RESOLVED, That under the authority granted the Board of Trustees in Chapter 164, Section 10-109 and Chapter 178, Section 325c of the General Statutes, Western Connecticut State College is hereby authorized to seek licensure for and implement a concentration in International Business within the Master of Science in Administration, subject to the approval of the Board of Higher Education.
APPLICATION FOR LICENSURE AND PLANNING APPROVAL
FOR AN MSA CONCENTRATION IN
INTERNATIONAL BUSINESS
HEGIS # 06.0901

WESTERN CONNECTICUT STATE COLLEGE
APPLICATION FOR LICENSURE AND PLANNING APPROVAL
FOR A PROGRAM IN INTERNATIONAL BUSINESS

1. PURPOSE AND OBJECTIVES (See 10-330-11)
   a. STATE THE PURPOSE AND OBJECTIVES OF THIS PROGRAM IN
      RELATION TO THE GOALS AND OBJECTIVE OF THE INSTITUTION.
      (BE SPECIFIC AS POSSIBLE).

A copy of the mission statement of Western Connecticut State College is attached. (Appendix I) A major mission of WSCS is to provide programs below the doctoral level which meet the employment needs in its region. This proposed MSA concentration is consonant with the plan, since it provides a needed program which does not now exist in the region. The purpose of the MSA degree is to prepare persons currently working in industry, public agencies and non-profit organizations for positions of greater responsibility.

Within the past decade, tremendous growth has taken place in international business in the United States in general and specifically in the greater Danbury area as well. (Appendix II).

Many individuals currently functioning in the field have often picked up their working knowledge in a "piecemeal" or "on the job" fashion. Several students who are currently employed in the field have expressed the desire to academically augment their backgrounds. Smaller area companies have often dealt with the international markets in a "hit or miss" fashion, relying upon representatives advertized in trade publications (Techni-Power, Danbury, CT) or by "passively" responding to contact when it is initiated from overseas (Srauffer Chemical, Westport, CT), (International Source—Bernard Wheeler, U.S. Department of Commerce, Hartford, CT).

By offering advanced courses in international marketing, international finance as well as international accounting and finance, the program is designed to remedy existing deficiencies in corporate management backgrounds. The program builds this specific expertise upon a solid background of core business courses.
In addition, the requirement of a computer science course additionally assures the fact that the executive is well prepared to function in tomorrow's business environment.

b. STATE WHY THIS PROGRAM IS CONSIDERED TO BE AN APPROPRIATE OFFERING FOR THIS INSTITUTION AT THIS TIME. INCLUDE REFERENCE TO SUPPORTING INFORMATION SUCH AS AN INSTITUTIONAL MASTER PLAN.

The college offers an undergraduate degree in business administration. As these graduates and other graduates new to the rapidly growing Western Connecticut region move into positions of greater corporate responsibilities, many are finding a need for more advanced courses dealing specifically with international business.

The West-Conn Trade Association is a locally based organization of companies that deal specifically in international trade. Their roster (Appendix III) is an indication of the large volume of business being conducted in the international sphere from the local geographic area. Supportive letters from area industries (see Appendix IV) reflect the employment needs of the area which are discussed in the mission statement of the college (Appendix I).

2. ADMINISTRATION (SEE 10-330-12)

a. HOW WERE THE PROGRAM PLANS DEVELOPED AND APPROVED? GIVE THE DATES OF APPROVAL BY THE INSTITUTION AND GOVERNING BOARD.

The program plan was approved by the Ancell School of Business on December 5, 1979. Western Connecticut State College's Academic Planning Committee approved the plan on February 21, 1980, and the college administration approved it on February 27, 1980. It was submitted to the State College Board of Trustees for approval in , and then, after approval it was forwarded by this Board to the Board of Higher Education for consideration in
b. WHO IS DIRECTLY RESPONSIBLE FOR THE ADMINISTRATION OF THE PROGRAM AND SUPERVISION OF ITS FACULTY?

The chain of command runs from the Dean of the Ancell School of Business to the Chairpersons of the Departments of Accounting and Finance and Management to the Coordinator of the Graduate Program in Business. The Coordinator will be directly responsible for the administration of the program. Faculty who teach MSA core courses will be under the supervision of their respective chairpersons.

c. LIST ANY ACCREDITING AGENCIES WHICH ALREADY HAVE ACCREDITED (a) THE INSTITUTION AND (b) TO WHICH YOU PLAN TO APPLY FOR PROGRAM ACCREDITATION.


3. FINANCE (SEE 10-330-13)

a. DESCRIBE THE AMOUNT OF FINANCIAL SUPPORT COMMITTED TO THE PROGRAM BY THE ADMINISTRATION AND TRUSTEES. INDICATE THE DATE (S) THESE FUNDS WILL BE AVAILABLE.

The funds necessary for this program, to pay for the adjunct faculty and library books and periodicals, will be generated by extension fund fees and tuition. See the attached budget page for details. Funds will be available the summer before the program is begun. (Summer 1982)

b. IF RESOURCES ARE BEING REALLOCATED WITHIN THE INSTITUTION, RATHER THAN NEW RESOURCES BEING PROVIDED, INDICATE FROM WHERE THE RESOURCES WILL BE DIVERTED AND WHAT IMPACT THIS ACTION WILL HAVE ON ANY OTHER ACTIVITY WITHIN THE INSTITUTION.
Such a situation is not applicable to this program proposal

c. COMPLETE ATTACHED FISCAL STATEMENT AND SUBMIT IT WITH THE COMPLETED QUESTIONNAIRE.

See Appendix # VI

4. FACULTY (SEE 10-330-14)

a. LIST THE NAME, TITLE AND QUALIFICATIONS FOR EACH PERSON INVOLVED IN THE PROGRAM, INCLUDING DEGREES WITH AREAS OF SPECIALIZATION, INSTITUTIONS AT WHICH THE DEGREES WERE EARNED, PERTINENT EXPERIENCE, AND PROFESSIONAL PUBLICATIONS.

International Finance-Kay Oppenheimer, AB Economics, Smith College, MBA Finance, William and Mary; 11 years of international business experience five with Mobil, six with Readers' Digest, founded "International Consulting Department" at Readers' Digest.


International Finance-Jacques Habit, Baccalaureate Liceo Tripoli, MBA Cornell University, Dottore Polytechnic of Milan, 20 years of business experience, currently Vice President of a company dealing in international trade, published "Scope Controls and Venture Management" for Hydrocarbon Processing.

b. FOR EACH VACANT OR PROPOSED POSITION PROVIDE TITLE, POSITION, QUALIFICATIONS AND PROPOSED DATE OF APPOINTMENT.

Since no additional full-time faculty are being requested at this time, this section is not applicable. Adjunct faculty will be hired if necessary.

(a) (1) GIVE THE NUMBER, TITLE AND A NARRATIVE DESCRIPTION FOR EACH COURSE IN THE PROPOSED PROGRAM, NOTING WHICH COURSES ARE NEW. INCLUDE SUFFICIENT DETAIL IN COURSE DESCRIPTIONS SO THAT CONTENT AND LEVEL ARE CLEAR, OR ATTACH APPROPRIATE AND REFERENCED EXCERPTS FROM THE CATALOG.

REQUIRED CORE COURSES (6 Courses)

MSA 501 - Organizational Behavior
3 S.H.

The behavior of individuals and their groups within goal-seeking organizations. Topics include conflict, group dynamics, leadership, decision-making, authority and power, communication, and organizational change and development. The focus is on groups and their functioning within the organization. 
Prerequisite: BA 102 Introduction to Business or equivalent

MSA 502 - Economic Analysis for Management
3 S.H.

Includes both Micro and Macro topics. Examples: (Micro) Demand and supply curves, production functions, cost curves, equilibrium of the firm, perfect and imperfect competition. (Macro) Principal determinants of national income and employment, with emphasis on concepts, tools, and data; classical, Keynesian, and other models, and applications to fiscal and monetary policy instruments. 
Prerequisites: ECO 100 Introduction to Economics or equivalent and BA 120 Business Statistics I or equivalent

MSA 506 - Administrative Problems and Policy
3 S.H.

Development of the concept of policy-making and the conceptual viewpoint of management; integration of the various facets and personalities of a business organization in decision-making; measuring and controlling organizational activities; formulation of plans to achieve objectives. 
Prerequisites: BA 102 - Introduction to Business or equivalent, BA 3 - Management Control Systems or equivalent.

MSA 507 - Control Accounting
3 S.H.

Examines basic accounting concepts and procedures, the analysis and interpretation of accounting statements and reports, the preparation of budgets and standards for administrative control,
and the use of data in decision-making.
Prerequisites: ACC 170 & 205 Financial and Managerial Accounting or ACC 105-Fundamentals of Financial Accounting or equivalent.

MSA 509-Marketing Management 3 S.H.
Overall emphasis is on the marketing problems and accompanying decision processes with which marketing executives are constantly involved. The complex of buyer behavior, competitive influence, and technological advance serve as a background for studying the techniques of how to develop and maintain an effective marketing and sales organization.
Prerequisite: Ba 230 Principles of Marketing or equivalent

MSA 551-Financial Management 3 S.H.
Financial decision-making under uncertainty and a changing environment will be studied. Financial statements will be analyzed and techniques of financing will be contrasted. The analysis of portfolio management theories to acquisitions of companies and equipment will be evaluated. Cases will be used to demonstrate the financial theory and to develop analytical abilities.
Prerequisite: ACC 279 Fundamentals of Finance or equivalent

CONCENTRATION REQUIREMENTS (4 Courses)

MSA 526-International Accounting and Taxes 3 S.H.
A study of International Accounting Standards, appropriate FASB pronouncements and applicable Federal Tax legislation and procedures. Prerequisite: MSA 507-Control Accounting

MSA 536-International Marketing 3 S.H.
Seminar in International Marketing (Central and South America/ European Common Market Countries/Middle East) business enterprise adjustment, cultural, economic and political environments; international marketing management, including financing, legal implications; comparison with domestic marketing. Problems, cases and projects. Prerequisite: MSA 509 Marketing Management

MSA 557-International Finance 3 S.H.
A study of financing overseas operations; trade; exchange rates; banking, IMF; policies; and decisions. Prerequisite: MSA 551 Financial Management

MSA 590-Concentration Related Research Project 3 S.H.
Topic of current interest in area of student's concentration selected for intensive study. Requires prior approval of Advisory Committee Representative.
MATRICULATION REQUIREMENT

CS 150-Introduction to Computer Science 3 S.H.

Basic programming and program structure. An historical survey of computers, languages, systems, and applications. Solution of several numerical and non-numerical problems using one or more programming languages.

(2) DESCRIBE THE COURSE NUMBERING SYSTEM.

Courses at the 500 level are graduate courses. Courses below the 500 level are undergraduate prerequisites for graduate courses.

(3) INDICATE THE REQUIRED OR "CORE" COURSES AND THOSE COURSES FROM WHICH ELECTIVES MAY BE SELECTED. STIPULATE THE NUMBER OF COURSES OR HOURS AND THEIR DISTRIBUTION REQUIRED TO COMPLETE THE PROGRAM.

As indicated in 5a(1), there are 6 basic core courses (MSA 501, 502, 506, 507, 509, and 551). The concentration requires 4 International Business Courses (MSA 526, 536, 557, and 590). (CS 150 is required for matriculation). Thirty-three semester hours are necessary for the degree, provided that the student has all of the necessary course prerequisites. In addition, there are pertinent enrichment courses currently available on campus which can be pursued to fill individual student needs. (See Appendix #VI)

b. HOW DO THE INSTITUTION'S POLICIES REGARDING TRANSFER OR CREDIT, CREDIT BY EXAMINATION, OR CREDITING EXPERIENTIAL LEARNING AND NONCOLLEGIATE SPONSORED INSTRUCTION APPLY TO THIS PROGRAM?

(1) Up to 9 transfer credits of relevant graduate work at other institutes are permitted.

(2) CLEP examinations are permitted for appropriate undergraduate prerequisites.
Western Connecticut State College
MSA Degree Concentration in International Business

C. Indicate any requirements and arrangements for Clinical Affiliations, Internships, and Practica or Work Experience. Describe how these will be administered and furnish the following assurances.

Not applicable. This evening program is designed for students who are already employed in various business settings, many in companies that deal in international business.

6. Resource Centers and Libraries (see 10-330-16)

a. What library and other learning resources are available at the institution or elsewhere which support the program? Describe the accommodations in terms of study space, professional assistance and the time schedule of availability.

The answer follows on the next page.
The Ruth A. Haas Library is open at least 84 hours per week. It has 470 seats for students, and at least one professional librarian on duty at all times to assist students.

b. REPORT AS ACCURATELY AS PRACTICABLE THE NUMBER OF VOLUMES, PERIODICALS AND OTHER MATERIALS, BY SUBJECT AREA, WHICH DIRECTLY SUPPORT THE PROGRAM.

(1) Business Core Courses—approximately 4,000 volumes and 100 periodicals in the Young Memorial Library support the program.

(2) International Business Courses—approximately 250 volumes and 55 periodicals support the program.

c. PROVIDE A REPRESENTATIVE LISTING OF PERIODICAL LITERATURE IN THE LIBRARY WHICH WILL SUPPORT THE PROGRAM.

(1) Columbia Journal of World Business
(2) Banker-U.S. and Canada
(3) Euromoney
(4) Financial World
(5) International Management
(6) Journal of Common Market Studies
(7) Management International Review
(8) Sales and Marketing Management in Canada
(9) Wall Street Journal
(10) World Issues
d. LIST ANY NEW LEARNING MATERIALS WHICH WILL BE ADDED FOR THE PROGRAM, INDICATE WHEN THEY WILL BE AVAILABLE FOR STUDENT AND FACULTY USE:

Pertinent new publications will be added when they become available.

7. ADMISSION, STUDENT PERSONNEL, AND GRADUATION POLICIES (SEE 10-330-17)

a. DESCRIBE THE ADMISSION REQUIREMENTS FOR THE PROGRAM, THE POLICIES AND REQUIREMENTS FOR ACADEMIC ACHIEVEMENT TO REMAIN ENROLLED IN GOOD STANDING, AND THE REQUIREMENTS FOR GRADUATION. NOTE ANY DIFFERENCES FROM GENERAL INSTITUTION POLICIES.

Students must have an undergraduate grade point average of 2.75, or earn the score indicated below on the GMAT exam, to take graduate courses.

<table>
<thead>
<tr>
<th>GMAT</th>
<th>U/G CUM - overall - including all undergraduate course work at all colleges attended</th>
</tr>
</thead>
<tbody>
<tr>
<td>Score</td>
<td>Requirement</td>
</tr>
<tr>
<td>400</td>
<td>2.5 or higher</td>
</tr>
<tr>
<td>425</td>
<td>2.4 to 2.49</td>
</tr>
<tr>
<td>450</td>
<td>2.3 to 2.39</td>
</tr>
<tr>
<td>475</td>
<td>2.2 to 2.29</td>
</tr>
<tr>
<td>500</td>
<td>below 2.2</td>
</tr>
</tbody>
</table>

Students must maintain a B average to be matriculated and to graduate.

b. WHAT ACADEMIC AND CAREER COUNSELING OR OTHER SERVICES WILL BE PROVIDED FOR STUDENTS WHO MAY ENROLL IN THIS PROGRAM?

The services of the Coordinator of the MSA program are available to all students in the program. In addition, the college
Offers a Career Development Center which provides career counseling services to students.

c. HOW MANY STUDENTS ARE EXPECTED TO ENROLL IN THE PROGRAM?
LIST THE NUMBERS BY PART-TIME AND FULL-TIME.

The following enrollment figures have been reported for courses that would be included in the concentration. It is assumed that one-third to one-half of these students might pursue a concentration in international business, on the basis of a questionnaire response. In past semesters, all students have pursued course work on a part-time evening basis. This pattern is expected to continue.

<table>
<thead>
<tr>
<th>Course</th>
<th>Semester</th>
<th>Students</th>
</tr>
</thead>
<tbody>
<tr>
<td>MSA 526 International Accounting and Taxes</td>
<td>Spring 1981</td>
<td>18</td>
</tr>
<tr>
<td>MSA 557 International Finance</td>
<td>Fall 1980</td>
<td>18</td>
</tr>
<tr>
<td></td>
<td>Spring 1982</td>
<td>15</td>
</tr>
<tr>
<td>MSA 536 International Marketing</td>
<td>Spring 1980</td>
<td>13</td>
</tr>
<tr>
<td></td>
<td>Fall 1981</td>
<td>13</td>
</tr>
</tbody>
</table>

Estimates for future concentration majors follow:

<table>
<thead>
<tr>
<th>Year</th>
<th>Students</th>
</tr>
</thead>
<tbody>
<tr>
<td>1983-1984</td>
<td>12</td>
</tr>
<tr>
<td>1984-1985</td>
<td>20</td>
</tr>
<tr>
<td>1985-1986</td>
<td>30</td>
</tr>
<tr>
<td>1986-1987</td>
<td>42</td>
</tr>
<tr>
<td>1987-1988</td>
<td>55</td>
</tr>
</tbody>
</table>

8. STUDENT AND ALUMNI RECORDS (SEE 10-330-18)

HOW IS THE PROGRAM GOING TO BE EVALUATED INTERNALLY? WHAT CRITERIA HAVE BEEN ESTABLISHED? WHERE WILL THE RECORDS FOR THIS PROGRAM BE KEPT?

All facets of the MSA program are weighed against the accreditation standards of the American Assembly of Collegiate Schools of Business (AACSB). In addition to these criteria, the following data will be used to evaluate program usefulness:
WESTERN CONNECTICUT STATE COLLEGE
MSA DEGREE CONCENTRATION IN INTERNATIONAL BUSINESS

1. Number of students enrolled and degrees conferred.

2. Number of graduates who are promoted because they have earned the MSA degree.

3. Number of graduates who get another job because they have earned the MSA degree.

4. Alumni surveys.

In addition, student opinions of graduate course and faculty offerings are gathered each semester by the Office of Graduate Studies.

These records will be kept in the office of the faculty advisor to the MSA students.

9. PHYSICAL PLANT AND FACILITIES (SEE 10-330-19)

DESCRIBE THE PHYSICAL FACILITIES (CLASSROOMS, LABORATORIES, OFFICES AND SPECIALIZED EQUIPMENT NOW AVAILABLE OR WHICH WILL BE PROVIDED (INCLUDING SCHEDULE FOR ACQUISITION) TO INITIATE AND MAINTAIN THE PROGRAM.

Most classes will be held on the college's Westside campus, which also contains office space. No specialized equipment will be necessary.

10. CATALOG AND PUBLICATION (SEE 10-330-20)

LIST AND SUBMIT COPIES OF ANY CATALOG(S), BROCHURE(S), OR OTHER PUBLICATIONS IN WHICH THE PROGRAM IS LISTED OR DESCRIBED OR WILL BE LISTED OR DESCRIBED.

The most recent issue of the Graduate catalog is available upon request.

11. CERTIFICATION

PROVIDE CERTIFICATION THAT PROGRAM AND INSTITUTIONAL HIRING AND ADMISSION PRACTICES ARE IN COMPLIANCE WITH ALL APPLICABLE STATE AND FEDERAL LAWS, REGULATIONS, AND ORDERS; AND THAT THE INSTITUTION WILL OPERATE UNDER THE PROVISIONS OF APPROVED NONDISCRIMINATION PLANS INCLUDING CONSIDERATION FOR WOMEN AND MINORITIES AND ACCESSIBILITY FOR THE HANDICAPPED.
11. The following statement appears in the W.C.S.C. Graduate catalog, page 2:

"Western Connecticut State College provides equal opportunity in its educational programs, activities and employment without discrimination because of racial origin, color, religions beliefs or association, sex, age, native origin, disability or marital status."

Discrimination Policy may be directed to:
Mr. John J. Jakabauski
Telephone: (203) 797-4195

12. TIME SCHEDULES AND AUTHORIZATIONS

a. INDICATE ANY SPECIALIZED APPROVAL, LICENSURE OR ACCREDITATION, BY ANY AGENCY OTHER THAN THE BOARD OF HIGHER EDUCATION, TO THE EXTENT THAT IT IS RELATED TO THIS PROGRAM.

Not applicable.

b. INDICATE THE EARLIEST DATE ON WHICH STUDENTS MAY BE EXPECTED TO COMPLETE THE PROGRAM.

May 1984.

13. EDUCATION PLANNING STATEMENT

PROVIDE THE FOLLOWING INFORMATION. (THE BOARD WILL TAKE INTO ACCOUNT THAT THERE MAY BE A DIFFERENCE IN THE TYPES OF DATA AND JUSTIFICATION FOR DIFFERENT LEVELS OF PROGRAMS.)

a. THE RELATIONSHIP OF THE PROPOSED PROGRAM TO OTHER PROGRAMS AND RESOURCES IN THE INSTITUTION, AND ANY INSTITUTIONAL MASTER PLAN.
The International Business concentration serves the same managerial level—current and prospective middle management—served by other MSA concentrations. As an integral part of the MSA degree, this concentration requires that students take six MSA business core courses. Rather than starting a new program from scratch, this concentration builds on the existing resources of the MSA program. Thus the program can be started with existing resources and new adjunct faculty, at no net cost to the state. (see attached fiscal statement Appendix # VI)

b. DATA AND COMMENTARY TO INDICATE WHAT CONSIDERATION HAS BEEN GIVEN TO SIMILAR PROGRAMS IN THE GEOGRAPHIC AREA TO BE SERVED BY THE PROPOSED PROGRAM. IDENTIFY ANY SIMILAR EXISTING OR PROPOSED ACADEMIC PROGRAMS OR DEGREES IN CONNECTICUT IN PUBLIC, INDEPENDENT, OR PROPRIETARY INSTITUTIONS.

There are no other MSA programs, much less MSA programs in a speciality in International Business in the state. The closest equivalents are MBA programs which are taught at geographically distant locations for students from Western and Northwestern Connecticut. The following Connecticut institutions offer the (MBA) Masters of Business Administration degree with a concentration in International Business.

1. University of Hartford, Barney School of Business, 65 miles from the WCSC campus. The following International Business courses are offered:

   MKT 665 International Marketing Management
   MKT 667 Seminar in International Marketing and Foreign Operations
   ACC 866 Tax Aspects of International Business
   ECO 550 International Economics
   FIN 354 International Finance

2. University of Bridgeport, located 35 miles from Danbury; the catalog describes its mission as a primary source of leadership for the corporations of Southern Connecticut. It offers the following International Business courses:

   IB 520 International Accounting
   IB 525 International Finance
The University of Connecticut offers courses in International Business at the Storrs campus, 90 miles from Danbury. It offers the MBA degree at its Danbury campus, but the International concentration is not available at that location. Storrs offers the following courses within their MBA program:

- IB 513 International Trade and Management Relations
- IB 507 International Marketing Management
- 34 International Business (Business Environment and Policy)
- 396 Special Topics in Finance
- 395 International Marketing

The University of New Haven has recently opened a satellite campus in Danbury at which a variety of graduate courses from a number of graduate programs are offered. An MBA can be pursued on a part-time basis; and it appears that only core courses are available in Danbury. Their spring catalog shows no offerings in International Business on their Danbury campus, and it is difficult to predict if any International Business courses will be available in this location in the future. Their program at the New Haven campus appears to be primarily geared toward international marketing and does not offer coursework in international finance, taxation or accounting. The following courses are listed in their catalog:

- IB 643 International Business Opportunities
- IB 644 Import and Export Business
- IB 645 Structure of World Markets
- IB 651 Comparative Marketing
- IB 652 Multinational Business Operations
- IB 670 Selected Issues
- IB 690 Research Project
- IB 695 Independent Study I
- IB 696 Independent Study II
- IB 698 Thesis I
- IB 699 Thesis II

c. DATE AND COMMENTARY REGARDING THE RELATIONSHIP OF THE PROPOSED PROGRAM TO FURTHER EDUCATIONAL OPPORTUNITIES AND EMPLOYMENT.

The Danbury metropolitan area remains one of the fastest growing in the United States. As the attached article from the November 23, 1980 issue of the New York Times indicates, "The sharpest percentage gains in population (in Connecticut 1970-1980) were recorded in western Connecticut near Danbury."
Other statistical as well as subjective area company communications have already been mentioned and can be referred to in the Appendices. Additionally, the roster of the West-Conn Trade Association (see Appendix) indicates the large number of companies functioning in international business within a radius of 35 miles from the campus. All of the above support the hypothesis that there are ample employment opportunities in this field within the local geographic area.

d. A DESCRIPTION OF EFFORTS MADE TO IDENTIFY STUDENT DEMAND FOR THE PROGRAM AND AN ESTIMATE OF ENROLLMENTS FOR THE NEXT FIVE YEARS.

Student enrollment figures for international business courses for the past three years have been presented in Section 7c. The rationale for future estimates based upon those figures is also explained.

A questionnaire distributed to members of a spring 1982 class in International Finance indicated that more than half the students are currently employed by companies which engage in international business. Additionally, many see this as the most rapidly growing area of business today and have an optimistic view of potential employment opportunities in the field. Half of the students queried expressed a desire to major in international business if such a concentration were available.

e. A DESCRIPTION OF PROGRAM AND CAREER ARTICULATION NOTING CAREER OPPORTUNITIES AS APPLICABLE (LOCAL, REGIONAL, STATE AND/OR NATIONAL ESTIMATES), ACCORDING TO THE NATURE AND GOALS OF THE PROGRAM.

The irreversible trend toward increasing world-wide economic interdependence is a reality that will impact the future growth patterns of business enterprises. "The U.S., like all other nations, is economically an interdependent rather than an independent nation ... a majority of other countries of the world could survive longer without foreign trade than could the U.S. if we expect to maintain our present standard of living."

*(Footnote John W. Morris, "Commerce: An Age of Reality." Journal of Geography, Volume 80, Number #1, pages 4-7, January 1981)*
This reality will require the executive of tomorrow be prepared to function in national and multinational corporations with a thorough grounding in all aspects of international business. Many of those already employed in international business will experience the need for a sound educational background in the conceptual as well as functional skills appropriate to the international environment.

The President's Commission on Foreign Languages and International Studies warns of "due consequences for American trade if the nation cannot more adequately train students in languages and international studies." (January 1980, American Teacher).

Such national trends have already been knowledged by local industry. Bernard Wheeler, Hartford Office of the Federal Department of Commerce (phone conversation of February 21, 1982) emphasized the growing number of corporate headquarters which are now locating in the Greater Danbury area and are currently engaging in international business. Many of these companies have already recognized educational needs of their management employees and have actively supported development of such a program. (see Appendix #IV)
ATTACHMENTS

Appendix I

Mission Statement of W.C.S.C.

Appendix II

New York Times Article on Area Growth

Appendix III

West-Conn Trade Association Roster

Appendix IV

Communications from Local Industries

Appendix V

Statistics from the U.S. Department of Commerce

Appendix VI

Budget-Fiscal Statement

Appendix VII

List of Enrichment Courses Currently Available on Campus.
MISSION OF THE COLLEGE

Over the past several years Western Connecticut State College has been involved in the clarification of the mission of the college and the role, current and potential, of each department and division of the college in carrying out that mission. All faculty and staff were involved through departmental representation in developing the following mission statement.

Western Connecticut State College, functioning within the structure of public higher education, offers liberal arts and professional programs at both the baccalaureate and post-baccalaureate levels. The college is committed:

1. To serve qualified or qualifiable students at both undergraduate and graduate levels in professional, pre-professional, semi-professional, para-professional and liberal arts degree programs, regardless of the heterogeneity of the groups to which they belong.
2. To prepare students qualified both to lead and to function effectively in a rapidly changing and expanding society.
3. To provide a campus climate (physical, social, philosophical and intellectual) conducive to high quality learning and to the development of human values and social responsibility and to development of a personal philosophy.
4. To provide the academic community with the optimum resources necessary for high quality teaching, experimentation and research appropriate to the educational role of the College.
5. To provide leadership and service to public education in the region.
6. To cooperate in community endeavors for the welfare of the public good within the limitations of available college resources and purposes.
7. To cooperate in academic consortia wherever appropriate with other public institutions of higher education.
Population Is Up 2% in Preliminary Tally

By RICHARD L. MADDEN

HARTFORD

Connecticut's population shifted significantly in the last decade, away from the larger cities and the long-established suburban towns and toward the more rural and exurban towns, particularly in the western end of the state and east of New Haven.

The result will mean diluted political representation—especially for most of the major cities, which have lost population and tend to be heavily Democratic—as well as lesser amounts of Federal and state aid from programs whose formulas are based at least in part on population.

Conversely, the towns with the largest population gains can look forward to a greater share of Federal and state aid as well as increased representation in the General Assembly. Many of these towns tend to be Republican.

These are some of the initial assessments of government officials and others of preliminary population figures from the 1980 census compiled recently for Connecticut and its 169 towns by the United States Bureau of the Census.

Some municipal officials still contend that their cities were undercounted in the census, and Ray Bancroft, a spokesman for the Census Bureau, acknowledged that the final totals for the communities could change slightly as the census forms were analyzed and before the final figures were certified early next year. But Mr. Bancroft said of the preliminary figures: "They shouldn't change that much."

Overall, the preliminary count showed Connecticut with a population of 3,096,951, a modest gain of 2.1 percent from 1970.

One recent analysis of the preliminary figures by the Connecticut Public Expenditure Council, a fiscal watchdog group, found that the state actually had a net outmigration of 2 percent, or 69,039 persons, during the last decade — the first decade in this century that more people left the state than came in.

The council arrived at that figure by comparing records of births and deaths in the state compiled by the State Department of Health Services. The analysis found that while births exceeded deaths in the state by more than 133,000 in the last decade, the state's overall population in the preliminary census count increased only by 64,734.

The preliminary census data also seemed to confirm what government officials and demographers have been saying for some time—that the size of the average household has been declining. Although the state's population grew by only 2.1 percent from 1970, the number of housing units in the state increased by 18 percent.

Within the state, the census figures showed some distinct patterns of change over the decade.

The biggest losers of population were the largest cities. Bridgeport declined by 8 percent, Hartford by 13.7 percent.

Some of the older, established suburban towns also lost population. In lower Fairfield County, for example, the population of Darien declined by 7.8 percent while the decline in Westport was 7.3 percent.

In the Hartford area, West Hartford's population fell by 9.8 percent while East Hartford's declined by 8.7 percent.

A scattering of other towns, particularly in the Naugatuck Valley and in the southeastern corner of the state, also lost population.

In the valley area, Ansonia's population declined by 11 percent while Waterbury lost 5.4 percent.

To the southeast, New London's population declined by 8.6 percent while Ledyard's fell 7.7 percent.

The Connecticut town with the largest percentage loss in population—19.5 percent—was Windsor Locks, which is north of Hartford.

Edward A. Savino, the Windsor Locks First Selectman, attributed the decline in fewer children at home and to the fact that students away at college were not counted as residents of their hometown. The number of housing units in the town is about the same as it was 10 years ago, he noted.

"The kids are migrating; the parents are staying," Mr. Savino said.
He acknowledged that a loss of population could lead to reduced aid to the town, but added: "We're going to have to live with it."

The sharpest percentage gains in population were recorded in western Connecticut near Danbury, along the shoreline and in some of the towns near the shore east of New Haven, and in a scattering of what might be termed ex-urban and rural towns around Hartford.

Along the shoreline, the population of Guilford increased by 47.3 percent, while Madison gained 42.6 percent and neighboring Killingworth gained 83.5 percent.

In western Connecticut, New Fairfield gained 57.8 percent and Sherman increased by 56.2 percent. Both towns are north of Danbury, which is experiencing rapid growth with, among other things, the building of the world headquarters of the Union Carbide Corporation. Danbury's population gained 18.8 percent.

Along the Interstate 84 corridor east of Danbury, the town of Southbury had the largest percentage gain of any Connecticut town—77.7 percent.

Michael J. Kenney, the Southbury First Selectman, said the completion of I-84 in 1964 had opened the town to widespread residential development. Another factor was the completion after the 1970 census of Heritage Village, a retirement community of about 4,500 persons.

It's still growing by leaps and bounds," Mr. Kenney said of the town. The growth has expanded the town's tax base and has enabled Southbury to hold its property taxes relatively low, Mr. Kenney said, but it also has increased the pressure for more town services.

In 1970, he noted, Southbury's police protection was provided by a resident state trooper. Now there are nine full-time policemen in addition to the resident trooper. While declining enrollment has forced many state towns to close schools, Southbury has had to build a new regional high school and is building additions on three other schools. The town library also is being expanded.

Many of the newer residents are more urban oriented, Mr. Kenney said. These days, he went on, when a heavy rainfall hits, many of the newer residents, instead of mopping up their basements, will call Town Hall.

"They'll say, 'I've put water in my basement. What's the town going to do about it? You say, 'Nothing.'" Mr. Kenney said.

"You just get spread so thin in working on services," he added.

The newly elected General Assembly, which takes office in January, will have to redraw the state's Congressional and state legislative districts based on the population shifts recorded in the latest census, and politicians already are assessing the impact of the preliminary census data.

Three of the state's six Congressional districts must have population added to them and the three others will have to have population subtracted to make all six districts nearly equal at about 570,000 persons each.

Because the newer Fairfield County towns have lost population, the Fourth Congressional District of Representative Stewart B. McKinney, Republican of Fairfield, will have to take in additional territory to add about 41,000 residents.

Because of population declines in the Hartford area, the First Congressional District of Representative William R. Cotler, Democrat of Hamden, will have to branch out to take in 21,000 or so residents.

The Third Congressional District of Representative-elect Lawrence J. DeNardis, Republican of Hamden, will have to pick up about 4,000 more residents.

These changes will reduce the size of the three other districts, which are now overpopulated—the Fifth Congressional District of Representative William R. Katchford of Danbury; the Sixth Congressional District of Representative Anthony Toby Moffett of Litchfield, and the Second Congressional District of Representative-elect Samuel Gejdenson of Bridgeport. All three are Democrats.

In the General Assembly, the impact of the new districts to be drawn to reflect the population changes may be most noticeable in the larger cities of Bridgeport and Hartford, for example, now have eight seats each in the State House of Representatives. Bridgeport could lose one seat and Hartford could lose two, according to preliminary estimates.
ROSTER

WESTCONN INTERNATIONAL TRADE ASSOC. INC.

Alcivar, Olmedo E., (M), Import Manager
R.L. Albert & Son, Inc./Altray Co., Inc.
19 West Elm St., Greenwich, CT 06830 (203) 622-8655

Arndt, Richard E. (M), Supervisor Distribution
Heublein International, 1 Professional Park
Farmington, CT 06032 (203) 677-4061

Avery, George (A), Director International Transportation
Stauffer Chemical Co.
Westport, CT 06881 (203) 222-4316

Bane, Donald (M), Manager Distribution Services
ITT Rayonier, 1177 Summer Street
Stamford, CT 06904 (203) 324-7000

Barnett, Stephen F. (A). Sales
U.S. Navigation, Inc.; 959 Main St.
Stratford, CT (203) 377-7144

Barone, Eugene V. (M), Director Distribution
Summit Organization, Inc., 14 Pelham Parkway
Pelham Manor, NY 10803 (914) 738-2200

Belovich, Lea T. (M), Export-Traffic
Bassick Division, Stewart-Warner Corp.
960 Atlantic St.
Bridgeport, CT 06602 (203) 366-3671

Bembenek, Ted J. (M), Manager, International Division
Olin Corporation, 120 Long Ridge Road,
Stamford, CT 06904 (203) 356-2641

Bendana, Ernest J. (S), General Manager
Don International Service, Inc., 4 Landmark Square,
Stamford, CT 06901 (203) 324-7177

Puerto Rico Marine Management Inc., P.O. Box 2261
Enfield, CT 06082 (203) 246-6824

Karaffa, Linda (M), Sales/Order Administrator
Norseland Foods, Inc., 100 Prospect Street
Stamford, CT 06901 (203) 324-5420

Kemp, Randall, (A), Supervisor, Sales Service
Stauffer Chemical Company
Westport, CT 06881 (203) 222-4330

Appendix III
Population Changes by Town

Range of Gains and Losses

-60% to 61%
+60% to 41%
+40% to 21%
+20% to 0%
0 to -20%

Population Shifts Toward More Rural Areas

Source: Bureau of the Census
Kikta, Richard (M)  
21 Turn of River Road (Residence)  
Stamford, CT 06902 (203) 322-1189

Lavelle, James (M), Assistance Traffic Manager  
Allied INternational American Eagle Trading CQ.  
77 Purchase Street  
Rye, NY 10508 (914) 967-5700

Leavitt, Maureen (M), Assistant International Sales Manager  
Omega Int'l. Corp., P.O. Box 4047  
Stamford, CT 06907 (203) 359-1660

Lee, Julia T. (M), Traffic Manager  
Henningsen Foods Inc., 2 Corporate Park Drive  
White Plains, NY 10604 (914) 694-1000

Leone, Cesidia (M), Export/Import Manager  
Paul H. Gesswein & Company Inc., 255 Hancock Ave.,  
Bridgeport, CT 06605 (203) 366-5400

Lyons, J. (S)  
Marshall Freight Forwarding, P.O. Box 128  
Bridgeport, CT 06601 (203) 368-1666

Marren, Bernard D., Jr. (A), CPA/Tac Supervisor  
Ernst & Whinney, One North Boradway  
White Plains, NY 10601 (914) 761-7888

Mathers, Bruce J. (M), Manager, Export Shipping  
Ampacet International Corp., 250 South Terrace Ave.  
Mount Vernon, NY 10550 (914) 699-9100

Mattson, Steven E. (M), Manager Supply & Distribution  
Great Waters of France, Inc., 777 W. Putnam Avenue,  
Greenwich, CT 06830 (203) 531-4100

Mayer, William J. (M), Export Traffic Manager  
The Nestle Company Inc., 100 Bloomingdale Road,  
White Plains, NY 10605 (914) 946-6400

Mazzella, Elio A. (M), Export Sales Administrator  
AMAX Chemical Corp., 35 Mason Street,  
Greenwich, CT 06830 (203) 661-3930

McConnell, William N., Jr. (A), Vice-President  
Chodos & McConnell (NS. Agency)  
1200 Summer St.  
Stamford, CT 06905 (203) 348-0218

McCain, William (S), Vice President-Marketing  
Bolliger Inc., 1 Bolliger Place, P.O. 4444,  
Stamford, CT 06907 (203) 324-5999

Appendix III
McGrew, David (H)
26 Windsor Road,
Milford, CT 06430
(203) 874-6354

McKay, Lynn (M), International Transportation Analyst
Stauffer Chemical Company
Westport, CT 06881
(203) 222-4329

Mehta, Sarosh M. (M), Export Coordinator
Kingson International Co., Inc. 550 Mamaroneck Avenue,
Harrison, NY 10528
(914) 698-8304

Meier, Donald R. (A), Regional Sales Manager
Siemers Steamship Agency, Inc., 550 Mamaroneck Avenue
Harrison, NY 10528
(914) 835-4845

Mendola, Philip F. (M), Manager Export Transportation
Great Northern Paper Company, 75 Prospect Street,
Stamford, CT 06901
(203) 359-4000

Michael, R.J. (S), Owner
Consolidated Business Services, 16 Old Route 7
Brookfield, CT 06804
(203) 775-9733

Miglietta, Angelo L. (M), Director of Plantation Operations
Uniroyal, Inc., World Headquarters,
Middlebury, CT 06749
(203) 573-2133

Miller, Sharon L. (M), Transportation Analyst
Remington Arms Co., Inc., 939 Barnum Avenue, P.O. Box 1939
Bridgeport, CT 06601
(203) 333-1112

Miller, William J. (M), Director International Distribution
Kero-Sun Inc., Route 7,
Kent, CT 06757
(203) 927-4611

Moore, David (H), Editor & Publisher
Connecticut & Westchester Business Journals,
P.O. Box 487,
Harrison, NY 10528
(203) 622-1220

Morrison, Thomas H. (M), Parts Manager
H.O. Penn Machinery Co., 225 Richard Street,
Newington, CT 06111
(203) 666-8401

Mullane, William M. (M), Traffic Manager
Allied International-American Eagle Trading Company
77 Purchase Street,
Rye, NY 10580
(914) 967-5700

Myers, John E. (M)
Houston Wire & Cable East, 231 Post Road West,
Westport, CT 06880
(203) 226-8993

Nancarrow, James G. (M), Domestic Traffic Specialist
American Can Co., American
Greenwich, CT 06830
(203) 552-2316

Appendix III
Naughton, Michael M. (M), Operations Manager/Import/Export Traffic
Uniroyal Chemical Co., 32 Spencer Street
Naugatuck, CT 06770 (203) 723-3750

Neff, Sherry (A), Assistant Marketing Manager
Interstate Courier of Connecticut, Inc.,
5 Warehouse Lane,
Elmsford, NY 10528 (914) 592-8801

Nenadal, Robert T. (S)
Shipco Chartering, 41 W. Putnam Avenue,
Greenwich, CT 06830 (203) 622-0087

O’Leary, Joseph M. (M), Distribution Manager
Timex Corporation
Waterbury, CT 06720 (203) 758-1911

O’Neill, Edward F. (M), Export Traffic Manager
Dorr-Oliver Inc., 77 Havemeyer Lane,
Stamford, CT 06904 (203) 358-3411

Ott, Helen P. (M), Export Manager
The Marmet Corp., 273 Post Road West,
Westport, CT 06880 (203) 226-1088

Puller, Donald R. (M), Director, Distribution
Moore & Munger Marketing Inc., 140 Sherman Street
Fairfield, CT 06430 (203) 259-7861

Paoli, Joseph L. (S)
Patterson, Wylde Co., P.O. Box 804
Meriden, CT 06450 (203) 235-1963

Parenzan, Gene (M), Manager, International Traffic
AMF, Inc., 689 Hope Street,
Stamford, CT 06907 (203) 325-2211

Pecoraro, John C. (M), Physical Dist. Supr.
Amax Nickel Inc., 1 Greenwhich Plaza,
Greenwich, CT 06830 (203) 622-3445

Perez, Carmen L. (M), Special Projects Administration
Olin Corp., 120 Long Ridge Road,
Stamford, CT 06904 (203) 356-2658

Perry, Eileen F. (M), Export Manager
Publisher's World Trade Corporation
Sherman Turnpike, Danbury, CT 06810 (203) 797-3500

Porter, Kathleen (M), Sales
Omega International, One Omega Drive
Stamford, CT 06907 (203) 359-1660

Prinzi, John B. (M), Manager Adm./Transportation
PICOP Inc.,
1351 Washington Boulevard,
Stamford, CT 06902 (203) 324-3158

Appendix III
Rebaudo, Carl L. (M), International Label Administrator
Stauffer Chemical Co., Nyala Farm Road,
Westport, CT 06880 (203) 222-4377

Reiriz, Manuel (M), Manager, Export/Import Sections
Ciba-Geigy Corp., Saw Mill River Road
Ardsley, NY 10502 (914) 478-3131

Reiss, Howard M. (S), Senior Vice President
State National Bank of Connecticut, State National Tower
Bridgeport, CT 06604 (203) 382-5950

Romoser, Pamela (A), Account Manager
United States Lines, 777 Summer Street,
Stamford, CT 06901 (203) 356-1310

Rosenwald, Thomas J. (A), Area Manager CT
International Customs Service, Inc., 101 Turnpike Road,
Windsor Locks, CT 06096 (203) 623-3369

Rosley, Marion J. (A)
Marion J. Rosley Secretarial, Transcription & Translation Services
41 Topland Road
Hartsdale, NY 10530 (914) 682-9718

Samaniego, Julio (S), Freight Traffic Rep.
Grancolumbiana (New York) Inc., 1 World Trade Center, Suite 1667,
New York, NY 10048 (203) 432-1500

Scalia, Maria (M), Export Traffic/Scrap Coordinator
Gerold Metals Inc., P.O. Box 10134, High Ridge Road,
Stamford, CT 06904 (203) 329-4767

Schlesinger, Peter K. (S), Import Manager
Tafco Customs Service, Inc., 1090 Black Rock Turnpike
Fairfield, CT 06430 (203) 366-0032

Schmid, Rudy H. (M), Traffic & Spare Parts Manager
Carl G. Brimmekamp & Co., Inc., 102 Hamilton Avenue,
Stamford, CT 06902 (203) 325-4101

Schneider, Henry O. (M), Traffic Mgr. Export/Import
American Can Company, American Lane
Greenwich, CT 06830 (203) 552-2380

Schroeder, Robert M. (M), Administrative Asst.
Ansor Corporation, 1351 Washington Blvd.,
Stamford, CT 06902 (203) 357-1450

Shugg, Elizabeth B. (M), Traffic Manager
Combe Incorporated, 1101 Westchester Avenue
White Plains, NY 10601 (914) 694-5454

Siemers, William H. (S), President
Siemers Steamship Agency Inc., 550 Mamaroneck Avenue
Harrison, NY 10528 (914) 835-4845

Skowronske, Robin L. (M), Physical Distribution Specialist/Export Copper
Amax Nickel, Inc., One Greenwich Plaza
Greenwich, CT 06830 (203) 622-3436
Smith, Marguerite E. (M), Domestic Traffic Supervisor
Kero-Sun, In., Main Street,
Kent, CT 06757 (203) 927-4611

Smith, Norman (M), Manager, Export Customer Service
The Perkin-Elmer Corp., Main Street,
Norwalk, CT 06856 (203) 762-4017

Snyder, Esmee J. (M), Physical Dist. Specialist
Amax Nickel Inc., One Greenwich Plaza,
Greenwich, CT 06830 (203) 622-3436

Stolnick, Rita (M)
U.S. Electric Motors Division, Emerson Electric Co.,
125 Old Gate Lane,
Milford, CT 06460 (203) 878-9311

Swanson, Paul A. (M), Traffic Manager
ASEA Inc., 4 New King Street,
White Plains, NY 10604 (914) 428-6000

Tetrault, Curt (M), President
Associated Computer Products, 887 Main Street,
Monroe, CT 06468

Tiebout, William B. III (M), International Transportation Services
Stauffer Chemical Company
Westport, CT 06881 (203) 222-4325

Tomkiw, Kathleen (M), Traffic Manager
U.S. Surgical Corporation, 150 Glover Avenue
Norwalk, CT 06850 (203) 866-5050

Turner, Samuel M. (M), Export/Import Assistant Traffic Manager
American Can Company, American Lane,
Greenwich, CT 06830 (203) 552-2381

Turner, Tim (M), International Sales Service
Capitol Magnetic Prod., 100 Research Drive,
Glenbrook, CT 06906 (203) 324-2151

Urda, Walter L. (S), President
Seven Seas Shipping Co., 36 Fieldcrest Drive,
Ridgefield, CT 06877 (203) 438-3000

Vargas, Nelson R. (M), Assistant Administrator
Transcience Inc., 179 Ludlow Street,
Stamford, CT 06902 (203) 327-7810

Vento, Charles F. (M), Manager, Physical Distribution
Amax Nickel Inc., One Greenwich Plaza
Greenwich, CT 06830 (203) 622-3435

Vidal, J.A. (M), Assistant, Vice President
Becker Industries Corp., 124 West Putnam Avenue,
Greenwich, CT 06830 (203) 622-5700

Appendix III
Virgulak, Robert J. (M), Traffic Manager
E Z America Ltd., 111 Prospect Street,
Stamford, CT 06901  (203) 357-8380

Waggaman, Eugene S. III (M), Supervisor, International Dist.
Continental Forest Industries, 51 Weaver Street,
Greenwich, CT 06830  (203) 661-2233

Waller, Douglas (M), International Transportation Analyst
Stauffer Chemical Company
Westport, CT 06881  (203) 222-4328

Ward, Colby M. (M), Manager, International Distribution
Xerox Corp.,
Stamford, CT 06904  (203) 329-8711

Westbrook (Kelly), Nancy (M), President
Westbrook-Mendoza Ltd., P.O. Box 120
Valhalla, NY 10595  (914) 949-0479

Westerman, James (M), International Traffic
Remington Arms, 939 Barnum Avenue,
Bridgeport, CT 06608  (203) 333-1112

Whitlock, John T. (M), Supervisor, Sales Svc.
Stauffer Chemical Company,
Westport, CT 06881  (203) 222-4334

Wintle, Edwin P. (M), Traffic Manager
Lone Star Industries, One Greenwich Plaza,
Greenwich, CT 06830  (203) 661-3100

Zambrano, Gumersindo (M), Traffic Manager
Pepsico Inc.,
Purchase, NY 10577  (914) 253-2550

Zbyszewski, Pierre (M), Export Sales Rep.
Vanderbilt Export Corp., 30 Winfield Street,
Norwalk, CT 06855  (203) 853-1400

Appendix III
March 22, 1982

Mr. John Fitzsimmons
Chairman Accounting and Finance Department
Western Connecticut State College
181 White Street
Danbury, CT 06810

Dear Mr. Fitzsimmons:

The Kanthal Corporation produces a broad range of electric resistance materials and furnace elements that satisfy the needs of the appliance and furnace industries. Kanthal's worldwide marketing organization has its headquarters in Hallstahammar, Sweden and has subsidiaries in 13 countries. Our plant in Bethel is one of these subsidiaries and we are therefore able to take advantage of our parent company's global structure.

We have been informed of your proposal to have an International Business concentration within the MSA program of Western's Ancell School of Business and we support your efforts. Such a program would present a very useful opportunity for our management employees. We encourage you to continue to expand your course offerings in this direction.

Very truly yours,

THE KANTHAL CORPORATION

E. Roger Clark
Director of Marketing

ERC: drp

CC: Mr. Frederick J. Leuthauser
Executive Assistant to the President
Western Connecticut State College
181 White Street
Danbury, CT 06810
March 25, 1982

Dr. Constantine Kalogeras  
Dean, Ancell School of Business  
Lake Avenue Extension  
Danbury, CT 06810  

Dear Gus:

I enjoyed our informal meeting and tour of your new campus and the Ancell School of Business. That building represents a commitment by WestConn to students of many ages who are pursuing a course that provides them with career opportunities, and provides businesses with potential employees. Both, of course, are significant contributions to the quality of life in our area.

Of special interest to many members of the Chamber, who more and more find they are dealing internationally, is your proposed concentration in international business within the NSA Program. The more I learn about businesses in this area, the more I am surprised to find the large and increasing involvement in exporting and importing, and the more aware I have become of the presence of the multinational and national corporations whose corporate headquarters include personnel dealing with international markets. This new concentration adds a dimension to local educational offerings that can only increase the reputation for service that the Ancell School has earned, and provide inducements both now and for the future that will aid recruitment efforts and job creation in our area.

Please keep me informed of your progress so that the Chamber may keep its membership up to date on your course offerings.

Sincerely,

Robert D. Godfrey  
Acting President

End/ck
bcc: Fred Leuthauser

Greater Danbury Chamber of Commerce, Inc.  
72 West Street • Danbury, Connecticut 06810 • 203/743-5565

Appendix IV
March 31, 1982

Dr. John Fitzsimmons
Chairman, Accounting and Finance Dept.
ANCELL SCHOOL OF BUSINESS
Western Connecticut State College
181 White Street
Danbury, CT 06810

Dear Dr. Fitzsimmons:

The International Business Concentration which you plan to offer through the Ancell School of Business' MSA program is of particular interest to Perkin-Elmer.

As you know, Perkin-Elmer develops and manufactures a wide range of high technology products which serve worldwide industrial, scientific, business, and government markets. As a multi-national company, Perkin-Elmer derived 46 percent of its 1980 sales from markets outside the United States, and currently employs over 4,000 men and women in 29 countries throughout the world.

In order for Perkin-Elmer to continue its growth worldwide, we need resources such as your proposed International Business Concentration, which would broaden our knowledge and sharpen our management skills.

Very truly yours,

Paul E. Petty

Appendix IV
May 13, 1982

Mr. John Fitzsimmons
Chairman Accounting and Finance Department
Western Connecticut State College
181 White Street
Danbury, Connecticut 06810

Dear Mr. Fitzsimmons:

With consolidated sales of more than $10 billion in 1981, Union Carbide Corporation ranks among the largest industrial companies in the United States and the world. International operations contributed about one-third of total sales in 1981.

Your proposal of Internation Business concentration within the MSA program at Ancell School of Business has our support. This program would aid persons in developing specific expertise that is important to the business community.

Sincerely,

A. C. Stewart
Dr. A. C. Stewart
Director, University Relations

cc: B.A. Davila

Appendix IV
June 3, 1982

Professor John Fitzsimmons, Chairman
Accounting and Finance
Western Connecticut State College
181 White Street
Danbury, Connecticut 06810

Dear Professor Fitzsimmons:

Pitney Bowes Inc. is a $1.4 billion company and the largest manufacturer of postal equipment in the world. We also offer a full line of business systems equipment and price marking equipment, and are in business supplies, catalogues and similar type businesses. We operate in over 100 countries in the world through either manufacturing, marketing subsidiaries or through independent dealers. Our headquarters are in Stamford, Connecticut.

We were interested to learn of your proposal regarding expansion of international business concentration within the MSA program and we support your efforts. We believe this program would offer opportunities to our employees in southwestern Connecticut and to the corporations operating in that area.

Sincerely,

W. J. Hedley, Jr.

WJH:lf
June 3, 1982

Dr. John Fitzsimmons
Chairman, Accounting and Finance Dept.
ANCELL SCHOOL OF BUSINESS
Western Connecticut State College
181 White Street,
Danbury, CT 06810

Dear Dr. Fitzsimmons:

I have had an opportunity to review your proposed curriculum for an MSA Concentration in International Business.

Ethan Allen is involved in international business on a worldwide basis and we find that such a program would present a useful opportunity for management employees and other companies involved with international business.

We wish you all the luck.

Very truly yours,

M. Farooq Kathwari
Sr. Vice President

Appendix IV
<table>
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<th>State or Major Industry Group</th>
<th>Value of Manufactures' + Products (Million $)</th>
<th>Total Exports of Manufactured Products (Million $)</th>
<th>Exports of Manufactures' + Products + Components (Million $)</th>
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Appendix V

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DANVERS-ROCK ISLAND-MOLINE, IOWA, ILL

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<th>Export related</th>
<th>Export employment as percent of total</th>
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Appendix V
WCSC - Application for Planning Approval

NEW PROGRAM FISCAL IMPACT STATEMENT

1982-83 | 1983-84 | First Year of Full Operation (if different from
Year 1 | Year 2 | 19

ESTIMATED NEW EXPENDITURES

Personnel (Faculty & Support)

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ESTIMATED REVENUE & ENROLLMENT

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USE OF CURRENT RESOURCES

(If plans include the use of current faculty and resources, please explain). Faculty members listed in Q 4A will continue to teach courses in this concentration.

Appendix VI
ENRICHMENT COURSES AVAILABLE ON CAMPUS

IT 150-151 Audio Lingual Italian I & II
IT 160 Elements of Italian
SPA 150-151 Audio Lingual Spanish I & II
FRE 150-151 Audio Lingual French I & II
GRE 150-151 Audio Lingual German I & II
POR 150-151 Audio Lingual Portuguese I & II
SS 107 Mid-Eastern Culture
SS 104 Japanese Culture
SS 103 Chinese Culture
PS 200 International Relations
ECO 201/504 Comparative Economic Systems
ECO 300 Theory of International Economics
HIS/PS 552 The International Oil Industry: Power Politics and Social Change
GEO 501 Regional Study: Geographical Basis of Selected Regions of Europe
GEO 502 The USSR: A Region Analysis
GEO 503 Africa: Geographical Basis of Current Problems
PS 536 Culture Shock in the Middle East
SS 537 Southern Asia: Peoples, Culture, Problems
SS 538 Indonesia: Past, Present, Potential

Appendix VII