

**ELECTRONIC UNIVERSITY NETWORK  
1986-87 SCHEDULE: COURSES FOR CREDIT**

**Spring 1986 Edition**

Credit courses listed in the Electronic University Network Catalog are opened for registration on a quarterly schedule. Once a course is open, you may register for and begin taking it at any time of year, unless all currently available sections are filled. You may also register in advance for courses scheduled to open the next quarter.

The Course Schedule is revised each quarter. To receive updated information on course availability, please call an enrollment counselor at 800-22LEARN (800-44LEARN in California).

**Note:** Non-credit courses are offered continuously rather than opening on a quarterly schedule. Since non-credit courses may not be available at all times for all models of computers, call an enrollment counselor at the number listed above to confirm availability.

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SP = SPRING TERM--begins April 1, 1986  
SU = SUMMER TERM--begins July 1, 1986  
FA = FALL TERM--begins October 1, 1986  
WI = WINTER TERM--begins January 1, 1987  
SP 87 = SPRING TERM--begins April 1, 1987

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| <b>COURSE #</b> | <b>TITLE</b>                   | <b>TERM</b> |
|-----------------|--------------------------------|-------------|
| 4209            | WORD PROCESSING FUNDAMENTALS   | FA          |
| 4210            | DATA BASE MANAGEMENT           | SU          |
| 4211            | SPREADSHEET SOFTWARE           | SU          |
| 4212            | ACCOUNTING SOFTWARE            | FA          |
| 4300            | WRITTEN EXPRESSION             | SP          |
| 4302            | INTRODUCTION TO THEATRE        | SP          |
| 4303            | INTRODUCTION TO FILM           | SU          |
| 4304            | INTERPRETATION OF FICTION      | WI          |
| 4305            | INTERPRETATION OF DRAMA        | SP 87       |
| 4306            | ENGLISH LITERATURE             | SP          |
| 4308            | INTRODUCTION TO NEWS REPORTING | FA          |
| 4309            | AMERICAN LITERATURE            | SP          |
| 4350            | WESTERN CIVILIZATION I         | SP          |
| 4351            | WESTERN CIVILIZATION II        | FA          |
| 4352            | AMERICAN HISTORY I             | SP          |
| 4353            | AMERICAN HISTORY II            | FA          |
| 4354            | MODERN EUROPEAN HISTORY        | SP 87       |
| 4355            | AMERICAN GOVERNMENT            | SP          |
| 4356            | AFRO-AMERICAN HISTORY          | SP 87       |

| COURSE # | TITLE                                      | TERM  |
|----------|--|-------|
| 4400     | PHYSICAL SCIENCE I                         | SP 87 |
| 4401     | PHYSICAL SCIENCE II                        | SP 87 |
| 4402     | GEOLOGY                                    | SP    |
| 4403     | BIOLOGY                                    | SP    |
| 4420     | COLLEGE ALGEBRA                            | SP    |
| 4421     | TRIGONOMETRY                               | FA    |
| 4422     | CALCULUS                                   | SP    |
| 4500     | GENERAL PSYCHOLOGY                         | SP    |
| 4501     | HUMAN GROWTH AND DEVELOPMENT               | SP    |
| 4504     | PSYCHOLOGY OF PERSONALITY                  | WI    |
| 4505     | PSYCHOLOGY OF PERSONAL ADJUSTMENT          | SP 87 |
| 4506     | INTRODUCTION TO SOCIAL PSYCHOLOGY          | SP    |
| 4520     | INTRODUCTION TO SOCIOLOGY                  | SU    |
| 4521     | SOCIOLOGY OF THE FAMILY                    | WI    |
| 4530     | FOUNDATIONS OF POLITICAL SCIENCE           | SP    |
| 4540     | ECONOMICS I: MICROECONOMICS                | SP    |
| 4541     | ECONOMICS II: MACROECONOMICS               | SU    |
| 4550     | INTRODUCTION TO PHILOSOPHY                 | SP    |
| 4600     | COMPUTERS AND DATA PROCESSING              | SP    |
| 4601     | BASIC                                      | SP    |
| 4602     | STATISTICS                                 | SP    |
| 4606     | PRINCIPLES OF FINANCE                      | SP    |
| 4607     | CORPORATE FINANCE                          | SU    |
| 4608     | MONEY AND BANKING                          | SP    |
| 4620     | INTRODUCTION TO BUSINESS                   | SP    |
| 4621     | BUSINESS IN SOCIETY                        | FA    |
| 4622     | PRINCIPLES OF MANAGEMENT                   | SP    |
| 4623     | INTRODUCTION TO OPERATIONS MANAGEMENT      | SP    |
| 4625     | QUANTITATIVE MANAGERIAL DECISION MAKING    | SP    |
| 4626     | LABOR RELATIONS                            | SP    |
| 4627     | PUBLIC ADMINISTRATION                      | FA    |
| 4628     | ORGANIZATIONAL BEHAVIOR                    | SP    |
| 4629     | INDUSTRIAL PSYCHOLOGY                      | FA    |
| 4630     | INTRODUCTION TO BUSINESS LAW               | SP    |
| 4654     | PRINCIPLES OF BUSINESS POLICY              | SP    |
| 4660     | INTRODUCTORY ACCOUNTING                    | SP    |
| 4661     | TAX ACCOUNTING                             | SP    |
| 4670     | PUBLIC RELATIONS                           | FA    |
| 4671     | MARKETING COMMUNICATIONS                   | SP    |
| 4672     | CHANNELS OF DISTRIBUTION                   | SP    |
| 4673     | SALES MANAGEMENT                           | WI    |
| 4674     | ADVERTISING                                | FA    |
| 4675     | INTRODUCTORY MARKETING                     | SP    |
| 4700     | FINANCIAL INSTITUTIONS AND MARKETS         | FA    |
| 4701     | INTERNATIONAL FINANCE AND TRADE            | WI    |
| 4702     | PUBLIC FINANCE                             | FA    |
| 4703     | SECURITY ANALYSIS AND PORTFOLIO MANAGEMENT | FA    |
| 4704     | ADV SEC ANALYSIS AND PORTFOLIO MANAGEMENT  | WI    |
| 4705     | INTERMEDIATE ACCOUNTING I                  | SU    |
| 4706     | INTERMEDIATE ACCOUNTING II                 | FA    |
| 4707     | MANAGERIAL ACCOUNTING I                    | FA    |

| COURSE # | TITLE                                  | TERM  |
|----------|--|-------|
| 4708     | MANAGERIAL ACCOUNTING II               | WI    |
| 4709     | ADVANCED FINANCIAL ACCOUNTING          | FA    |
| 4710     | MARKETING RESEARCH                     | FA    |
| 4711     | MARKETING MANAGEMENT STRATEGY          | WI    |
| 4714     | ADVANCED LABOR RELATIONS               | SP 87 |
| 4715     | ADVANCED ORGANIZATIONAL BEHAVIOR       | WI    |
| 4716     | ORGANIZATION THEORY/ANALYSIS           | WI    |
| 4717     | ADVANCED ORGANIZATION THEORY/ANALYSIS  | SP 87 |
| 4718     | PUBLIC PERSONNEL MANAGEMENT            | WI    |
| 4719     | MATERIALS MANAGEMENT/INVENTORY CONTROL | WI    |
| 4720     | TRANSPORTATION AND TRAFFIC MANAGEMENT  | SP 87 |
| 4721     | MANAGEMENT INFORMATION SYSTEMS         | FA    |
| 4722     | WORK METHODS AND MEASUREMENTS          | WI    |
| 4723     | MANAGEMENT OF QUALITY CONTROL          | SP 87 |
| 7000     | BUSINESS COMMUNICATION                 | SU    |
| 7001     | COMPUTER APPLICATIONS                  | FA    |
| 7002     | TELECOMMUNICATION IN BUSINESS          | FA    |
| 7003     | HUMAN FACTORS IN AUTOMATION            | SU    |
| 7004     | PRINCIPLES OF RECORDS MANAGEMENT       | SU    |
| 7005     | PROBLEM SOLVING WITH COMPUTERS         | SU    |

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**GRADUATE COURSES**

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| MBA500 | MANAGERIAL ACCOUNTING                        | SP    |
| MBA504 | ECONOMIC ANALYSIS/MANAGEMENT DECISION MAKING | SP    |
| MBA515 | COMPUTERS AND INFO SYSTEMS IN ORGANIZATIONS  | SP    |
| MBA520 | QUANTITATIVE METHODS                         | FA    |
| MBA525 | ETHICAL ISSUES IN MANAGEMENT                 | FA    |
| MBA535 | ORGANIZATION AND MANAGEMENT THEORY           | SP    |
| MBA540 | MANAGEMENT COMMUNICATIONS                    | SP    |
| MBA545 | MARKETING MANAGEMENT                         | FA    |
| MBA555 | FINANCIAL MANAGEMENT                         | FA    |
| MBA560 | LABOR RELATIONS                              | FA    |
| MBA573 | TOPICS IN INTERNATIONAL BUSINESS             | FA    |
| MBA580 | STRATEGIC PLANNING                           | FA    |
| MBA584 | HUMAN RESOURCES MANAGEMENT                   | FA    |
| MBA600 | MANAGEMENT IN ACTION                         | FA    |
| MBA601 | PROBLEM SOLVING                              | SU    |
| MBA602 | POLICY IMPLEMENTATION                        | SU 87 |
| MBA603 | PROJECT MANAGEMENT                           | FA    |

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**SPECIAL COURSE OFFERINGS (NAME OF COLLEGE PRECEDES COURSE LISTING)**  
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| <b>COURSE #</b> | <b>TITLE</b>  | <b>TERM</b> |
|-----------------|---|-------------|
|                 | <b>Bank Street College of Education</b>             |             |
| 9001            | METHODS FOR COMPUTER APPLICATIONS IN THE CLASSROOM  | FA          |
|                 | <b>Boston University</b>                            |             |
| 9002            | BUDGETING AND FINANCE FOR NON-FINANCIAL MANAGERS    | FA          |
|                 | <b>California Lutheran University</b>               |             |
| 9003            | BUSINESS ETHICS                                     | SU          |
|                 | <b>California School of Professional Psychology</b> |             |
| 9004            | COMPUTERS AND ORGANIZATION DEVELOPMENT              | SU          |
| 9005            | UNDERSTANDING ORGANIZATIONAL FINANCE                | SU          |
|                 | <b>California State Polytechnic University</b>      |             |
| 9006            | INTRODUCTION TO ELECTRICAL ENGINEERING              | FA          |
|                 | <b>DeAnza College</b>                               |             |
| 9007            | SPEEDREADING  | SU          |
|                 | <b>Eastern Michigan University</b>                  |             |
| 9008            | MARKETING EDUCATIONAL PRODUCTS                      | FA          |
| 9009            | CONTEMPORARY SELLING                                | FA          |
|                 | <b>Governors State University</b>                   |             |
| 9010            | STRESS MANAGEMENT                                   | FA          |
|                 | <b>Memphis State University</b>                     |             |
| 9011            | INTRODUCTION TO PUBLIC RELATIONS                    | WI          |
|                 | <b>Ohio University</b>                              |             |
| 9012            | BIOETHICAL PROBLEMS IN BIOLOGY AND MEDICINE         | SU          |
| 9013            | SMALL BUSINESS ADMINISTRATION                       | SU          |
|                 | <b>Oklahoma State University</b>                    |             |
| 9014            | HUMAN LEARNING IN EDUCATIONAL PSYCHOLOGY            | SU          |
|                 | <b>Pennsylvania State University</b>                |             |
| 9015            | BUSINESS LOGISTICS                                  | FA          |
|                 | <b>Platt College</b>                                |             |
| 9016            | INTRODUCTION TO PARALEGALISM                        | FA          |
|                 | <b>State University of New York at Buffalo</b>      |             |
| 9017            | COLLEGE WRITING I                                   | SP          |

| COURSE # | TITLE  | TERM |
|----------|--|------|
| 9018     | University of Illinois<br>REPORT WRITING   | SU   |
| 9019     | University of Iowa<br>ENTREPRENEURSHIP AND NEW BUSINESS FORMATION  | SU   |
| 9020     | University of San Francisco<br>PROJECT MANAGEMENT  | FA   |
| 9021     | School for Lifelong Learning--University System<br>of New Hampshire<br>DYNAMICS OF MANAGEMENT AND LEADERSHIP | FA   |
| 9022     | Washington State University<br>ORGANIZATIONAL BEHAVIOR   | SU   |