

Fall 2021 Special Topic Courses

BUS-480-MM01 Sales Technology (3 Credits)

Explores computer and communication technologies as they apply to business-to-business selling and sales management. Content focuses on using technology to improve customer relationship management (CRM) and sales performance. Topics include technology as it applies to: the sales process, CRM, time and territory management, forecasting, and sales presentations. Videotaped role plays, technology enabled presentations, and participation at regional/national sales competitions motivate learning beyond the classroom setting.

EDU-580-MM01 Mindfulness for Educators (3 Credits)

Mindfulness is defined as, "paying attention in a particular way: on purpose, in the present moment, and nonjudgmentally." (Jon Kabat-Zinn, Ph.D.) This interactive course provides you with an introduction to the field of mindfulness, its concepts and practices, helping you develop techniques that will benefit your physical, mental and emotional well-being.

ENG-180-

ESS-380-MM01 Nutritional Science (3 Credits)

SPA-280-MM01 Hispanic Cultures (3 credits)

In this course, students will explore the variety and complexity of cultural products, practices and perspectives in the Spanish-speaking world. Students will engage with authentic resources organized thematically, review Spanish grammar and structures from the 100-200 levels, reflect on and write about cultural comparisons, practice common interactions in the target language to avoid cultural missteps and develop skills to act as intercultural mediators. Taught in Spanish. Prerequisite: SPA 201.

SPA-380-MM01 Spanish for Heritage Speakers (3 credits)

This course will provide students whose family language is Spanish with the tools to improve their proficiency in both formal and informal aspects of the language. It also seeks to expand students' knowledge of Hispanic cultures by exposing them to a variety of social and cultural contexts. Students will practice the four language skills (listening, speaking, reading and writing) but special attention will be given to strengthening composition skills. This course replaces SPA 310 Writing Communication.

SWK-280-MM01/SOC-281-MM01 Grief and Loss (3 Credits)