COURSES FOR CONSUMER SCIENCE

Consumer Sciences Courses

CSM101 Introduction to Digital Tools
 Hours 3
Students are expected to demonstrate basic proficiency in the word processing, presentation, and spreadsheet tools as well as other emerging productivity tools sets. Specific emphasis is placed on introducing skills and uses related to data storage applications, basic technology privacy and security issues, mobile device applications, social media, communications technology, and work-place applications. Students exit this class with a basic introduction to each topic and other emerging topics deemed relevant for today's digital citizens, consumers, and professionals.

CSM116 Quantitative Methods of Finance MA
 Hours 3
This three-credit hour course is intended to develop mathematical fluency within the context of financial planning/literacy. It is broad in scope and content rather than specific to a particular discipline, is an introduction to the basic tools and techniques necessary for the development of a successful personal financial plan over one's life span and emphasizes the use of mathematical techniques as a tool for analysis. CSM 116 includes topics such as real and nominal rates of return, probability, and algebra functions. An emphasis is placed on mathematical reasoning in solving financial problems. It uniquely serves as a course for students not intending to pursue further study in mathematics, science, or engineering, but for students who will be able to utilize mathematical tools to make sound financial decisions. Students will apply practical skills by setting and reaching financial goals as elements of an integrated system, manipulation of quantitative data, calculating future financial needs, and using mathematical induction formulas and tools to determine predictability of expected outcomes. The course commences with money management and credit use, progresses to investments, insurance, retirement planning, and culminates in wealth accumulation and estate planning as the basis for mathematical problem solving exercises. CSM 116 is designed to provide a foundation both for further study and for personal enrichment. Grades are reported as A, B, C, or NC (No Credit).
Prerequisite(s): MATH 100
Mathematics

CSM201 Indiv Family Resource Mgt
 Hours 3
Management of human, material, and environmental resources to accomplish value-based goals. Highlights importance of decision making to achieve satisfaction and improve quality of life across the family life cycle.

CSM204 Intro Personl Finan Plan
 Hours 3
The course presents financial planning within the context of the family life cycle and the consumer decision-making framework. It provides an overview of topics such as family financial goal setting, budgeting, risk management, savings, and investments.

CSM206 Prac Fin Plan for Rest of Us
 Hours 3
Provides basic tools and technology necessary for development of a successful personal financial plan over one's life span. Topics include management, credit use, investments, insurance, retirement planning, wealth accumulation and estate planning.

CSM300 Time Value of Money & Financial Calculations
 Hours 1
The focus of this course is to develop a better understanding of the Time Value of Money concept and the types of financial calculations that will be required in courses such as Introduction to Investment Planning, Asset Management, Retirement Planning and the Capstone Course in Financial Planning.
Prerequisite(s) with concurrency: CSM 204

CSM303 Introduction to Consumer Economics
 Hours 3
This course will focus on the role of the consumer in the economy and concepts underlying consumer economics. Emphasis is on the consumer in the marketplace; consumer choice; information search; consumer protection, including redress; and consumer affairs as a profession. This course will be a review of some topics from lower level classes and a preview of topics that will be covered in upper level classes concerning consumers and their role in the economy.

CSM304 Principles of Consumer Protection
 Hours 3
Principles of consumer-oriented marketing management with emphasis on consumer decision-making theory and practice.

CSM381 Consumer Marketing Management
 Hours 3
Principles of consumer-oriented marketing management with emphasis on consumer decision-making theory and practice.

CSM390 Field Experience
 Hours 1-6
Supervised experiences in the areas of consumer affairs or family financial planning with government, business, or industry.

CSM400 Personal Insurance Plan & Mgt
 Hours 3
Survey of myriad of personal risks facing consumers and families throughout the life cycle. Emphasis is placed on the fundamentals of risk management. Includes a comprehensive study of insurance products.
Prerequisite(s): CSM 201 and CSM 204

CSM401 Consumer Protection W
 Hours 3
Laws and agencies affecting the consumer's well-being, sources of consumer information, discussion of current consumer issues. Writing proficiency within this discipline is required for a passing grade in this course.

CSM403 Consumer Economics
 Hours 3
The role of the consumer in the economy. Economic analysis of market and nonmarket consumption activities, incorporating relevant social, psychological, political, and ecological considerations.
Courses for Consumer Science

CSM404 Personal Investment Plan & Mgt
Hours 3
Concepts and techniques related to family financial investments.
Prerequisite(s): CSM 201 and CSM 204

CSM405 Public Policy
Hours 3
A detailed analysis of U.S. public policy, recognizing the broader social and economic impacts of selected policies. Students will develop a better understanding of how and why specific policies are implemented and assess the strengths and weaknesses of different policy structures.

CSM406 Consumer Mgt Quality Assurance
Hours 3
Provides in-depth coverage of the primary theories and methods necessary for quality assurance in a wide range of organizational settings.

CSM407 Consumer Qual Mgt Facilitn Skil
Hours 3
Provides a comprehensive study of facilitation skills necessary to lead an organization in continuous improvement.

CSM408 Consumer Quality Mgt Systems
Hours 3
Provides an in-depth analysis of management systems as a method for organizing and leading business, educational, and health care institutions. The course will cover the primary issues related to management systems.

CSM409 NY Wall Street Stdy Tour
Hours 3
Provides an overview of the American financial system with emphasis on financial service providers, products and markets. Includes a 6-day tour of New York's financial district, presentations by financial professionals, team activities, assignments and stock market analysis.

CSM410 Pers Retire Plan Employ Benefs
Hours 3
Fundamentals for personal retirement planning and the selection of employee benefits.
Prerequisite(s): CSM 201 and CSM 204

CSM414 Personal Investment Planning & Management II
Hours 3
This course expands upon the content of CSM 404/504, adding a number of new concepts that are relevant to understanding the management of investments for family and individual goal attainment. Lectures, readings, case studies, and problem sets are designed to help students in preparing for the Investment Planning section of the Certified Financial PlannerTM examination.
Prerequisite(s): CSM 404

CSM420 Personal Estate Planning
Hours 3
Techniques of personal estate planning within the family life cycle.
Prerequisite(s): CSM 201 and CSM 204

CSM424 Addict. & Dysf. in Money Mgmt
Hours 3
CSM 424/524 is an exploration of addictions and dysfunctions related to managing money and finances and a brief guide for changing dysfunctional behavior related to money. The course does not provide training in diagnosing, but rather emphasizes describing behavior.

CSM425 Conflict Resolution for the Workplace
Hours 3
A study of the various techniques of conflict resolution in consumer affairs.

CSM427 Emotional Intelligence: The Personal Qualities for the Negotiator
Hours 3
An in-depth study of skills to mediate, negotiate and manage conflict in the home and workplace. Written analysis is integral.

CSM428 Processes of Negotiation
Hours 3
This course provides students with an overview of the field of negotiation, examines the breadth and depth of the subprocesses of negotiation, and provides an understanding of the art and science of negotiation. This is an advanced-level course that explores the best practices of negotiation for students who wish to improve their negotiation skills.

CSM430 Family & Consumer Law
Hours 3
The study of family and consumer law in specific issues of marriage, parent-child relationships, divorce, and the economic consequences of divorce, as well as consumerism and a general understanding of legal terms, resources, the legal system, and adversarial proceedings.

CSM435 Psychology Of Money
Hours 3
An innovative study of financial behaviors and their relationship to money management with emphasis placed on both theory and its application.

CSM437 Developing The Leader Within
Hours 3
An in-depth look at leadership principles, qualities, styles, and models with a focus on developing leadership skills and potential within the individual students. Designed to assist students in identifying opportunities for improvement.

CSM440 Maximizing Use of Social Media Marketing
Hours 3
In this course students will develop skills for strategic social media marketing and engagement. They will explore and utilize techniques for integrating social media marketing campaigns that serve as listening and outreach tools in building brand awareness. This course will provide a framework for online brand management and promotion for careers and majors in the college of Human Environmental Sciences.
CSM441 Consumer Communications  
C, W  
Hours 3  
Principles, methods, techniques, and resources used in developing, presenting, and evaluating a complete consumer communication program. Writing proficiency and use of the computer are required for a passing grade in this course.  
Prerequisite(s): CS 102 or CSM 101  
Computer Science, Writing  

CSM445 Applied Digital Tools  
C  
Hours 3  
The course encompasses a collection of technical skills beyond basic computer applications; content is focused on the use of technology in real-world contexts, such as the digital consumer society and digital workplaces. Students are expected to demonstrate applied proficiency in word processing, presentation, and spreadsheet tools (by major) as well as other emerging productivity tool sets. Students exit this class with a variety of experiences in the use of personal technologies as well as those which might be encountered in a digital workplace; these may include applied privacy and security defense strategies, organizational applications, mobile device applications, and cloud-computing as applied in case studies and/or project-based activities. Basic computer-use proficiency is required for a passing grade in this course.  
Prerequisite(s): CS 102 or CSM 101  
Computer Science  

CSM447 Advanced Digital Tools  
C, W  
Hours 3  
The primary content consists of student skills to live and work in a digital environment by developing technological skills in use and application of digital tools, such as sophisticated mobile device applications, computer-mediated collaboration, content management, social media and personal branding strategies, and cloud-based applications. Students develop or refine their virtual presence using current and appropriate tools. Course activities include writing assignments to meet the W requirement, but these will be integrated into other topics within the course. Writing proficiency and computer proficiency are required for a passing grade in this course.  
Prerequisite(s): CSM 101 or CS 102  
Computer Science, Writing  

CSM451 Consumer Demographics  
W  
Hours 3  
The course will focus on developing students’ ability to understand consumer demographics and impacts from these demographic changes. The course will cover basic concepts and measurement issues of demography as it relates to consumer and families. This class will also develop student’s ability to adapt to changing trends in a dynamic world. Writing proficiency is required for a passing grade in this course.  
Writing  

CSM454 Personal Income Tax Mgt Plannng  
Hours 3  
An analysis of personal income tax management and planning as it relates to consumers and families throughout the life cycle.  
Prerequisite(s): CSM 201 and CSM 204  

CSM458 Spreadsheets in Fin. Decisions  
C  
Hours 3  
The focus of this course is to develop a working knowledge of Microsoft Excel as it may be used to analyze problems related to personal financial planning. The course emphasizes life-cycle planning and computer literacy. The course is designed to help students in becoming better prepared for the actual workplace environment.  
Prerequisite(s): CSM 204 or RHM 474 or AC 210  
Computer Science  

CSM459 Tech of Counsl in Cons Science  
W  
Hours 3  
This course explores the indicators, causes, and impact of financial stress and problems on individual’s and family’s well-being. The course emphasizes the fundamentals of counseling, communication, and ethics for those working in professional settings to help individuals from different backgrounds achieve personal financial goals as well as the workplace in general. Writing proficiency within this discipline is required for a passing grade in this course.  
Writing  

CSM460 Financial Planning Case Study Capstone Course  
Hours 3  
A systems approach to financial management for individuals and families from the perspective of planner/counselor. Focuses on analytical techniques. Emphasizes identification and development of strategies for meeting client goals. This course should be taken during the last semester of the degree curriculum.  
Prerequisite(s): CSM 458 and CSM 201 and CSM 204 and CSM 400 and CSM 404 and CSM 458  

CSM462 Financial Planning Practice Management  
Hours 3  
An in-depth look at the professional side of careers in Consumer Sciences. Experiential activities, guest speakers, faculty lecturers and student projects provide students with opportunities to learn and practice traits, skills and abilities needed for a successful career.  

CSM473 Innovation and Creativity in HES Entrepreneurship  
Hours 3  
This course introduces students to techniques to release their inner creativity and develop creativity skills needed to become successful entrepreneurs. Apply creative thinking to: conceptualize new ventures, recognize consumer trends, and find unique market niche.  

CSM475 Entrepreneurship In Hes  
Hours 3  
A study of home-based businesses taught from the perspective of theory and application in family resource management.
Courses for Consumer Science

CSM478 Social Entrepreneurship
Hours 3
This seminar will explore how the ideas of social entrepreneurs have provided innovative solutions to some of the world’s most systemic problems and why more social entrepreneurs will be needed in the 21st century. To study, understand and prepare oneself to become, or appreciate social entrepreneurs is a relatively new field of academic interest. It requires that students be creative thinkers and willing to inform themselves about current economic, political and social issues so they begin to understand the complexity surrounding the world’s most challenging problems.

CSM480 E-Commerce@Human Envir Science
Hours 3
Offers sound advice and vital practical help on developing an idea into a business on the Internet, addressing areas of specialization in human environmental sciences.

CSM486 Consumer Conflict Mediation, Management & Negotiation III
Hours 3
Survey of the theory and practice of the Employee Assistance Program (EAP). Six content areas will assist students in identifying their strengths and weaknesses in relation to the content areas.

CSM490 Individual Study
Hours 1-6
Open to qualified undergraduates with a grade point average of 2.0 or higher. Individualized work may be selected in the areas of consumer affairs, consumer economics, and financial planning and counseling.

CSM491 Individual Study
Hours 1-6
Open to qualified undergraduates with a grade point average of 2.0 or higher. Individualized work may be selected in the areas of consumer affairs, consumer economics, and financial planning and counseling.

CSM492 Individual Study
Hours 1-6
Open to qualified undergraduates with a grade point average of 2.0 or higher. Individualized work may be selected in the areas of consumer affairs, consumer economics, and financial planning and counseling.

CSM493 Individual Study
Hours 1-6
Open to qualified undergraduates with a grade point average of 2.0 or higher. Individualized work may be selected in the areas of consumer affairs, consumer economics, and financial planning and counseling.

CSM499 Undergraduate Rsch
Hours 3
Under faculty supervision, student will participate in a research project.