

# Hawai'i Pacific University

## Business Programs



- ä *International focus*
- ä *Small classes*
- ä *No teaching assistants*
- ä *Professors with industry and academic experience*
- ä *Critical thinking emphasis*

# Business

*Hawai'i Pacific University*



## ä *What makes a business degree from HPU different from that of any other school?*

Every business class at Hawai'i Pacific tries to improve the primary skills you will need to be successful in a highly competitive job market. Each course is directed to have a strong component in analytical reasoning, communications, teamwork, and technology. It's really that simple: when you graduate you'll be required to analyze problems and recommend solutions, communicate clearly and effectively, work well with other people, and be comfortable with the technology in your workplace.

At HPU you'll be studying in classes, working on team projects, and networking socially and professionally with students from more than 100 countries and all 50 states. Those same students you study with today, are the same people you will do business with internationally tomorrow.

## FA S T FACT

There are two Honor Societies and ten Registered Independent Organizations (student clubs and associations) that directly cater to the varied interests of business students. Whatever your particular interests, professional or social, there's an organization for you.

The typical professor at HPU is someone who has lived and travelled abroad, has the business experience to tell you how theory can be put into practice, and uses his or her knowledge and research to make the classroom a vital and stimulating place of learning. At HPU you are a necessity, not a nuisance.

Not only does HPU have rigorous business degree programs in 12 key areas of study, but it also offers opportunities for internships and co-op experiences. When you graduate, not only will you have studied business, you will have had the opportunity to practice some of what you learned. You'll have a diploma and a job résumé.

Outside of the classroom you will be able to explore many social and professional opportunities. HPU sponsors more than 70 student organizations ranging from the Travel Industry Management Student Organization (TIMSO), to the Finance Club, from the AMA related American Marketing Association Club to the Economics Club. There are probably more exciting clubs and organizations than your time will allow.

For those students who excel in the classroom, there are honor societies sponsored by Hawai'i Pacific that are business related: Epsilon Delta Pi for computer majors, Delta Mu Delta for all business administration students, and Mu Kappa Tau for marketing majors.

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## ä *Cooperative Education and Internships*

This is a structured educational program that combines classroom learning with productive work experience in a field related to a student's academic or career goals. Co-op or internship is a partnership among students, educational institutions, and employers, with specified responsibilities for each party. It's a simple formula that produces a more competitive, experienced graduate: 200 hours of work + reflective paper + satisfactory work evaluation = 1 credit. Working in a job related to your major helps you connect classroom theory to practical experience. Not only will you have a better understanding of the realities of how the work place operates, but you will also have an opportunity to explore jobs and industries and gain a variety of work experiences related to your major and your career goals before you make a commitment. It also doesn't hurt to have an impressive résumé before graduation. The internship and co-op certainly give you an opportunity to position yourself for a permanent position and explore possible career opportunities before you graduate.

## ä *Earn Graduate credits while completing your Undergraduate degree: Concurrent Registration*

Seniors who have completed a minimum of 100 semester hours towards their undergraduate degree program, and have a cumulative grade-point average (GPA) of at least 3.0, may petition the Dean of Business Administration by Concurrent Petition Form, to enroll concurrently in a graduate degree program at Hawai'i Pacific University. A maximum of four graduate courses (12 semester hours) may be used to complete an undergraduate program while at the same time starting a graduate program. What a great way to accelerate the completion of your graduate degree, and move that much more quickly into that special job you've wanted.

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## *Recent Graduates*

- Jarnett Lono '00 (MBA-Marketing) - SMS Research
- Tharan Cook '00 (MBA-Finance) - KPMG
- Michelle de la Cruz '01 (MBA-Management) - IBM
- Sharon Smith '00 (BSBA-Accounting) - Bowen Hunsaker & Co.
- Krissie Yanagawa '01 (BSBA-Accounting) - Century Small Business Solutions
- Heather Buen '00 (BSBA-Corporate Communications) - Verizon
- Armando Pabo '00 (BSBA-Computer Information Systems) - Decision Research Corp.
- Kyoko Sugimoto '99 (BSBA-Int'l Business) - Hilo Hattie
- Irena Deisinger '00 (MBA-Int'l Business) - IBM
- Nathan Lau '00 (BSBA-Computer Information Systems) - IBM
- Malik Pradhan '00 (BSBA-Computer Information Systems) - Volt Services, Microsoft
- Hwee Ling Ting '00 (BSBA-Human Resource Management) - Genesys Conferencing

# Comments

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## ä *What do faculty say?*

Do you want to be a global manager in the era of globalization? Then, HPU is the place for you. As a doctoral student at MIT, I thought we had an international student body, but I never had the opportunity to study with fellow students from such interesting places as Guatemala, the Maldives, and Kenya, not to mention Botswana, Sweden, and Brazil. At HPU, I truly have a global experience in my class discussions. With students from more than 90 countries all over the world, somebody always has something unique to offer on their evaluation of a case we are studying. Exchanging knowledge from so many different parts of the world on a real time contemporary basis is something you can't find in a textbook or any school I ever attended. Of equal importance, by the end of your program at HPU, through your many project groups and classes, you will have friends and potential business partners in every country you can possibly think of.

**Guk-Hyun (Justin) Cho, Ph.D.**  
**Massachusetts Institute of Technology**  
**Assistant Professor of Management**

I've had some former students say studying economics was fun. I've had others say it was challenging. What's unique about HPU is that here it is both fun and challenging. A few enjoy the math, many like the logic, but everybody likes the sense of relevance. In teaching, I combine the tools and the rich body of economic theory with real-world applications. And having students from the East and the West, the North and the South, brings out fundamental social and international economic problems and relationships. Students sharing their personal knowledge and experience adds a whole new and rich dimension to learning. At HPU we strive to provide students with a practical sense of what is required to make wise economic decisions in the global economy we all live in.

## **F A S T** **FACT**

To complement the well-credentialed faculty, with degrees from such institutions as Northwestern, Virginia, University of Chicago, and MIT, a number of managers, directors, vice presidents, and partners from the business community teach at HPU. They blend the reality of the workplace with the theory of their discipline to create an unusually exciting classroom experience.

If you are interested in studying and learning in a dynamic world-community, then you should consider Hawai'i Pacific University. I have taught in many countries around the world: Argentina, Thailand, Ghana, Finland, Lithuania, and Switzerland, to name a few. And I find HPU to have the most diverse, interesting, and enthusiastic student body I have yet encountered. Classroom discussions are always provocative because of the opportunity to challenge yourself when faced with fellow students from different backgrounds and different social assumptions. These interactions make the classroom bubble with enthusiasm. Of course, it's a little easier to be enthusiastic when surrounded by such a beautiful environment as we have in Hawaii.

**Antonina Espiritu, Ph.D.**  
**University of Nebraska**  
**Assistant Professor of Economics**

**Chris Keller, Ph.D., J.D.**  
**University of Indiana**  
**University of Chicago**  
**Assistant Professor of**  
**Quantitative Methods and Law**

# Faculty

## *Accounting*

**Thomas Kam, M.B.A., C.P.A.**  
University of Hawai'i at Manoa  
Assistant Professor of Accounting

**John Karbens, M.B.A., Ed.D.**  
University of Hawai'i at Manoa  
Associate Professor of Accounting

**James Waddington, M.B.A., C.P.A.**  
University of Hawai'i at Manoa  
Assistant Professor of Accounting

**Warren Wee, M.B.A., C.P.A., Ph.D.**  
University of Washington  
Associate Dean of Business Administration  
Associate Professor of Accounting

## *Finance*

**Mark Lane, M.B.A., Ph.D.**  
University of Missouri - Columbia  
Assistant Professor of Finance

**Gunter Meissner, Ph.D.**  
University of Kiel  
Assistant Professor of Finance

**Michael Seiler, M.B.A., Ph.D.**  
Cleveland State University  
Assistant Professor of Finance

## *Marketing*

**Joseph Ha, Ph.D.**  
Rutgers University  
Academic Coordinator for Marketing  
Assistant Professor of Marketing

**Ted Hagglblom, Ph.D.**  
Michigan State University  
Assistant Professor of Marketing

**Vicki Seiler, M.B.A.**  
Cleveland State University  
Assistant Professor of Marketing

## *Management*

**Guk-Hyun Cho, Ph.D.**  
Massachusetts Institute of Technology  
Assistant Professor of Management

**Daniel Flood, M.B.A., Ph.D.**  
Pepperdine University  
Union Institute Graduate School  
Assistant Professor of Management

**Susan Fox-Wolfgramm Ph.D.**  
Texas Tech University  
Associate Professor of Management

**David Lohmann, Ph.D.**  
Arizona State University  
Professor of Management

**Melvin Masuda, M.P.A., J.D.**  
Harvard University  
Princeton University  
Yale Law School  
Associate Professor of Law

**Stephen Phillips, M.B.A.**  
Central Michigan University  
Instructor of Management

**Joseph Smith, M.S., Ed.D.**  
University of Southern California  
Assistant Professor of Management

**Niti Villinger, Ph.D.**  
University of Cambridge  
Assistant Professor of Management

## *Economics*

**Eric Abrams, Ph.D.**  
University of Iowa  
Assistant Professor of Economics

**Eric Drabkin, Ph.D.**  
University of California at Los Angeles  
Academic Coordinator for Economics  
Assistant Professor of Economics

**Antonina Espiritu, M.B.A., Ph.D.**  
University of Hawai'i at Manoa  
University of Nebraska - Lincoln  
Assistant Professor of Economics

**Leroy Laney, Ph.D.**  
University of Colorado  
Professor of Finance and Economics

**Ernesto Lucas, Ph.D.**  
University of Hawai'i at Manoa  
Assistant Professor of Economics

**Ward Mardfin, M.B.A., Ph.D.**  
University of Hawai'i at Manoa  
Associate Professor of Economics

**Rodney P. Romig, Ph.D.**  
University of Nebraska at Lincoln  
Dean of Business Administration  
Professor of Economics

**Brett Saraniti, Ph.D.**  
Northwestern University  
Assistant Professor of Economics

**Ken Schoolland, M.S.F.S.**  
Georgetown University  
Associate Professor of Economics

## *Quantitative Methods*

**Christopher Keller, Ph.D., J.D.**  
University of Indiana  
University of Chicago  
Academic Coordinator for Law and Management  
Assistant Professor of Law and Quantitative Methods

**John Kros, M.B.A., Ph.D.**  
Santa Clara University  
University of Virginia  
Academic Coordinator of Quantitative Methods  
Assistant Professor of Quantitative Methods

## *Computer Science*

**Gabriela Artigas, M.S.I.S.**  
Hawai'i Pacific University  
Instructor of Computer Science

**Marvin Brown, M.B.A.**  
Morehead State University  
Assistant Professor of Computer Science

**Soussan Djamasbi, M.S.C.S.**  
University of New Mexico  
Instructor of Computer Science

**Carl Farrell, M.S.**  
Stanford University  
Associate Professor of Computer Science

**George McOuat, M.S.**  
University of Southern California  
Instructor of Computer Science

**Gregory Schaper, Ph.D.**  
University of Central Florida  
Associate Professor of Computer Science

**Alfred Zimmermann, M.B.I.S.**  
Georgia State University  
Academic Coordinator for Computer Science  
Assistant Professor of Computer Science

# Introduction to the Majors

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## ä *Accounting*

This major is for those students who like the challenges of demystifying puzzles as well as problem solving. Students in this major are well prepared to seek positions in public accounting, private industry, government service, and not-for-profit organizations. Internships are available and may be considered as an elective for the major. In addition, the curriculum is designed to include the necessary academic content required to sit for professional examinations. To support the academic program, there is an active Accounting Club that creates opportunities to interact with practicing accountants. Alumni are employed by the Big Five, regional, and local CPA firms; by public and private corporations; and by various government and non-government agencies.

## ä *Business Economics*

The essential difference between economics and business economics is not in the economics training the students receive but, rather, in the other degree requirements. A student's interests and career goals should dictate the choice of one major over the other and, thus, one major cannot be considered superior to the other in any way. In comparing the two majors, the economics major is somewhat less structured and offers students a greater degree of choice in designing their overall curriculum. Business economics is more structured and provides excellent preparation for students who prefer training in the various functional areas of business such as finance, accounting, marketing, personnel, and information systems, as well as solid grounding in economic fundamentals.

## ä *Computer Information Systems*

Designed to produce leaders in the management of information systems, this major combines a business administration core with hands-on computer training to produce graduates prepared to contribute to data processing, computer systems, and research communities. Hawai'i Pacific offers more than 40 computer science courses in languages, logic, and hardware theory taught by professors with outstanding academic credentials and years of real-world professional experience. HPU is a firm believer in providing opportunities for students to gain entry into their professions. Students therefore have opportunities to enroll in work-study and internship positions that may lead to career positions. There is also the opportunity for students to participate in career-related student organizations and honor societies. In addition to preparing students for professional employment, the Bachelor of Science in Business with a major in Computer Information Systems provides the foundation for students who wish to continue their education in Hawai'i Pacific's Master of Science in Information Systems (MSIS) degree program.

## ä *Corporate Communication*

This major provides for the study of business communication both internally within the company, between management and employees, and externally among the company and the mass media, stockholders, consumers, and public organizations. Corporate communication provides a background in supervision, research, and implementation of communication strategies. The foundation of the degree is a firm grounding in the functional areas of business. From there, the student is exposed to public relations, sales promotion, advertising, and publication production. Students pursuing this major will examine persuasion theory, mass media effects, consumer behavior, and advertising. They may choose to study promotional campaigns and create new ones. They may also design and produce a variety of publications.

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## ä *Entrepreneurial Studies*

This major provides for the study of the successful creation, development, and operation of the business enterprise. It examines the role and function of business in the American tradition, and focuses on the principles and problems of establishing, financing, operating, and expanding any business, large or small. Entrepreneurship is studied in terms of its history and evolution from both a theoretical and practical viewpoint. The nature of risk-taking, the mechanics of success, and the psychology of entrepreneurship are all topics of consideration. A complementary and comprehensive examination of the principles of franchising is also required. Students pursuing this degree will be exposed to the theoretical and practical knowledge that will allow them to make a well-reasoned choice about their entrepreneurial qualities, and the need to acquire the practical knowledge required to succeed should they choose to proceed in this direction.

## ä *Finance*

Students selecting this major develop analytical and financial management skills, improve decision-making abilities, and enhance their communication skills. Students are provided with a sound foundation in the economic theory that underlies the functions of domestic and international financial markets. In addition, the curriculum encourages an intensive focus on both the application and theory of the operations of the capital markets. The Finance Club provides opportunities to use the knowledge gained in the classroom. Also, the Hawai'i Chapter of the Financial Executives Institute has annually awarded scholarships to finance majors. Finance graduates are employed by banks, credit unions, brokerage houses, financial institutions, insurance companies, and government agencies.

## ä *Human Resource Management*

This major, rooted in a strong business administration core, is supplemented with several human resource management electives. It is a major for students specializing in the challenges of organizing and utilizing human potential. This major combines training in the functions of personnel management with techniques for facilitating employee growth and development. Comparative personnel management in international business is covered, and the impact on the international firm is analyzed. Recruitment, selection, performance appraisal, training and development, job design, compensation, labor relations, and safety and health issues are studied. The contribution of organizational theory to an appreciation of practical personnel problems is presented. The need for change in the development process is emphasized. The process of organizational change and models of innovation are explored.

## ä *International Business*

This major provides a strong foundation in the current issues and problems that international managers face. It is based on an analytical approach that is comparative in nature, and the orientation is toward practical applications. Global problems related to population, resources, energy, food, the environment, and other pertinent topics are also presented and discussed. A variety of international cultures are studied with particular attention given to values and consumer patterns in those cultures. Students will have the opportunity to analyze business activities across cultures, social and environmental consequences of location decisions, and the alternative use of resources. This major is based on an understanding of basic economic and business decision making.

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## ä *Management*

This major provides for the study of contemporary management principles applicable to all occupations and organizations. A strong business administration core is augmented by a wide variety of management electives directed toward the student's particular interests. Current issues and problems related to organizational environments and structures are introduced, with a strong emphasis on international business management. The place, function, and effect of small business in the U.S. economy are examined. In order to meet the challenges of today and tomorrow, an exploration of the process of change in organizations, and models of innovation are studied. A systems approach to planning and decision-making, including the management processes, information support, and the evaluation of public relations are also examined.

## ä *Marketing*

This is the major for those who want a broad exposure to the fundamentals of marketing. The program prepares practitioners and managers through exposure to the many facts of marketing: development, advertising, distribution, sales of products and services. Students will gain an understanding of research, planning, analysis, communication, business relations, and decision-making techniques as they are used by marketing managers and directors. Specific courses will focus on current issues and problems, such as electronic and integrated marketing. Advertising theory, techniques, and applications are presented. Problems, issues, and alternative solutions involving product strategy, pricing, distribution, promotion, and marketing research will be discussed, from both a national and international perspective. In general, marketing principles will be applied to multinational and international business practices. Retailing and management of the marketing function will also be studied.

## ä *Public Administration*

This major analyzes the application of management and decision-making principles to public organizations. The program combines a comprehensive management foundation with an application of the practicalities of political and social policy making. The student will gain an understanding of the significant expansion of the public sector during the twentieth century, and the resulting proliferation of laws, rules and regulations, and problems associated with effective change in that environment. Specific courses will focus on the challenges of problem solving in public bureaucracies; federal, state, and municipal governments and politics; current issues and problems in constitutional law; society's response to social problems; and the administration of social agencies.

## ä *Travel Industry Management*

During the past 20 years, the world has experienced phenomenal growth in the realm of tourism. Indeed, travel is emerging as the single largest industry in the world, with total visitor spending estimated to exceed three trillion dollars a year. The need for well-trained managers in this vast and diverse field – encompassing hotel and resort services, passenger transportation, marketing, finance and operations, and human resource development – has never been more critical. At Hawai'i Pacific, management is the focus of the TIM program. The University's TIM program, the largest in the Pacific, constitutes, at the undergraduate level, a comprehensive major within the Bachelor of Science in Business Administration degree curriculum, and at the graduate level, an MBA with a TIM concentration. An exceptional faculty made up of distinguished TIM professors from leading universities with vast industry experience is committed to excellence in classroom instruction, research, service, and mentoring of students.

# *The Bachelor of Science in Business Administration*

## **General Education Core (45-48 semester credits)**

BIOL	1000	Introduction to the Biological Sciences,or another biological science course
COM	1000	Career Skills
CSCI	1011	Introduction to Computer-Based Systems
ECON	2010	Principles of Microeconomics
ECON	2015	Principles of Macroeconomics
GEOG	2721	Cultural Geography;or cross-cultural course,or modern language
HIST	2001	World Civilizations I
HIST	2002	World Civilizations 11
HUM	1000	Introduction to the Humanities
LIT	2000	Introduction to Literature;or LIT 2510 Ideas in Literature I;or LIT 2520 Ideas in Literature 11
MATH	2130	Pre-Calculus I
PHYS	1000	Physical Science;or another physical science course
PSCI	1400	American Political System
WRI	1100	Writing and Critical Analysis
WRI	1200	Argument,Research,and Writing from Sources

All majors at the University rest on the foundation of the General Education Core.The order is simple: we want to produce broadly educated young men and women with specific skills and abilities. It is through exposure to the breadth offered above that the complex panorama of human experience is revealed. This exposure is the first requirements for a well-educated citizen.

## **Lower-Division Business Requirements (9 semester credits)**

ACCT	2000	Principles of Accounting I
ACCT	2010	Principles of Accounting 11
MGMT	1000	Introduction to Business

## **Upper-Division Business Requirements (36 semester credits)**

COM	3420	Business Communication
CSCI	3201	Microcomputer Applications to Management
ECON	3020	Managerial Economics
FIN	3000	Business Finance
LAW	3000	Business Law I
LAW	3100	Advanced Business Law for Managers
MATH	3323	Statistics
MATH	3326	Mathematics for Decision-Making
MGMT	3100	Business in Contemporary Society
MGMT	3400	Human Resource Management
MGMT	4001	Business Policy
MKTG	3000	Principles of Marketing

Students pursuing degrees in Business Administration require a necessary and fundamental orientation before proceeding to their major courses.The lower and upper division requirements acquaint students with the essential business processes,organizational structures,and methods of analysis used by modern organizations doing business in the contemporary economic environment.This exposure culminates in a summary Business Policy course where students have an opportunity to apply the skills and perspectives they have acquired to the analysis of contemporary business cases and problems.

**Major Courses (21 semester credits)** Seven Business related upper-division electives

**Unrestricted Electives (7-10 semester credits)**

**Total Credits to Graduation: 124 credits**

# Accounting

## Lower-Division Business Requirements (9 semester credits)

ACCT	2000	Principles of Accounting I
ACCT	2010	Principles of Accounting 11
MGMT	1000	Introduction to Business

## Upper-Division Business Requirements (39 semester credits)

ACCT	3380	Tax Planning and Research;or another research course
COM	3420	Business Communication
CSCI	3201	Microcomputer Applications to Management
ECON	3020	Managerial Economics
FIN	3000	Business Finance
LAW	3000	Business Law I
LAW	3110	Advanced Business Law for Accountants
MATH	3323	Statistics
MGMT	3100	Business in Contemporary Society
MGMT	3300	International Business Management;or ECON 3400 International Trade and Finance;or another global perspective course
MGMT	3400	Human Resource Management
MGMT	4001	Business Policy
MKTG	3000	Principles of Marketing

## Major Courses (24 semester credits)

ACCT	3000	Intermediate Accounting I
ACCT	3010	Intermediate Accounting II
ACCT	3020	Intermediate Accounting III
ACCT	3200	Managerial Accounting
ACCT	3300	Federal Income Tax - Individuals
ACCT	3700	Accounting and Information Systems
ACCT	4100	Auditing
ACCT	—	Accounting Elective,upper-division course

## Unrestricted Electives (4-7 semester credits)

# Business Economics

## Lower-Division Business Requirements (9 semester credits)

ACCT	2000	Principles of Accounting I
ACCT	2010	Principles of Accounting 11
MGMT	1000	Introduction to Business

## Upper-Division Business Requirements (33 semester credits)

COM	3420	Business Communication
CSCI	3201	Microcomputer Applications to Management
FIN	3000	Business Finance
LAW	3000	Business Law I
LAW	3100	Advanced Business Law for Managers
MATH	3323	Statistics
MATH	3326	Mathematics for Decision-Making
MGMT	3100	Business in Contemporary Society
MGMT	3400	Human Resource Management
MGMT	4001	Business Policy
MKTG	3000	Principles of Marketing

## Major Courses (24 semester credits)

ECON	3015	Macroeconomic Analysis
ECON	3020	Managerial Economics
ECON	3100	Business Research Methods
ECON	3200	Industrial Organization
ECON	4900	Seminar in Economics

Plus three upper-division electives in ECON or cognate fields

## Unrestricted Electives (10-13 semester credits)

# Computer Information Systems

## Lower-Division Business Requirements (18 semester credits)

ACCT	2000	Principles of Accounting I
ACCT	2010	Principles of Accounting 11
CSCI	2911	Computer Science I
CSCI	2912	Computer Science II
CSCI	2913	Program Problem Solving
MGMT	1000	Introduction to Business

## Upper-Division Business Requirements (39 semester credits)

COM	3420	Business Communication
CSCI	3201	Microcomputer Applications to Management
ECON	3020	Managerial Economics
FIN	3000	Business Finance
LAW	3000	Business Law I
LAW	3150	Advanced Business Law for Information Systems
MATH	3323	Statistics
MATH	3326	Mathematics for Decision-Making
MGMT	3100	Business in Contemporary Society
MGMT	3300	International Business Management
MGMT	3400	Human Resource Management
MGMT	4001	Business Policy
MKTG	3000	Principles of Marketing

## Major Courses (15 semester credits)

CSCI	3211	Systems Analysis
CSCI	3301	Data Base
CSCI	4921	Management Information Systems

Plus two upper-division Business electives

## Unrestricted Electives (4-7 semester credits)

# Corporate Communication

## Lower-Division Business Requirements (12 semester credits)

ACCT	2000	Principles of Accounting I
ACCT	2010	Principles of Accounting 11
COM	2000	Public Speaking
MGMT	1000	Introduction to Business

## Upper-Division Business Requirements (36 semester credits)

COM	3420	Business Communication
CSCI	3201	Microcomputer Applications to Management
ECON	3020	Managerial Economics
FIN	3000	Business Finance
LAW	3000	Business Law I
LAW	3100	Advanced Business Law for Managers
MGMT	3100	Business in Contemporary Society
MGMT	3300	International Business Management
MGMT	3400	Human Resource Management
MGMT	4001	Business Policy
MKTG	3000	Principles of Marketing
SOC	3100	Methods of Inquiry

## Major Courses (21 semester credits)

ADV	3000	Advertising Fundamentals
ADV	3700	Integrated Promotion Management
ADV	4900	Seminar in Advertising
COM	3000	Mass Media
COM	3460	Desktop Publishing
MKTG	3800	International Marketing
PR	3020	Public Relations

## Unrestricted Electives (8-10 semester credits)

# Entrepreneurial Studies

## Lower-Division Business Requirements (9 semester credits)

ACCT	2000	Principles of Accounting I
ACCT	2010	Principles of Accounting 11
MGMT	1000	Introduction to Business

## Upper-Division Business Requirements (36 semester credits)

COM	3420	Business Communication
CSCI	3201	Microcomputer Applications to Management
ECON	3020	Managerial Economics
FIN	3000	Business Finance
LAW	3000	Business Law I
LAW	3100	Advanced Business Law for Managers
MATH	3323	Statistics
MATH	3326	Mathematics for Decision-Making
MGMT	3100	Business in Contemporary Society
MGMT	3400	Human Resource Management
MGMT	4001	Business Policy
MKTG	3000	Principles of Marketing

## Major Courses (21 semester credits)

FIN	3200	Personal Finance
MGMT	3200	Small Business Management
MGMT	3210	Contemporary Entrepreneurship
MGMT	3220	Franchising
MGMT	3300	International Business Management;or MKTG 3800 International Marketing
MKTG	3010	Marketing Strategy

Plus one upper-division Entrepreneurial Studies elective (e.g.,MKTG 3520 Sales Force Management; ADV 3000 Advertising Fundamentals;MKTG 3630 Retail Management)

## Unrestricted Electives (10-13 semester credits)

# Finance

## Lower-Division Business Requirements (9 semester credits)

ACCT	2000	Principles of Accounting I
ACCT	2010	Principles of Accounting 11
MGMT	1000	Introduction to Business

## Upper-Division Business Requirements (36 semester credits)

COM	3420	Business Communication
CSCI	3201	Microcomputer Applications to Management
ECON	3020	Managerial Economics
FIN	3000	Business Finance
LAW	3000	Business Law I
LAW	3100	Advanced Business Law for Managers
MATH	3323	Statistics
MATH	3326	Mathematics for Decision-Making
MGMT	3100	Business in Contemporary Society
MGMT	3400	Human Resource Management
MGMT	4001	Business Policy
MKTG	3000	Principles of Marketing

## Major Courses (21 semester credits)

ECON	3100	Business Research Methods
ECON	3300	Money and Banking
ECON	3400	International Trade and Finance
FIN	3300	Investments
FIN	3400	Financing in the Money and Capital Markets

Plus two appropriate upper-division electives (e.g., ACCT 3300 Federal Income Tax - Individuals; ACCT 3700 Accounting and Information Systems)

## Unrestricted Electives (10-13 semester credits)

# Human Resource Management

## Lower-Division Business Requirements (9 semester credits)

ACCT	2000	Principles of Accounting I
ACCT	2010	Principles of Accounting 11
MGMT	1000	Introduction to Business

## Upper-Division Business Requirements (36 semester credits)

COM	3420	Business Communication
CSCI	3201	Microcomputer Applications to Management
ECON	3020	Managerial Economics
FIN	3000	Business Finance
LAW	3000	Business Law I
LAW	3120	Advanced Business Law for Human Resource Managers
MATH	3323	Statistics
MATH	3326	Mathematics for Decision-Making
MGMT	3100	Business in Contemporary Society
MGMT	3400	Human Resource Management
MGMT	4001	Business Policy
MKTG	3000	Principles of Marketing

## Major Courses (21 semester credits)

ECON	3100	Business Research Methods
MGMT	3300	International Business Management
MGMT	3410	Public Personnel Management
MGMT	3420	Compensation Management
MGMT	3440	Organizational Change and Development
PSY	3122	Industrial/Organizational Psychology

Plus one upper-division Human Resource Management elective

## Unrestricted Electives (10-13 semester credits)

# International Business

## Lower-Division Business Requirements (9 semester credits)

ACCT	2000	Principles of Accounting I
ACCT	2010	Principles of Accounting 11
MGMT	1000	Introduction to Business

## Upper-Division Business Requirements (36 semester credits)

COM	3420	Business Communication
CSCI	3201	Microcomputer Applications to Management
ECON	3020	Managerial Economics
FIN	3000	Business Finance
LAW	3000	Business Law I
LAW	3130	Advanced Business Law:International Business Transactions
MATH	3323	Statistics
MATH	3326	Mathematics for Decision-Making
MGMT	3100	Business in Contemporary Society
MGMT	3400	Human Resource Management
MGMT	4001	Business Policy
MKTG	3000	Principles of Marketing

## Major Courses (21 semester credits)

ECON	3400	International Trade and Finance
GEOG	3731	Economic Geography;or ECON 440 Comparative Economic Systems;or ECON 445 Global Competition and Strategy;or PSCI 4051 Comparative Politics;or PSCI 4061 Political Development
HIST	3326	Cultural History of Japan;or HIST 3302 History of Modern China;or another course in a foreign culture and society
HUM	4500	The World Problematique
MGMT	3300	International Business Management
MKTG	3800	International Marketing

Plus one appropriate upper-division elective

## Unrestricted Electives (11-13 semester credits)

# Management

## Lower-Division Business Requirements (9 semester credits)

ACCT	2000	Principles of Accounting I
ACCT	2010	Principles of Accounting 11
MGMT	1000	Introduction to Business

## Upper-Division Business Requirements (36 semester credits)

COM	3420	Business Communication
CSCI	3201	Microcomputer Applications to Management
ECON	3020	Managerial Economics
FIN	3000	Business Finance
LAW	3000	Business Law I
LAW	3100	Advanced Business Law for Managers
MATH	3323	Statistics
MATH	3326	Mathematics for Decision-Making
MGMT	3100	Business in Contemporary Society
MGMT	3400	Human Resource Management
MGMT	4001	Business Policy
MKTG	3000	Principles of Marketing

## Major Courses (21 semester credits)

ECON	3100	Business Research Methods
MGMT	3200	Small Business Management
MGMT	3300	International Business Management
MGMT	3440	Organizational Change and Development;or PSY 3121 Applications of Psychology to Management;or PSY 3122 Industrial/Organizational Psychology
MKTG	4400	Marketing Management;or MGMT 3110 Production and Operations Management;or ACCT 3200 Managerial Accounting;or MKTG 3630 Retail Management

Plus two upper-division MGMT courses

## Unrestricted Electives (10-13 semester credits)

# Marketing

## Lower-Division Business Requirements (9 semester credits)

ACCT	2000	Principles of Accounting I
ACCT	2010	Principles of Accounting 11
MGMT	1000	Introduction to Business

## Upper-Division Business Requirements (36 semester credits)

COM	3420	Business Communication
CSCI	3201	Microcomputer Applications to Management
ECON	3020	Managerial Economics
FIN	3000	Business Finance
LAW	3000	Business Law I
LAW	3100	Advanced Business Law for Managers
MATH	3323	Statistics
MATH	3326	Mathematics for Decision-Making
MGMT	3100	Business in Contemporary Society
MGMT	3400	Human Resource Management
MGMT	4001	Business Policy
MKTG	3000	Principles of Marketing

## Major Courses (21 semester credits)

ADV	3000	Advertising Fundamentals
MKTG	3010	Marketing Strategy
MKTG	3630	Retail Management
MKTG	3800	International Marketing
MKTG	4400	Marketing Management

Plus two upper-division electives from MKTG or cognate field

## Unrestricted Electives (10-13 semester credits)

# Public Administration

## Lower-Division Business Requirements (12 semester credits)

ACCT	2000	Principles of Accounting I
ACCT	2010	Principles of Accounting 11
MGMT	1000	Introduction to Business
PSCI	2000	Introduction to Politics

## Upper-Division Business Requirements (36 semester credits)

COM	3420	Business Communication
CSCI	3201	Microcomputer Applications to Management
ECON	3020	Managerial Economics
FIN	3000	Business Finance
LAW	3000	Business Law I
LAW	3100	Advanced Business Law for Managers
MATH	3323	Statistics; or in place of MATH 3326 and MATH 3323, SOC 3100 Methods of Inquiry and SOC 3200 Social Statistics
MATH	3326	Mathematics for Decision-Making
MGMT	3100	Business in Contemporary Society
MGMT	3400	Human Resource Management
MGMT	4001	Business Policy
MKTG	3000	Principles of Marketing

## Major Courses (21 semester credits)

HUM	4500	The World Problematique; or another global perspective course (e.g., PSCI 3100 International Relations; PSCI 3151 International Law)
LAW	3700	Administrative Law
PSCI	3200	Public Administration
PSCI	3415	State and Local Government
SOC	3570	American Social Welfare Policy; or ECON 3310 Public Finance; or MGMT 3410 Public Personnel Administration; or another public administration course

Plus two appropriate upper-division electives

## Unrestricted Electives (7-10 semester credits)

# Travel Industry Management

## Lower-Division Business Requirements (12 semester credits)

ACCT	2000	Principles of Accounting I
ACCT	2010	Principles of Accounting 11
MGMT	1000	Introduction to Business
TIM	1010	Introduction to the Hotel and Travel Industry

## Upper-Division Business Requirements (36 semester credits)

COM	3420	Business Communication
CSCI	3201	Microcomputer Applications to Management
ECON	3020	Managerial Economics
FIN	3000	Business Finance
LAW	3000	Business Law I
MATH	3323	Statistics
MATH	3326	Mathematics for Decision-Making
MGMT	3100	Business in Contemporary Society
MGMT	3400	Human Resource Management
MGMT	4001	Business Policy
MKTG	3000	Principles of Marketing
TIM	4635	Advanced Business Law: Hotel and Travel Law

## Major Courses (21 semester credits)

TIM	3110	Hotel and Resort Management
TIM	3210	Food and Beverage Management
TIM	3610	Travel Industry Marketing
TIM	4310	Passenger Transportation Management
TIM	4410	Destination Marketing and Development
TIM	4620	Travel Industry Financial Analysis and Controls

Plus one upper-division elective in TIM

## TIM Work Experience (600 hours of paid work experience: 3 semester credits)

## Unrestricted Electives (5-7 semester credits)

# Minors/BSBA

Students who are enrolled in the Bachelor of Science in Business Administration degree program may work toward a minor field of concentration in addition to a major area. Requirements for each minor are delineated below:

**Accounting** Five upper-division courses beyond ACCT 2010:

ACCT 3000 Intermediate Accounting I  
ACCT 3010 Intermediate Accounting II  
ACCT 3020 Intermediate Accounting III  
ACCT 3200 Managerial Accounting  
ACCT 4100 Auditing

**Business Economics** Four upper-division courses beyond ECON 2010 and ECON 2015:

ECON 3010 Microeconomic Analysis;or ECON 3020  
Managerial Economics  
ECON 3015 Macroeconomic Analysis;or ECON 3300 Money  
and Banking  
ECON 3100 Business Research Methods  
ECON 3400 International Trade and Finance

**Computer Information Systems (CIS)** Four upper-division courses besides CSCI 1011 and 3201:

CSCI 3211 Systems Analysis  
CSCI 3301 Data Base  
CSCI 4921 Management Information Systems  
Plus one upper-division CSCI elective.

**Corporate Communication** Four upper-division courses beyond COM 2000:

ADV 3000 Advertising Fundamentals  
COM 3000 Mass Media  
COM 3460 Desktop Publishing  
PR 3020 Public Relations

**Entrepreneurial Studies** Four upper-division courses beyond the core:

MGMT 3200 Small Business Management  
MGMT 3210 Contemporary Entrepreneurship  
MGMT 3220 Franchising  
MKTG 3010 Marketing Strategy

**Environmental Studies** Five upper-division courses beyond ENVS 2000:

ECON 3430 Environmental Economics  
ENVS 3010 Environmental Impact Analysis  
ENVS 3030 Earth Systems and Global Change  
ENVS 4200 Business and Environment:Contemporary  
Issues Seminar  
LAW 3300 Environmental Law and Policy or  
PHIL 3651 Environmental Ethics

**Finance** Four upper-division courses beyond FIN 3000:

ECON 3300 Money and Banking  
ECON 3400 International Trade and Finance  
FIN 3300 Investments  
FIN 3400 Financing in the Money and Capital Markets

**Human Resource Management** Four upper-division courses beyond MGMT 3400:

MGMT 3410 Public Personnel Administration  
MGMT 3420 Compensation Management  
MGMT 3440 Organizational Change and Development  
PSY 3122 Industrial/Organizational Psychology

**International Business** Four upper-division courses beyond the core:

ECON 3400 International Trade and Finance  
ECON 3900 Economics of Asia  
MGMT 3300 International Business Management  
MKTG 3800 International Marketing

**Management** Four upper-division courses beyond the core:

MGMT 3200 Small Business Management  
MGMT 3300 International Business Management  
MGMT 3440 Organizational Planning  
and Development  
MKTG 4400 Marketing Management

**Marketing** Four upper-division courses beyond MKTG 3000:

ADV 3000 Advertising Fundamentals  
MKTG 3010 Marketing Strategy  
MKTG 3800 International Marketing  
MKTG 4400 Marketing Management

**Organizational Psychology** Five upper-division courses beyond the core and beyond PSY 2000:

PSY 2220 Social Psychology  
PSY 3120 Group Dynamics in Organizations  
PSY 3121 Applications of Psychology  
to Management  
PSY 3122 Industrial/Organizational Psychology  
PSY 4132 Humanistic and Existential Psychology

**Public Administration** Four upper-division courses beyond the core and beyond PSCI 2000:

MGMT 3410 Public Personnel Administration  
PSCI 3010 Political Socialization;or PSCI 4051  
Comparative Politics  
PSCI 3200 Public Administration  
SOC 3570 American Social Welfare Policy

**Travel Industry Management** Four upper-division courses beyond the core and beyond TIM 1010;and one TIM work experience:

TIM 3110 Hotel and Resort Management  
TIM 3210 Food and Beverage Management  
TIM 3610 Travel Industry Marketing  
TIM 4310 Passenger Transportation Management

# Select Course Descriptions

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## **ACCT 3700**

### **Accounting and Information Systems**

An introduction to accounting information systems that examines the analysis, design, and implementation of both manual and computer-based systems, and compares their relative merits. Emphasis is given to accounting procedures and internal controls, using the case study method.

## **ACCT 3810**

### **Global Tax Planning**

This course concentrates on U.S. income, estate, and gift taxes and planning for foreign individuals and businesses investing in U.S. real estate, businesses, and investments emphasizing selected countries. The course will also introduce students to tax treaties and the taxation of U.S. investments, and businesses operating in foreign countries.

## **ADV 3000**

### **Advertising Fundamentals**

A survey of advertising theory, techniques, and applications, this course will include targeting specific markets, determination of promotional strategy and media, applicable communication theory, management and evaluation of advertising campaigns, the technical aspects of layout and design, and writing copy.

## **CSCI 2911**

### **Computer Science I**

The fundamentals of algorithmic problem-solving and structured programming. Topics include: problem analysis and decomposition; stepwise refinement; pseudocode and charting techniques; basic control structures and data

types; modularization and parameter passing; files, arrays, testing, program tracing, and debugging. Extensive programming assignments.

## **CSCI 2912**

### **Computer Science II**

An intermediate problem-solving and programming course covering composite data structures, abstract data typing, algorithmic analysis, and modular programming techniques. Structured and object-oriented programming methods are reinforced through extensive programming assignments.

## **CSCI 3201**

### **Micro Applications for Management**

A practical course for the small business owner, manager, or potential manager. Students obtain experience using word processing, spreadsheet, and data base software applications. Although extensive computer experience is not required, the course assumes a general knowledge of the business practices for which the computer is used (accounting, inventory management, marketing, correspondence, and similar functions).

## **CSCI 3211**

### **Systems Analysis**

Students are presented an overview of the systems development life cycle with emphasis on techniques and tools of system specifications. The course covers the strategies and techniques of structured systems development.

## **CSCI 4921**

### **Management Information Systems**

A course presenting design, development, applications, and organizational impact of Management Information Systems (MIS) and Decision Support System (DSS) from the managerial perspective. Topics include: assessing

information needs; sources, organization, characteristics and uses of data; data base and file management systems; evaluating information systems effectiveness and efficiency.

## **ECON 3020**

### **Managerial Economics**

The application of economic analysis to problems of public and private sector management. Course focus is on use by the manager of economic techniques and concepts in business decision-making; it intends to bridge the gap between economic theory and managerial practice. Topics include: supply and demand analysis; pricing methods; business planning; capital budgeting; and forecasting.

## **ECON 3100**

### **Business Research Methods**

Research process and design, data collection, hypothesis testing, and reporting. The course features econometrics and other quantitative applications in business research.

## **ECON 3200**

### **Industrial Organization**

An advanced course in modern industrial organization which studies the rational functioning of markets. Topics include coverage of price discrimination, vertical control, price competition, entry and accommodation, reputation, predation and the adoption of new technologies.

## **ECON 3400**

### **International Trade and Finance**

An advanced finance and economics course surveying topics in international finance and commerce. Topics include: international trade theories; impacts of free trade, tariffs, quotas, and exchange

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controls; foreign exchange markets; balance of payments; and international monetary arrangements.

**ECON 4450**  
**Global Competition and Strategy**

An advanced course in comparative geopolitics and global economic competition. The fundamental purpose of the course is to enhance the student's ability to address systematically the complex interrelationships between international political behavior and international economic conduct. Among topics covered are: world views; strategic and economic perceptions (the US and lesser regional powers); the global economic environment; political variables; social analysis and forecasting; world trade dilemmas; and the international economy.

**FIN 3200**  
**Personal Finance**

Patterns of individual and family earnings; budgeting principles, consumer credit practices and sources; insurance, savings, investment, and home ownership guidance. The course has been designed to be practical and comprehensive.

**FIN 3300**  
**Investments**

A fundamental course in investments. The course features: security analysis and portfolio management; analysis of financial statements; valuation of stocks and fixed-income securities; and the study of efficient diversification and risk-return management.

**FIN 3400**  
**Financing in the Money and**

**Capital Markets**

A course on obtaining short-term funds and investing cash in marketable securities in the money markets; rating reviews in connection with the sale of bonds and preferred stock through private placement, negotiated or competitive public offering; selling common stock through direct or rights offering. Detailed steps and complete example in selling fixed income securities and selling common stock.

**FIN 3600**  
**Trading Derivatives**

The course will cover the theory and application of Futures, Swaps, and Options. It will analyze the valuation and risk of derivatives as well as focus on the practical application of derivatives in debt and portfolio management.

**MATH 3326**  
**Mathematics for Decision-Making**

Quantitative skills necessary for effective formulation and solution of problems in business, management, economics, and the social and life sciences. Topics include: linear programming, probability and probability distributions, mathematical applications to decision making, PERT-CPM networks, forecasting and simulation.

**MGMT 3010**  
**Business in Contemporary Society**

This course provides students with the opportunity to better understand and appreciate business fundamentals (small or corporate size). It prepares students for further study in business and management and focuses on problems and issues in management and organization, human resources, marketing, finance, investment, information or

control devices for business and the business environment, laws, government assistance and regulation, and international business.

**MGMT 3200**  
**Small Business Management**

A basic course in small business and entrepreneurship. The course examines the place and function of small business in the American economy and focuses on principles and problems of establishing, financing, operating, and expanding a small business.

**MGMT 3220**  
**Franchising**

A comprehensive study of the principal elements of franchising. Topics include: concepts of marketing the franchise; managerial aspects of franchising to include the overall administrative package of the franchise system; franchising from the franchisee's viewpoint; and the franchise/franchisee relationship. Information is provided through hypothetical business incidents as well as actual case studies.

**MGMT 3300**  
**International Business Management**

An introduction to the problems of environment and structure that international managers face. Topics in comparative management and international business operations are covered, and the impact of the multinational firm is analyzed.

**MGMT 3420**  
**Compensation Management**

A survey course examining contemporary concepts and processes for developing, implementing, and managing a compensation system. Topics include: direct and indirect compensation in a total

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compensation system; governmental regulations; relevant behavioral science theories; and other external social factors affecting compensation.

**MGMT 3440**  
**Organizational Change and Development**

An exploration of the process of change in organizations and models thereof. The course emphasizes the need for change in the development process. Topics include: overcoming resistance to change; skills in developing change models; and organizational, group, and individual development. Several units are experiential in nature.

**MGMT 4750d**  
**Managing Organizational Performance**

This course provides a solid foundation for understanding the new global developments in recent decades that have created ideological and strategic changes for the way organizations operate and are managed. It reviews the principles of QM, including continuous improvement, reengineering, productivity, and customer focus. Traditional and contemporary paradigms of organizational and management practices are analyzed in a perspective of global competition, assets, resource management, and culture.

**MKTG 3010**  
**Marketing Strategy**

An examination of research, planning, analysis, and decision-making by marketing departments and directors, using the case study method. Emphasis is on the marketing plan, which is comprised of product planning, market research, forecasting, alternative advertising techniques, and product distributions.

**MKTG 3630**  
**Retail Management**

A study of the principles and function of retailing and retail management. The course features analysis of various fundamental problems in retailing, location, and layout; merchandise planning; buying and selling organizations; expense analysis and control; and coordination of store activities.

**MKTG 3700**  
**Electronic Marketing**

A course in which students learn skills in such areas as how to select and when to change internet service providers; the design, implementation, and effective measurement of a home page for either an individual or a business; the proper conduct of online commerce utilizing secure and non-secure servers. Current methods of incorporating online marketing into the overall strategy of a business are analyzed. Skills relating to the latest techniques for accomplishing online research, and the development of cyberspace resumes are also key components of this course.

**MKTG 3800**  
**International Marketing**

The course focuses on problems and issues in: marketing management; strategic planning; research and analysis; advertising; and product distribution in international business.

**MKTG 3100**  
**Consumer Behavior and Research**

This course will explore how consumers have changed relating to their purchase behaviors and explore trends for the future. Students will learn how to design a winning customer behavior survey and analyze the data. Several state-of-the-art techniques, such as Internet research, will be discussed to apply survey results to increase customer satisfaction and loyalty, and subsequently sales.

**TIM 3110**  
**Hotel and Resort Management**

A study of the organizational structure and operation of hotels and their various departments. Emphasis is on management concepts and the decision-making process. The course has an international orientation, taking into account variations in human and material resources.

**TIM 3610**  
**Travel Industry Marketing**

This course focuses on the resources and variables available in developing a successful marketing strategy in the travel industry: i.e., market research, advertising and promotion, sales techniques, and public relations. The travel industry distribution network and the integrated marketing efforts of the various components of the hotel and travel industry are also addressed.

**TIM 4310**  
**Passenger Transport Management**

A survey of surface (rail and highway) passenger ship and air transportation. This course covers organization, operations, and regulatory and marketing aspects. The inter modal concept is examined as well as the social, economic, and political factors that have influenced government transportation priorities.

**TIM 4410**  
**Destination Development and Marketing**

The course focuses on contrasting tourism development from a micro and macro prospective. This includes infrastructure analysis and the role and interaction of the public and private sectors. The role and promotional efforts of local, state, and national tourism organizations are also addressed.

# Hawai'i Pacific University at a Glance

**The University:** An independent, not-for-profit, coeducational, nonsectarian, career-oriented, postsecondary institution founded in 1965.

**Accreditation:** Hawai'i Pacific University is accredited by the **Accrediting Commission for Senior Colleges and Universities of the Western Association of Schools and Colleges** and the **National League for Nursing Accrediting Commission**. The University is a member of the American Assembly of Collegiate Schools of Business, the American Association of Intensive English Programs, recognized by the Hawai'i Commission of Postsecondary Education, and approved by the Hawai'i Board of Nursing.

**Location:** With two campuses linked by shuttle, Hawai'i Pacific University combines the excitement of an urban downtown campus with the serenity of a residential campus set in the green foothills of the Ko'olau mountains. The main campus is located in downtown Honolulu, the business and financial center of the Pacific. Eight miles away, situated on 135 acres in Kane'ohe, the windward campus is the site of the Nursing, Marine Biology and Oceanography, Environmental Science programs, and several liberal arts programs. There are also seven satellite campuses located at Pearl Harbor, Hickam Air Force Base, Schofield Barracks, Fort Shafter, Tripler Army Medical Center, Kane'ohe Marine Corps Base Hawai'i, and Camp Smith Marine Corps Base Hawai'i.

**Students:** Approximately 7,700 undergraduate and 1,300 graduate students from all 50 states and from more than 100 countries.

**Faculty:** 225 full-time, 220 part-time. Student/faculty ratio is 18:1; average class size is under 25. Seventy-seven percent of the faculty hold the doctorate degree or its equivalent.

**English as a Second Language:** Two English language programs meet the varied needs of international students. The English Foundations Program (EFP) is one of the largest in the US and offers a comprehensive academic English language program from beginning through advanced levels, for non-native speakers. The program consists of four proficiency levels in each language skill area: oral fluency, listening, reading, English grammar, and composition. The Proficiency in English Program (PEP) offers one-month intensive English courses for those who want to improve listening and speaking skills for career or personal development.

**Academic Calendar:** Fall semester (September-December) and spring semester (January-May) with an accelerated winter intersession. Intensive study is available during several summer sessions, and other optional accelerated terms are available for those interested in reducing the time required to complete the degree.

**Activities:** A member of the intercollegiate Pacific West Conference (NCAA II) in men's basketball, baseball, cross country, and tennis; and women's volleyball, soccer, softball, cross country, and tennis. Students may choose to participate in student government, social clubs, sports, pre-professional organizations, and honor societies, as well as in theatrical productions, the literary magazine, school band, and school newspaper. There is a rich variety of activities offered including luaus, boat cruises, dances, island excursions, lectures, concerts, and many more.

**Special Emphasis:** Hawai'i Pacific University provides excellent Cooperative Education and Internship programs. Students may work in career-related fields while enrolled for classes. Our Travel Industry Management program, for example, is set in one of the world's greatest tourist destinations and makes extensive use of the natural working laboratory, offering students the opportunity to gain work experience in any facet of the travel industry. Career and personal development are nurtured by a trained staff of professional counselors.

## ACADEMIC PROGRAMS

### Undergraduate

Accounting  
Advertising  
Anthropology  
Applied Mathematics  
Applied Sociology  
Biology  
Business Economics  
Communication  
*Speech*  
*Visual Communication*  
Computer Information Systems  
Computer Science  
Corporate Communication  
Diplomacy and Military Studies  
East-West Classical Studies  
Economics  
Engineering (2-3)  
Entrepreneurial Studies  
Environmental Science  
Environmental Studies  
Finance  
History  
Human Resource Development  
Human Resource Management  
Human Services  
International Business  
International Relations  
International Studies  
*American*  
*Asian*  
*Comparative*  
*European*  
*Pacific*  
Journalism

Justice Administration  
Literature  
Management  
Marine Biology  
Marketing  
Nursing  
Oceanography  
Political Science  
Pre-Law  
Pre-Medical Studies  
Psychology  
*Community and Human Services*  
*Human Development and Education*  
*Personal Growth and Counseling*  
Public Administration  
Public Relations  
Social Sciences  
Social Work  
Teaching English as a Second Language  
Travel Industry Management

### Graduate

Master of Business Administration  
Master of Science in Information Systems  
Master of Science in Nursing  
Master of Arts in Communication  
Master of Arts in Diplomacy and Military Studies  
Master of Arts in Global Leadership  
Master of Arts in Human Resource Management  
Master of Arts in Organizational Change  
Master of Arts in Teaching English as a Second Language

# Hawai'i Pacific University

For an application or more information write, call, e-mail, fax, or visit our Web site:

### Office of Admissions

1164 Bishop Street • Honolulu, Hawai'i 96813-2882  
Phone (808) 544-0238 • Fax: (808) 544-1136  
Toll-free U.S. and Canada: 1-866-CALL-HPU  
www.hpu.edu • E-mail: admissions@hpu.edu

### Office of International Admissions

1164 Bishop Street • Honolulu, Hawai'i 96813-2882 • USA  
Phone (808) 543-8088 • Fax: (808) 543-8065  
Toll-free U.S. and Canada: 1-866-CALL-HPU  
www.hpu.edu • E-mail: international@hpu.edu

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