

# SUMMER 2012

COURSE NO.	COURSE TITLE
ACT101X	Principles of Accounting I
ACT102X	Principles of Accounting II
ACT121X	Payroll Accounting
ACT201X	Intermediate Accounting I
ACT202X	Intermediate Accounting II
ACT211X	Cost Accounting
ACT264X	Federal Taxation I
ACT424X	Auditing
ACT510X	Accounting Theory for Management Decisions
BEV242X	Specialty Coffee & Tea Services
BEV284X	Managing Beverage Operations
BUS204X	Principles of Business Law
BUS424X	International Business
CAM124X	Purchasing
CAM284X	Food & Beverage Control
CMM401X	Principles of Conflict Management
CMM403X	The Manager as Negotiator
CMM404X	Organizational Conflict Analysis & Management
CMM510X	Interpersonal & Intergroup Conflict Analysis
CMM521X	Managing Organizational Conflict
CMM540X	Conflict & Culture
CMM550X	Negotiation in Conflict Management
CMM561X	Designing Organizational Conflict Mgmt. Systems
COM214X	Public Speaking
CSC118X	Computer Applications I
AOM206X	Desktop Publishing
CSC232X	User Support Systems
CSC303X	Computer Operating Systems
CSC311X	Fundamentals of E-Business
CSC405X	Advanced Telecommunications & Networking
CSC550X	Data Mining & Distributed Computing
CSC560X	Electronic Commerce & Intranet Development
CSC621X	Business Data Communications & Networking
CSC635X	Computer Security & Legal Issues
ECE142X	Community Enrichment
ECE164X	Family Systems
ECE202X	Child Care Administration
ECO201X	Microeconomics
ECO202X	Macroeconomics
ECO510X	Managerial Economics
ENG101X	Composition I
ENG102X	Composition II
ENG204X	Advanced Writing
ENG244X	Introduction to Literature
FIN200X	Personal Finance
FIN324X	Financial Management
FIN354X	Security Analysis & Portfolio Management
FIN364X	International Finance
FIN540X	Managerial Finance
FYE101X	Information Literacy
GEO244X	North American Geography
HCA301X	Principles of Healthcare Management
HCA302X	The Legal Aspects & Compliance of Healthcare
HCA510X	Healthcare Systems Management
HCA545X	Healthcare Finance
HMS304X	Principles of Hospitality Management
HMS321X	Quality Service Mgmt. in the Hospitality Industry
HMS333X	International Travel & Tourism
HMS404X	Marketing Hospitality Services
HMS575X	Restaurant Brand Development & Management

PREREQUISITE
ACT101
ACT102
ACT103
ACT201
ACT102
ACT102
ACT202, ACT203
MGT510, QNT550
CAM284
MGT304
CEC100 or placement
CSC118
CSC106, CSC118
CSC240, MTH305
MGT304
CSC205
MGT510 (Same as MP671)
MGT510 or concurrent
MGT510
MGT510 or concurrent
ECO201
MGT510, QNT550
ENG100 or placement
ENG101
ENG102
ENG101
ACT103 or ACT109
FIN334
FIN324
MGT510, QNT550
MGT304
MGT304
MGT510 or concurrent
MGT510, QNT550
HMS304
HMS304
HMS304
MGT510, QNT550

COURSE NO.	COURSE TITLE
HRL404X	Employment Law
HRL410X	Concepts of Recruiting
HRL411X	Industrial Relations
HRL465X	Health & Safety in Workplace
HRL660X	Organizational Effectiveness
HRM164X	Hospitality Management & Supervision
HRM244X	Wine & Spirits
HST274X	American Government
LAW545X	Employment Law
LDR401X	Essentials of Leadership
LDR550X	Leadership & Team Development
MGT254X	Small Business Management
MGT284X	Human Resource Fundamentals
MGT304X	Principles of Management
MGT340X	Budget Analysis
MGT344X	Organizational Behavior
MGT434X	Operations Management
MGT464X	Business Policy
MGT510X	Managerial Communication Skills
MGT561X	Organizational Systems Analysis & Design
MGT580X	Strategic Human Resource Management
MGT620X	Operations Strategy
MKT114X	Introduction to Marketing
MKT215X	Principles of Sales Presentation
MKT274X	Consumer Behavior
MKT304X	Principles of Marketing
MKT464X	Marketing Research
MKT570X	Marketing Strategy & Implementation
MTH101X	College Mathematics
MTH201X	College Algebra
MTH202X	Introduction to Statistics
MTH301X	Quantitative Methods
MTH305X	Discrete Mathematics
PHL244X	Introduction to Religion
PHL464X	Ethics
PSA101X	Crime in the United States
PSA102X	Introduction to Legal Systems
PSA160X	Introduction to Law Enforcement
PSA230X	Emergency Management
PSA402X	Current Issues in Public Safety Administration
PSY214X	Introduction to Psychology
PSY274X	Developmental Psychology
QNT550X	Advanced Quantitative Methods
SCI224X	Introduction to Anatomy & Physiology
SCM102X	The Logistics/Supply Chain Processes
SCM201X	Customer Service Strategies in Logistics Mgmt
SCM295X	Administration of Transportation
SCM302X	Transportation Management: Inbound/outbound
SCM402X	Supply Chain Inventory Planning
SOC214X	Introduction to Sociology
WPR201X	Word Processing II

PREREQUISITE
MGT510 & MGT/HRL580
MGT510 or concurrent
MGT510
Last Quarter only with Advisor Approval
MGT304
MGT304, MTH301
Last quarter or advisor approval
MGT510
MGT510 or concurrent
MGT510, QNT550
MKT304 & MTH202
MGT510 or concurrent
MTH100 or placement
MTH101
MTH201
MTH202
MTH201
PSA301
MGT510 or concurrent
Last quarter only with Advisor Approval
SCM301
SCM301
GRAD710

## PH.D. online offerings

CMM721X	Philosophical & Social Issues in Conflict Management
MGT711X	Organizations and the External Environment
MGT713X	Individual & Group Behavior in Organizations
MGT714X	Seminar in Human Capital Management
MGT721X	Industry Structure & Competitive Advantage
GRAD710X	Research Design & Analysis
GRAD716X	Qualitative Research Analysis

## GET THE CREDIT YOU DESERVE AT SULLIVAN UNIVERSITY!

APPLY THE CREDITS YOU'VE ALREADY EARNED TOWARD AN ASSOCIATE OR BACCALAUREATE DEGREE!

You may be able to complete your bachelor's degree at night or on the weekends in as few as 18 months, or an associate degree in as few as 9 months at Sullivan while you keep your current job. Choose a bachelor's degree in Accounting, Information Technology, Paralegal Studies, Human Resource Leadership, Hospitality Management or Business Administration with one of our seven concentrations: Accounting, Management, Marketing, Finance, Computer Systems, Supply Chain Management, and Healthcare Management. Then continue in Sullivan's Graduate School for your master's degree.



## Change your life through education! DON'T LET MONEY HOLD YOU BACK! FINANCIAL AID IS AVAILABLE!

We can help you explore the many sources of financial aid that are available to qualified students. Many companies even provide their employees with tuition reimbursement plans. Sullivan University guarantees that when students start school in a diploma or an associate degree program that with continuous attendance, their tuition will not increase all the way through the completion of a bachelor's degree!

**Sullivan University is accredited by the Commission on Colleges of the Southern Association of Colleges and Schools\* to award associate, bachelor's, master's and doctoral degrees**  
\*(1866 Southern Lane, Decatur, Georgia, Telephone number 404-679-4501.)

**CPE**  
Sullivan University is licensed to offer bachelor's and master's degrees by the Kentucky Council on Postsecondary Education in accordance with the provisions of KRS 164.945-164.992.

**CULINARY**  
The Culinary Arts and the Baking & Pastry Arts Programs at Sullivan University's National Center for Hospitality Studies are accredited by the American Culinary Federation's Accrediting Commission.

**ABA**  
The Paralegal and the Legal Nurse Consulting Programs of the Institute for Legal Studies at Sullivan University are approved by the American Bar Association.

**ACNS**  
The Professional Nanny Program at Sullivan University is an approved member of the American Council of Nanny Schools (ACNS) and the International Nanny Association (INA).

**CAAHEP**  
Sullivan University's Medical Assisting program is accredited by the Commission on Accreditation of Allied Health Education Programs (www.caahep.org) upon the recommendation of the Curriculum Review Board of the American Association of Medical Assistants Endowment (AAMAE). Commission on Accreditation of Allied Health Education Programs, 1361 Park Street, Clearwater, FL 33756 (727) 210-2350.

**Sullivan University is located at  
2355 Harrodsburg Road,  
just off New Circle Road.**

**859.276.4357 800.467.6281**  
**sullivan.edu**

**Call and register today!  
JUNE 25 - JULY 7  
CLASSES BEGIN  
SUMMER 2012**

**SUMMER 2012**  
Classes Schedule

**Classes Begin**  
June 25 - July 7



**The resources you need,  
for the career you want.**

**Lexington Campus**  
DAY • EVENING • WEEKEND • ONLINE

**859.276.4357 or 800.467.6281**



**Sullivan University continually updates the online offerings. Contact the admissions office at 859.276.4357 or 800.467.6281 for a complete list of classes available.**



## DOCTORAL DEGREES

Ph.D. in Management with CONCENTRATIONS in:  
• Strategic Management • Conflict Management  
• Information Technology • Human Resource

## MASTER'S DEGREES

Master of Science in Human Resource Leadership (MSHRL)  
Master of Business Administration (MBA) with CONCENTRATIONS in:  
• Hospitality Studies • Marketing  
• Accounting • Health Care Management  
Master of Science in Managing Information Technology (MSMIT)  
Master of Science in Conflict Management (MSCM)  
Dual Master of Business Administration & Master of Science in Managing Information Technology (MBA/MSMIT)  
Master of Science in Management (MSM)  
Master of Science in Public Management (MSPM) with CONCENTRATIONS in:  
• Healthcare Management • Education Management  
• Justice & Public Safety Management • Management Analytics  
Executive MBA - blended

## BACHELOR'S DEGREES

Accounting  
Business Administration with CONCENTRATIONS in:  
• Management • Marketing  
• Computer Systems • Healthcare Management  
• Finance • Supply Chain Management  
Hospitality Management  
Human Resource Leadership  
Information Technology  
Justice & Public Safety Administration  
Paralegal Studies

## ASSOCIATE DEGREES

Accounting  
Administrative Office Management  
Beverage Management  
Business Management  
Computer Information Technology  
Culinary Arts  
Early Childhood Education  
Information Technology  
Legal Administrative Professional  
Marketing & Sales Management  
Medical Assisting  
Medical Office Management  
Paralegal Studies  
Event Management & Tourism  
Supply Chain Management  
Justice & Public Safety Administration

## DIPLOMAS

Administrative Accounting Specialist  
Administrative Management  
Business Accounting  
Business Administration  
Clinical Assistant  
Executive Administrative Assistant  
Legal Administrative Assistant  
Marketing Management  
Medical Administrative Assistant  
Professional Pharmacy Technician  
Personal/Private Chef  
Professional Nanny  
Tourism Specialist

## CERTIFICATES

A+/Network+  
Accounting Specialist  
Cisco Network Professional  
Computer Specialist  
Conflict Management  
Human Resource Leadership  
Management Specialist  
Marketing & Sales Specialist  
Microsoft Certified Information Technology Professional  
Microsoft Solutions Developer  
System Design & Application Programming  
Post-Baccalaureate Certificate in Paralegal Studies



**Sullivan University**  
helps you get ahead in  
today's job market.

Whether you only need  
to sharpen your skills by  
taking a few classes or  
you want to earn a  
diploma or a degree,  
Sullivan University can  
help you move ahead  
or get you started  
in a new career fast!

After you earn your  
diploma or degree,  
Sullivan University's  
Career Services staff is  
here to help you find  
career opportunities  
in your field of study.  
All Sullivan graduates  
can use this service  
as many times as  
necessary, with no  
additional cost—ever!

**Summer 2012**  
evening classes meet  
from 6 - 9:40PM  
unless otherwise specified.

## Monday Night BEGINNING JUNE 25, 2012

COURSE NO.	SECTION CODE	COURSE TITLE	CREDIT HOURS	PREREQUISITE
ACT101	M6	Principles of Accounting I	4	
ACT201	M6	Intermediate Accounting I	4	ACT103
BUS224	M6	Professional Development	4	Taken in last or next to last Quarter
BUS424	M6	International Business	4	MGT304
COM214	M6	Public Speaking	4	
CSC218	M6	Computer Applications II	4	CSC118
ENG100	M6	Introduction to Writing	4	
KEY105	M6	Keyboarding Essentials	4	CED100 or Placement
MKT114	M6	Introduction to Marketing	4	
MSS104	M6	Medical Terminology	4	
MTH100	M6	Basic Mathematics	4	
PHL464	M6	Ethics	4	
PLS144	M6	Legal Writing	4	PLS114, PLS134
PSY214	M6	Introduction to Psychology	4	
SEC214	M6	Administrative Systems & Procedures	4	CSC118

## Lifetime Review Privilege

Sullivan University graduates have another valuable benefit. They have the right to return to Sullivan at any time, as many times as desired to audit any course previously taken - tuition free! What a great way to refresh your knowledge and enhance your career!

## Tuesday Night BEGINNING JUNE 26, 2012

COURSE NO.	SECTION CODE	COURSE TITLE	CREDIT HOURS	PREREQUISITE
ACT102	T6	Principles of Accounting II	4	ACT101
ACT203	T6	Intermediate Accounting III	4	ACT201
CED100	T6	Computer Basics	4	
CSC106	T6	Computer Concepts	4	CED100 or placement
CSC228	T6	Hardware Troubleshooting	4	CSC106, CSC118
CSC320	T6	Data Structures	4	CSC242
ENG101	T6	Composition I	4	ENG100 or placement
ENG204	T6	Advanced Writing	4	ENG102
FIN354	T6	Security Analysis & Portfolio Management	4	FIN334
GEO244	T6	North American Geography	4	
MGT114	T6	Business Organization & Management	4	
MGT304	T6	Principles of Management	4	
MTH100	T6	Basic Mathematics	4	
MTH101	T6	College Mathematics	4	MTH100 or placement
PLS114	T6	Introduction to Law & the Legal System	4	
PLS244	T6	Domestic Relations/Family Law	4	PLS114
TYP101	T6	Speed Development	1	KEY105

## SULLIVAN UNIVERSITY IT ACADEMY



Microsoft, the world's largest software company, created its own market; the company's software has become the industry standard in most businesses around the world. Certification demonstrates to employers that an individual has the technical skills needed to manage these new and advanced systems.

**CLASSES MEET EVENINGS FROM 6 - 9:40PM  
SATURDAY FROM 8AM - 3:20M**

**ALL CLASSES ARE 4 CREDIT HOURS**



CNP340	F6-S8	Cisco Security Fundamentals prerequisite: CNP332
CNP342	F6-S8	CCNA Security prerequisite: CNP332

## Microsoft Network Engineer

MSD105	TW-6	CIW Foundations Course
MSD106	-W-6	CIW v5 Site Designer Course
MNE108	F6-S8	Computer Hardware Fundamentals
MNE109	F6-S8	Computer Network Fundamentals prerequisite: MNE108



**DALE CARNEGIE®  
TRAINING**

From sales development to presentation skills and more, our Dale Carnegie Training division has the answer to your personal development needs.

877-359-8870  
kentuckiana.dalecarnegie.com

## Wednesday Night BEGINNING JUNE 27, 2012

COURSE NO.	SECTION CODE	COURSE TITLE	CREDIT HOURS	PREREQUISITE
ACT101	W6	Principles of Accounting I	4	
ACT404	W6	Managerial Accounting	4	ACT203, ACT211
CMM401	W6	Principles of Conflict Management	4	
CSC105	W6	Introduction to Programming	4	MTH100 or placement
CSC242	W6	Object Oriented Programming	4	CSC240
CSC302	W6	Social, Legal & Ethical Issues in Computing	4	BUS204
ECO201	W6	Microeconomics	4	
ENG102	W6	Composition II	4	ENG101
FYE101	W6	Information Literacy	4	
MKT200	W6	Retailing	4	
MSS124	W6	Anatomy & Physiology II	4	MSS115
PLS234	W6	Real Estate Law	4	PLS114
SCI204	W6	Human Nutrition	4	
WPR101	W6	Word Processing I	4	CSC118
WPR201	W6	Word Processing II	4	WPR101
BFS264	WR-6	Advanced Culinary Techniques Laboratory	3	BFS214, BFS 216
CAM256	WR-6	International Cuisine	3	BFS214, BFS 216

## Thursday Night BEGINNING JUNE 28, 2012

ACT103	R6	Principles of Accounting III	4	ACT102
ACT414	R6	Senior Accounting Seminar	4	ACT211
BUS204	R6	Introduction to Business Law & Ethics	4	
BUS405	R6	Business Law II	4	BUS204
CAM174	R6	Basic Nutrition	4	
CSC118	R6	Computer Applications I	4	CED100 or placement
CSC230	R6	Website Design	4	CSC105, CSC106
ECO202	R6	Macroeconomics	4	ECO201
ENG244	R6	Introduction to Literature	4	ENG101
MGT464	R6	Business Policy	4	Last quarter or advisor approval
MKT304	R6	Principles of Marketing	4	
MSS214	R6	Medical Software Applications	4	CSC118, MSS104
MTH201	R6	College Algebra	4	MTH101
PLS214	R6	Estate Planning & Administration	4	PLS114
PLS434	R6	Contemporary Legal Topics	4	

SULLIVAN UNIVERSITY RESERVES THE RIGHT TO CANCEL CLASSES  
FOR WHICH THERE IS NOT SUFFICIENT ENROLLMENT.

For specific details about these fields, visit this link: [Disclosure.sullivan.edu](http://Disclosure.sullivan.edu)

## Friday Night BEGINNING JUNE 29, 2012

COURSE NO.	SECTION CODE	COURSE TITLE	CREDIT HOURS	PREREQUISITE
CSC364	F6	Systems Analysis and Design	4	MGT304
HRM110	F6	Conversational Spanish for Hospitality Studies	4	
MTH202	F6	Introduction to Statistics	4	MTH201
PLS262	F6	Basic Legal Ethics	2	PLS114

## Saturday Classes BEGINNING JUNE 30, 2012

**CLASSES MEET 8 - 11:40AM**

BFS106B	S8	Basic Culinary Skills Laboratory Part 2	3	
BFS216B	S8	Garde Manger Laboratory Part 2	3	BFS104, BFS106
CAM284	S8	Food & Beverage Control	4	
PBA126B	S8	Baking Fundamentals Part 2	3	

**CLASS MEETS 12:40 - 4:20PM**

HRM244	S1240	Wine & Spirits	4	
--------	-------	----------------	---	--



The Executive MBA program is designed for mid and senior level career professionals. The curriculum is designed to provide a learning experience for busy executives to effectively manage the change and growth in today's competitive global environment. Only 44 weeks with holidays and vacations - one weekend per month, blended, especially for professionals with career demanding schedules!

## Graduate School Classes

**EVENING CLASSES MEET 6 - 9:40PM** Classes with a Z indicate blended class

COURSE NO.	SECTION CODE	COURSE TITLE	CREDIT HOURS	PREREQUISITE
MGT510	M6	Managerial Communication Skills	4	
LDR550	T6	Leadership & Team Development	4	MGT510
QNT550	W6	Advanced Quantitative Methods	4	MGT510 or concurrent
COM499	R6	Foundations of Communications	4	
MGT680	R6	Integrative MBA/MSMIT Capstone	4	Last quarter
MTH499	S8	Foundations of Research	4	

## EMBA Classes

**FRIDAY CLASSES START JUNE 29, 2012**

MGT510Z	F6	Managerial Communications	4	
---------	----	---------------------------	---	--

**SATURDAY CLASSES START JUNE 30, 2012**

**AFTERNOON CLASS MEETS 12:40-4:20 PM**

MGT580Z	S8	Strategic Human Resources	4	MGT510
MGT571Z	S1240	Competing in Domestic & International Markets	4	MGT510

**YOUR SULLIVAN  
TUITION IS  
GUARANTEED  
NOT TO INCREASE!**

Sullivan University guarantees that once students start school in a diploma, associate or bachelor's degree program, and with continuous attendance, taking at least one course, on campus or online, each quarter their tuition will not increase through completion of their bachelor's degree.

Sullivan University is the **ONLY** four year college or university in Kentucky offering this guarantee.