course objective is to introduce students to the processes of coding and developing themes from non-numeric data with the use of a software program. Much of the work of the course is hands-on data analysis and the development of written propositions towards theory or other type of analytic findings. A set of transcripts will be made available to the students for use in the course. Finally, there will be a focus on use of non-numeric data in designs that strive for explanation. Students access Elluminate from their own computers. It is not necessary for students to purchase any software for this course. Online computer use required. Computers are available at centers statewide and at sites by appointment. This class is scheduled for a specific date and time, Thursdays 7-9pm using Elluminate. <http://www.courses.maine.edu> CR1. Asst. Research Prof. Michel Lahti

PPM 603D #30592 **Non-Parametric Statistics**

Nov 10 - Dec 12

This 5-week module is an introduction to the application of non-parametric tests in applied research, program evaluation. The course objectives are to identify when non-parametric statistics should be applied and to introduce the students to a select number of tests. This course is introductory and the logic for the statistic will be described, however the primary focus is on the correct and practical use of the statistic. A particular focus will be on conducting numeric data analysis in situations where the program serves a relatively small number of participants; and when there are opportunities to analyze numeric and non-numeric data together or mixed. The Module will cover these five content areas: (1) Choosing to Use Non-Parametric Measures; (2) Single-Sample Case with Chi-Square Goodness of Fit Test; (3) Fisher Exact Test and Wilcoxon-Mann-Whitney Test for Two Independent Samples; and (4) Cramer Coefficient C and Spearman Rank-Order Correlation Coefficient for Measures of Association. Dependent upon the pace of the course, the use of logistic regression will be previewed for students. Students will work with a data set provided by the instructor and will apply the tests. The final class session will focus on a mixed-methods design and an example of how to integrate non-numeric and numeric data collection and analytical techniques. Online computer use required. Computers are available at centers statewide and at sites by appointment. A USM online course fee of \$25.00 per credit hour will be charged for this course. <http://www.courses.maine.edu> CR1. Asst. Research Prof. Michel Lahti

PPM 693 #36379 **Research Project in PPM**

Independent, field-based analytical project undertaken with permission of the Applied Research and Evaluation Methods certificate coordinator, Josie LaPlante. After completing PPM 603F

and PPM 603G, students may register for this course and complete a multiple regression analysis project. Online computer use required. Computers are available at centers statewide and at sites by appointment. Course may be taken for variable credit hours (1-3). A USM online course fee of \$25.00 per credit hour will be charged for this course. <http://www.courses.maine.edu> CR1. Assoc. Prof. Josephine LaPlante

PSY 101J #24389 **General Psychology I**

This course is an introduction to the study of behavior as a natural science. Among the topics covered are: method of inquiry, physiological foundations of behavior, sensation and perception, motivation and emotion, learning and thinking. This course is a prerequisite for all courses in the USM Psychology Department and has a prerequisite/co requisite of ENG 100C or equivalent. Online computer use is required. System requirements for downloading of the lectures: Mac OS X, or Windows XP or later, the latest Quicktime Player and broadband access. Students whose computers do not meet these requirements and/or who prefer a larger video image of the lectures should purchase the lectures on DVD. DVD's are available at the Bookstore. The current version of Firefox is recommended as DVD's do not seem to download with the current version of Internet Explorer. Online computer use required. Computers are available at centers statewide and at sites by appointment. A USM online course fee of \$25.00 per credit hour will be charged for this course. <http://www.courses.maine.edu> CR3. Assoc. Prof. John Broida

RUS 293G #30492 **Survey of Russian Cinema**

A chronological overview of the Russian cinema from its beginnings before 1917 to the present, including the work of major directors: Eisenstein, Tarkovsky, Shepitko, and Mikhalkov. Films will be presented in a historical and political context provided by readings and lectures. This course requires a computer with specific multimedia capabilities available at UC Centers. Home students should visit <http://www.learn.maine.edu/crs/multimedia.php>. Prerequisite: ENG 100C or equivalent. A USM online course fee of \$25.00 per credit hour will be charged for this course. <http://www.courses.maine.edu> CR3. Prof. Charlotte Rosenthal

SBS 316 #37822 **Diversity in the Workplace**

This is a crosslisted course. See LOSP 316 for description. CR3.

SED 614 #24647 **Methods of Teaching Mathematics for Students with Special Needs**

This courses for practicing teachers focuses on teaching methods and new teaching approaches in mathematics used with students with special needs. Current issues of concern, major curriculum thrusts, such as the National Council of Teachers of Mathematics Standards, Maine's Learning Results, promising practices, and methods to differentiate instruction and assessment

techniques are addressed in this course. Approaches for students of different age levels from early childhood through secondary school are included. Online computer use required. Computers are available at centers statewide and at sites by appointment. A USM online course fee of \$25.00 per credit hour will be charged for this course. <http://www.courses.maine.edu> CR3. David Chidsey

SED 687 #30750 **Technology for Learning and Communicating**

This course introduces students to the use of technology, including assistive technology, focusing on those individuals with special learning and communication needs. A range of technologies will be examined from "low tech" devices such as simple switches to computers, adaptive devices, and software appropriate for individuals with disabilities. Online computer use required. Computers are available at centers statewide and at sites by appointment. A USM online course fee of \$25.00 per credit hour will be charged for this course. <http://www.courses.maine.edu> CR3. Valerie Haven

SWO 660 #24907 **Advanced Biopsychosocial Assessment**

This course is designed to facilitate the acquisition of practice skills specific to in-depth biopsychosocial assessment. Assessment is viewed as the process of understanding a person in order to formulate a practice approach rather than a fixed descriptive category. This course relies heavily upon theories presented in SWO 502 and SWO 552. Consideration of persons within a cultural context is emphasized throughout. Online computer use required. Computers are available at centers statewide and at sites by appointment. Prerequisites: SWO 502, SWO 552, SWO 651. Consideration of persons within a cultural context is emphasized throughout. The class will meet face to face several times during the semester, Tuesdays 4:10-6:40, on the Portland campus of USM, dates to be arranged. A USM online course fee of \$25.00 per credit hour will be charged for this course. <http://www.courses.maine.edu> CR3. Asst. Prof. Jeanette Andonian