KIN 435. Sport Sales and Promotion. 3 credits. Offered fall and spring.
This course will examine how promotional activities and sales efforts are closely intertwined and impact upon the success or failure of the sport and leisure industry. Particular emphasis will be placed on ticket sales and sport sponsorship. Prerequisites: KIN 241, KIN 333 and SCOM 280.

KIN 436. Facilities Planning and Management in Sport and Recreation. 3 credits. Offered fall and spring.
A study of the skills necessary to be part of a facilities planning/management team.

KIN 450. Principles of Coaching. 3 credits. Offered spring and fall.
Concepts, competencies and principles of coaching as they relate to sports in general. Includes the personal and professional responsibilities of a coach.

KIN 455. Methods in Driver Education (2, 2). 3 credits.
Analysis of the rules and regulations governing driver education in the Commonwealth of Virginia with application to program organization and administration, and the development and conduct of learning experiences in the classroom and laboratory. Prerequisites: Valid Virginia operator’s license and KIN 355.

KIN 471. Practicum in Exercise Science and Leadership. 3 credits.
A sequence of selected practicum experiences in exercise science and leadership, which provide the student with supervised practicum experience. Formerly KIN 401B. Prerequisite or corequisite: KIN 302.

KIN 472. Practicum in Sport and Recreation Management. 3 credits.
A sequence of selected practicum experiences which provides the student with supervised practicum experience in Sport and Recreation Management. Prerequisites: KIN 241 and KIN 333.

KIN 473. Practicum in Coaching. 3 credits.
A sequence of selected practicum experiences in coaching, which provides the student with supervised practicum experience. Formerly KIN 401D.

KIN 474. Practicum in Sport Communications. 3 credits.
A sequence of selected practicum experiences which provides the student with supervised practicum experience in sport communications. Formerly KIN 401F.

KIN 480. Student Teaching in Physical Education. 8 credits. Offered spring.
 Enables students to apply skills and attitudes acquired in all teacher education components in a public school setting. Conducted under the guidance of an experienced teacher and university faculty in an elementary setting. Prerequisite: Acceptance to student teaching.

KIN 481. Internship in Exercise Science and Leadership. 8 credits.
A full-time professional experience in exercise and leadership, which affords the opportunity to apply theory and methodology under qualified supervision from the cooperating agency and the university. Prerequisite: Successful completion of all professional courses. Formerly KIN 402B.

KIN 482. Internship in Sport and Recreation Management. 12 credits.
A full-time professional experience which affords the opportunity to apply theory and methodology under qualified supervision from the cooperating agency and the university. Prerequisite: Successful completion of all professional courses. Formerly KIN 402A.

KIN 490. Special Studies in Kinesiology and Recreation. 1-3 credits each semester. Offered fall and spring.
Designed to give superior students in kinesiology and recreation an opportunity to complete independent study and/or research under faculty supervision. Prerequisite: Permission of the department head.

KIN 499. Honors. 6 credits. Year course. Offered fall and spring.

Latin

Department of Foreign Languages, Literatures and Cultures

LAT 101-102. Elementary Latin. 4 credits each semester. Offered fall and spring.
An introductory course for students who intend to acquire only a reading knowledge of classical and medieval Latin. Systematic study of the fundamentals of grammar.

LAT 231-232. Intermediate Latin. 3 credits each semester. Offered fall and spring.
An introduction to Latin literature. The further study of Latin grammar and the elements of Latin prose are also presented. Prerequisite: One year of college Latin or equivalent.

Liberal Studies

Division of Academic Affairs

LS 310. The British Foundations of Modern Science. 3 credits.
Fundamental principles from the modern sciences are surveyed by directed exploration of the work of British scientists who were pioneers in their fields. Excursions to historical sites and museums are linked to reading assignments. Prerequisite: Six hours of laboratory natural science credits.

Management

College of Business

MGT 305. Management and Organizational Behavior. 3 credits. Offered fall and spring.
A study of management functions, decision processes and human behavior in business organizations. Ethical and political considerations are addressed, as are behavioral science research and its applicability to understanding organizational behavior. Prerequisites: Junior standing (56 hours) and a cumulative 2.0 grade point average in all courses taken at JMU. Open only to non-business majors.

MGT 340. International Management. 3 credits. Offered fall and spring.
A comparative analysis of management styles and organizational effectiveness across cultural boundaries and within other political, legal and economic environments. Prerequisite: COB 300.

MGT 365. Human Resource Management. 3 credits. Offered fall and spring.
A study of employer-employee relationships in business and industry including personnel policies and methods; selection, placement, training and promotion of employees; and recent trends in employment practices. Prerequisite: COB 300 or PPA major (or minor), having completed PUAD or PPA 265.

MGT/MS 370. Quality Management. 3 credits. Offered every three years.
An introduction to the management of quality in organizations. Topics include statistical quality control, the design of quality management systems, implementation, measurement and management issues in quality programs. Prerequisites: COB 300 and junior standing.

MGT 372. Entrepreneurship. 3 credits. Offered fall and spring.
A survey of the field of entrepreneurship and entrepreneurs and their significance in the American free enterprise system. Emphasis will be on exploring the theoretical framework of the entrepreneurship process and the entrepreneurial personality. Prerequisite: COB 300.

MGT 375. Business Ethics and Social Responsibility. 3 credits. Offered fall and spring.
This course explores the nature of moral values, moral judgments, and ethical decision and behaviors in modern business organizations. Alternative perspectives of right and wrong will be considered. A highly interactive course, students will analyze and discuss ethics-related current events, case studies, real-world scenarios, and common ethical dilemmas in order to improve skills in recognition, understanding, and decision-making related to business ethics and social responsibility at various organizational levels. This course is open to students in any COB major provided they meet the course prerequisites. Prerequisite: COB 300 or permission of the instructor.

MGT 390. Organizational Behavior. 3 credits. Offered fall and spring.
This course examines the determinants of work behavior in organizations. Topics to be covered include individual differences, work motivation, leadership, and work values and attitudes. Issues of measurement, survey use and managerial application will be emphasized. Prerequisite: COB 300.

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