418. Newspaper Advertising and Business Management
Fall, Winter. 4(4-0) Advertising or journalism Seniors.
Newspaper advertising, staff management, rates, circulation, placement, research, editorial and office supervision, law, finance, purchasing, and employee relations.

423. Retail Advertising and Promotion
Fall, Winter, Spring. 4(4-0) Majors: 317; others: Juniors.
Planning and preparation of retail advertising and promotion, with emphasis on retailing practices, retail copy and layout, and selection of media; outside project related to the student's interest.

427. Principles of Public Relations
Fall, Winter, Spring, Summer. 3(3-0)
Juniors.
Problems of interpreting an organization or business to its publics and interpreting the publics to the organization. Projects related to student's major interest.

441. Television and Radio Advertising
Fall, Winter, Spring. 4(4-0) 205.
Principles and practices underlying successful radio-televison advertising; emphasis on media research, rate structure, programming, creativity; instruction in television commercials.

449. Advertising Agency Workshop
Fall, Winter, Spring. 3(2-2) 317; MTA 300.
Advertising procedure including application of research, copy, layout, media selection, and merchandising to specific problems. Study of the advertising agency. Student groups work out campaigns for area manufacturers or agencies and present to company executives.

460. Advertising Management
Fall, Winter, Spring, Summer. 4(4-2) 205, MTA 300 or approval of department.
Decision theory and techniques used in planning, directing, and evaluating advertising. Emphasis on media-message strategies and media systems. Use of cases in small groups.

470. International Advertising
Spring. 4(4-0) 305, 460; MTA 300; or approval of department.
International advertising and promotion; formulation and implementation of international promotional strategies and policies; case studies and problems from the viewpoint of advertisers and advertising agencies.

475. Advertising Research
Fall, Winter. 4(4-2) 205.
Nature, scope, and applications of research in advertising; theory, concept, and fact in the research process; dimensions of advertising research; data collection, field investigation, measurement of advertising and media audiences; evaluation of advertising messages.

499. Individual Projects
Fall, Winter, Spring, Summer. Variable credit. Approval of department.

823. Consumer Behavior
Winter. 4(4-0) COM 820 or approval of department.
Examination of the emerging knowledge concerning consumer behavior. Emphasizes inquiry into the theory and process whereby consumer behavior is influenced by means of interpersonal and mass communication.

826. Advertising Management
Fall, Winter. 4(4-0)
Planning and formulating promotional strategy; establishing policies and making decisions to solve promotional problems of advertisers and agencies. Emphasis on case analysis.

846. Management of Media Programs
Fall, Winter. 4(4-2-1)
Planning, execution, and control of media programs. Theory and techniques of media allocation, including the use of marginal analysis, mathematical programming, simulation, and game theory in formulation of media strategy.

550. Problems in Public Relations
Fall, Winter, Spring. 4(4-0) 427 or approval of department.
Public relations practice in the U.S. and abroad. Study of recent trends in public relations of corporations, associations, education, government and welfare organizations.

555. Management of Advertising Information
Spring. 3(3-3) 826.
Management of information for advertising planning, decision-making and control. Design of advertising information systems, decision to buy information, collection and analysis of information, data bank management.

565. Advertising and Society
Spring. 4(4-0) 830; 815.
Investigation of theory and scientific evidence relevant to the process and effect of advertising on individuals and on the socio-economic system. Critical examination of the social responsibilities of advertising.

890. Special Problems
Fall, Winter, Spring, Summer. Variable credit. Approval of department.

899. Research
Fall, Winter, Spring. Variable credit. Approval of department.

AEROSPACE STUDIES

A S All University

041. Corps Training
Winter. 0(0-1) Approval of department.
Basic concepts of leadership and the role of discipline; leadership development through practical experience. Concurrent enrollment in an approved non-Aerospace Studies course is required.

110. First-Year Basic
Fall. 1(1-1)
Exploration of the causes of present world conflict as they affect the security of the United States. Survey of theory and practice of democracy and communism. Basic leadership orientation.

111. First-Year Basic
Winter. 2(1-1) 110.
Analysis of the United States power position in world affairs including a study of our national defense structure. Basic concepts of discipline and leadership.

112. First-Year Basic
Spring. 1(1-1) 111.
Comparison of the missions and functions of specific Air Force commands including employment of contemporary aerospace equipment and systems. Introduction to the professional opportunities in the USAF. Application of leadership concepts on the parade field.

210. Second-Year Basic
Fall, Winter. 1(1-1) 112.
Comparative study of free world land, naval and air forces and changing concepts of force employment. Continuation of leadership development.

212. Second-Year Basic
Spring. 1(1-1) 211.
Exploration of future trends in development and employment of military power including astronautical operations, and their impact on world affairs. Integration of leadership concepts on the parade field.

310. First-Year Advanced
Fall, 3 credits. 313.
Development of requisite communication skills. Survey of the nature of military conflict, the development of aerospace power and doctrine governing its employment. Leadership experience at lower command echelon.

312. First-Year Advanced
Spring. 3 credits. 319.
Study of national space effort. Survey of solar system as it affects space exploration and operations. Study of the mechanics of space vehicle systems including orbits and trajectories. Survey of the principles and problems of current and planned space operations. Assumption of cadet staff and command positions. Preparation for summer training.

410. Second-Year Advanced
Fall. 3 credits. 312.
Study of military professionalism—its meaning, foundations and responsibilities. Practical use of leadership, management, and communicative skills in cadet direction and control.

411. Second-Year Advanced
Winter. 3 credits. 410.
Study of leadership theory, functions and practices. Study of management principles and functions. Practical experience in the duties of the professional officer.

412. Second-Year Advanced
Spring. 3 credits. 411.

AFRICAN LANGUAGES

See Linguistics and Oriental and African Languages

AGRICULTURAL ECONOMICS

AEC

College of Agriculture and Natural Resources

470. Analysis and Presentation of Agricultural Data
Spring. 3(3-0) One course in statistics not open to students with credit in FAM or FSM 370.
Sources, collection, reliability and presentation of data. Aggregation of economic indicators. Elementary methods of price analysis including trends and seasonal. Interpretation of statistical inferences regarding agricultural data.
803. Emergence, Concepts and Setting of Agricultural Economics Fall. 1 to 3 credits. Historical and institutional development of agricultural economics. Central concepts and interrelations of subfields. Political-economic setting of agriculture and the role of agricultural economists.

805. Agricultural Production Economics Winter. 3(3-0) FSM 401 or approval of department. Resource allocation and efficiency. Production and efficiency in the farm, between farms, and between agriculture and other industries. Agricultural economics applications.

810. Advanced Land Economics Winter. 3(3-0) R D 417 or approval of department. Interdepartmental with and administered by the Resource Development Department. Analysis of economic concepts involving land resources. Costs, returns, rent and valuation theories. Application of cost theory to successful enterprise location, development, use and conservation of land resources.

811. Public Program Analysis Spring of even-numbered years; Summer of odd-numbered years. 3(3-0) FSM 401 or EC 324 or approval of department. Interdepartmental with the Resource Development Department. Application of benefit-cost analysis to public programs of resources development. Issues and case studies in budgeting, investment criteria, pricing, externalities, and coordination.

833. Mathematical Programming Spring. 3(3-0) EC 560 or 512A, MTH 531. Interdepartmental with the Economics, and Statistics and Probability Departments. Linear programming. Theory of linear economic models. Topics in nonlinear programming.

835. Econometrics and Price Analysis Fall, Spring, Summer. 3(3-0) EC 325, STT 452. Interdepartmental with and administered by the Economics Department. Specification, estimation and interpretation of economic models. Applications to empirical problems.


849. Consumption Analysis Spring. 3(3-0) Approval of department. Analysis of factors influencing individual and group consumption patterns. Application of behavioral science concepts and findings to understanding consumer choice and economic policy issues related to consumption.

851. Advanced Farm Management Winter. Summer of odd-numbered years. 3(2-5) Approval of department. Emphasizes identification, analysis, and methods of solving problems of farm organization and operation. Use of new technologies, specialization and scale. Farm case studies, role-playing, computer games and farm business simulation.

861. Agricultural Trade Policies Fall of odd-numbered years; Summer of even-numbered years. 3(3-0) EC 477 or approval of department. International trade in agricultural products, areas of competition, changes in comparative advantage, role of national and international policy, regional groupings, trade and economic development, current policy proposals.

862. Agriculture in Economic Development Winter. 3(3-0) PAM 463 or approval of department. Agricultural and industrial sector interactions in the development process. Theories and models of the agricultural development process. Transformation of agriculture in less-developed countries.

865. Rural Development Administration I Winter. 3(3-0) Approval of department. Interdepartmental with Agriculture. Administrative concepts and their application in the analysis of the processes and structures through which agricultural and rural development activities are formulated and implemented in less developed countries.

866. Rural Development Administration II Spring. 3(3-0) AG 865. Interdepartmental with Agriculture. Comparative analysis of major cases of intensive, purposeful change in less developed countries with emphasis on economic, administrative, political and other relevant factors which help explain program or policy effectiveness.

876. Statistical Inference in Economics I Fall. 3(3-0) EC 812C or 801; STT 443 or 663; or approval of department. Interdepartmental with the Economics, and Statistics and Probability Departments and administered by the Economics Department. Review and extension of simple-equation regression models. Properties of least-squares estimators under alternative specifications. Problems of analyzing non-experimental data. Error variables, autoregressive and heteroscedastic models.


890C. Mathematical Economics and Econometrics Workshop Fall, Winter, Spring. 3 to 16 credits. EC 512A, 532, or approval of department. Interdepartmental with and administered by the Economics Department. Critical evaluation of research reports by staff and other students. Students writing doctoral dissertations in the appropriate areas are encouraged to participate in workshop and may do so while registered for 999.

999. Research Fall, Winter, Spring. Summer. Variable credit. Approval of department.

Food Systems Economics and Management

200. Introduction to Food Systems Management Fall. 3(3-0). Organization of modern, industrialized food production and distribution systems. Problems faced by managers of firms in food systems. Application of economic and management principles in the solution of these problems.

330. Food Production Management Fall. 3(3-0). Description and analysis of problems faced by managers of input supply, farm, and packing and handling firms. Emphasis on planning, or-
335. Food Processing and Distribution Management
Winter, 3(3-0) 200 or MTA 300. Interdepartmental with and administered by the Marketing and Transportation Administration Department. Analysis of problems faced in the food processing and distribution system. Includes functional interrelationships, consumer orientation and future development.

340. Managerial Economics
Spring, 3(3-0) One 300 level food systems economics and management or public affairs management course. Interdepartmental with Public Affairs Management. Production, consumption, decisions and their interrelationships. Pricing of market and non-market goods. Effects of monetary and fiscal policies. Applications to problems in food system or community management.

370. Applied Statistics
Winter, 3(3-0) Students may not receive credit in both FSM 370 and AEC 470. One course in statistics, one course in food systems economics and management or public affairs management. Interdepartmental with Public Affairs Management. Interpretation and use of statistical results in decision making. Sampling, index numbers, tabular analysis, trend estimation, regression models, decision theory.

401. Production Economics and Management

412. Financing the Food System
(AEC 412.) Spring, 3(3-0) 200 or EC 261. Capital, sources and requirements in the food system. Investment and terms of credit. Credit instruments. Interest rates. Credit policy issues. Principles of financial management and real estate appraisal.

417. Land Economics
Fall, Spring, 4(4-0) Interdepartmental with the Resource Development and Economics Departments and Public Affairs Management and administered by the Resource Development Department. Factors affecting man's economic use of land and space resources. Input-output relationships; development, investment, and enterprise location decisions. Land markets; property rights, area planning; zoning and land use controls.

421. Public Policy and the Food System
Winter, 3(3-0) 200 or EC 201, PAM 320 recommended. Policy issues identified and analyzed in relation to performance goals of society and groups within the food system. Emphasis on price and income policies and regulations affecting the food system.

422. Food System Managers in the Community
Spring, 3(3-0) 421, 430 or 439. Examination of political and social issues affecting individual participants and businesses in the food sector.

430. Advanced Food Production Management
Fall, 3(3-0) 336. Management principles and techniques applied to food production firms including farms, input suppliers, packers and handlers. Emphasis on planning, growth and decision processes. Case studies and gaming.

439. Advanced Food Processing and Distribution Management
Fall, 3(3-0) 335. Interdepartmental with and administered by the marketing and Transportation Administration Department. Managerial principles and techniques applied to food processing and distribution. Emphasizes adjustment to changing social, economic and international company environment. Student interaction with industry, labor and government representatives. Field trips, special projects.

443. Group Action in Marketing
(AEC 443.) Spring, 3(3-0) 200. Characteristics, problems and strategies of cooperatives, unions, bargaining groups, trade associations and other voluntary organizations. Effects of group action on farmers, marketing firms and consumers. Legal restraints and facilitation of group action.

480. Location Analysis
Winter, 4(4-0) 417 or 401 or EC 324. Interdepartmental with the Resource Development and Economics Departments, and Public Affairs Management and administered by the Resource Development Department. Forces affecting location decisions of firms, households and governments. Applications to agricultural, industrial, and regional development.

482. Rural Transformation in Developing Countries
(AEC 482.) Fall, 3(3-0) PAM 201 or EC 201; PAM 260 recommended. Interdepartmental with Public Affairs Management and Agriculture. Traditional agricultural systems and the incentive environment for economic growth in rural areas. Adjustment to technological, institutional and human change. Strategies for rapid agricultural transformation.

473. Introduction to Systems Analysis
Spring, 3(3-0) MTH 111 Interdepartmental with Public Affairs Management. Principles of systems analysis applied to ecological, physical, economic and social phenomena. Case studies. Interpretation and design of systems models. Systems concepts in decision making.

505. Independent and Supervised Study
Fall, Winter, Spring, Summer. 1 to 9 credits. May re-enroll for a maximum of 9 credits. Approval of department.

Public Affairs Management

201. Introduction to Community Economics Management
Fall, Spring. Identification and analysis of problems faced by public decision makers in managing public revenues and services and governing private resource use, impact of political and economic structures on resource use.

260. World Food, Population and Poverty
Winter, 3(3-0) Description, analysis and alternative solutions of food, population, and poverty problems, especially in relation to trade and aid programs. Special emphasis on problems of low income nations.
Agricultural Economics

Courses

Descriptions—Courses in the Agricultural Engineering profession. and technical report writing techniques as used in communication techniques, library use, letter and technical report writing techniques as used in the Agricultural Engineering profession.

460. Location Analysis
Winter. 4(4-0) 417 or 401 or EC 324.
Interdepartmental with the Resource Development and Management Departments, and Food Systems Economics and Management and administered by the Resource Development Department.

Forces affecting location decisions of firms, households, and governments. Applications to agricultural, industrial, and regional developments.

482. Rural Transformation in Developing Societies
(AEC 463.) Fall, 3(3-0) 201 or EC 201; 280 recommended. Interdepartmental with Agriculture and Food Systems Economics and Management.

Traditional agricultural systems and the incentive environment for economic growth in rural areas. Adjustment to technological, institutional and human change. Strategies for rapid agricultural transformation.

473. Introduction to Systems Analysis
Spring, 3(3-0) MTH 411. Interdepartmental with Food Systems Economics and Management.

Principles of systems analysis applied to ecological, physical, economic and social phenomena. Case studies. Interpretation and design of systems models. Systems concepts in decision making.

480. Independent and Supervised Study
Fall, Winter, Spring, Summer. 1 to 9 credits. May re-enroll for a maximum of 9 credits. Approval of department.

AGRICULTURAL ENGINEERING A E

College of Agriculture and Natural Resources

203. Physical Principles of Mechanical Processes
Fall, Spring, 3(3-0) 417. Theory and skills in metallurgy, heat treating, cold metal, sheet metal, plumbing, arc and oxy-acetylene welding and machine operations.

220. Engineering Principles Applied to Agriculture
Winter. 3(3-2) MTH 108.
Physical principles and their application to agricultural production, distribution and processing.

252. Introduction to Agricultural Engineering I
Fall. 1(1-0)
An introduction to the Agricultural Engineering profession with an examination of existing problems.

253. Introduction to Agricultural Engineering II
Fall. 1(1-0)
Communication techniques, library use, letter and technical report writing techniques as used in the Agricultural Engineering profession.

254. Introduction to Agricultural Engineering III
Spring. 3(1-0)
An analysis of the Agricultural Engineering profession with an examination of educational requirements for employment in various areas of the profession.

322. Physical Principles of Biological Processes
Fall. 3(3-0) MTH 215, PHY 289.
Basic scientific principles and engineering theory applied to biological systems and products.

353. Physical Principles of Plant Environment
Winter. 3(3-0) 352, SLS 210.
Physical processes and properties of the biosphere as related to engineering the plant environment.

354. Physical Principles of Animal Environment
Spring, 3(3-2) 352.
Interrelationship of environmental factors and physiological responses of animals for planning, design and control of optimum environmental systems.

355. Principles of Structures and Machines
Winter, 3(3-2) MTH 211.
Stress and deflection analysis of simple structures and machines. Estimation of loads and selection of materials. Course will be oriented towards applications in agricultural engineering.

402. Teaching Agricultural Mechanics
Winter, Spring, 3(3-2) Juniors.
Teaching theory and developing skills in agricultural mechanics in secondary and vocational schools. School and farm shop planning and management. Emphasis on equipment and material selection, metallurgy, metal work and welding.

416. Agricultural Structures
Fall, Spring, 3(3-2) Juniors.
Functional planning and principles of environmental control, cost estimation, structural component analysis and properties of building materials.

421. Electric Power
Fall, Spring, 4(4-0) 220.
Application of electric energy to production and living; selection, installation, operation and control of electrical equipment.

423. Principles of Processing Equipment
Winter, 3(3-2) 220.
Principles of equipment used in the processing and storage of biological products.

425. Farmstead Materials Handling
Spring, 3(3-2) Juniors.
Systems and equipment for handling grain, hay, fertilizer, water and wastes on the farm. Systems design and evaluation.

431. Principles of Irrigation, Drainage and Erosion Control
Spring, 4(3-0) SLS 210.
Use of surveying, design, construction and cost estimates of drainage, irrigation and water control systems.

432. Introduction to Meteorology
For course description, see Interdisciplinary Courses.

433. Introductory Meteorology Laboratory
For course description, see Interdisciplinary Courses.

435. Microclimatology
For course description, see Interdisciplinary Courses.

437. Principles of Food Engineering
Winter, 3(5-0) 220.
Principles and use of electricity, steam, refrigeration and hydraulics in food plants. Emphasis will be placed on specialized processing equipment, their design features, materials of construction and automatic control.

443. Internal Combustion Engines
Fall, Spring, 3(3-2) 220.
Introduction to spark ignition and compression ignition engines with emphasis on principles of operation, combustion, fuels, lubricants and engine performance.

444. Agricultural Production Machinery
Spring, 3(3-2) 220.
Basic principles of agricultural machines. Selection, care and operation of agricultural machinery for obtaining optimum conditions for crop production.

459. Special Problems
Fall, Winter, Spring, Summer. 1 to 5 credits. May re-enroll for a maximum of 5 credits. Approval of department.

469. Pollution Control
Winter of even-numbered years. 4(3-2)
Application of biological, chemical, physical and engineering principles of pollution control to optimize the production and processing of food and fiber with respect to the quality of the total environment.

471. Electric Power and Control
Fall, 4(3-2) E E 345.
Electric motors, controls and circuits; switching, logic, devices and circuit design.

474. Processing Biological Products
Winter of odd-numbered years. 4(3-2) 352, M E 311.
Engineering principles of unsteady-state heat transfer, heat exchangers, drying, storage and refrigeration as applied to the processing of biological products.

475. Introduction to Operations Research
Winter. 4(4-0) MTH 215, CPS 120.
Interdepartmental with Systems Science.
Methodology and basics of operations research; formulation and analysis of probabilistic models of inventory, waiting line, and reliability processes; random process simulation and network planning models.

476. Food Process Engineering
Spring of odd-numbered years. 4(3-2) 352.
Description and analysis of systems utilized in processing of foods for human consumption.

481. Soil and Water Engineering
Spring of even-numbered years. 4(3-2) M E 332 or C E 321.
Engineering analysis, design and construction of drainage, irrigation and erosion control systems.

493. Energy Conversion Systems
Spring. 4(3-2) M E 311.
Principles of energy conversion with emphasis on the internal combustion engine. Thermodynamic analysis, performance characteristics, and power transmission.