SOUTHERN STATES UNIVERSITY

GENERAL CATALOG

October 1, 2015 – September 30, 2016

Main Campus:	**123 Camino de la Reina, Suite 100 East, San Diego, CA 92108** **Phone: (619) 298-1829**
Additional Location:	**1601 Dove Street, Suite 105, Newport Beach, CA 92660** **Phone: (949) 833-8868**
Learning Site:	**3252 Holiday Court, Suite 111, La Jolla, CA 92037** **Phone: (858) 453-8185**
Learning Site:	**919 Garnet Avenue, Suite 216, San Diego, CA 92109** **Phone: (858) 581-3969**

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A MESSAGE FROM THE CHANCELLOR

Southern States University was first established over 30 years ago in Orange County, California and in 2005 was acquired by an education-focused corporation, which immediately re-directed the University and its programs to better reflect the needs of the global business community. Since January 2006, SSU grew from less than 10 students in one location to over 1,000 students studying in Degree Programs (BBA, MBA, MSIT), 8 Certificate Programs and 7 Non-credit Short-term Programs including an Intensive English Program at four campuses: three in San Diego (Fashion Valley, La Jolla & Pacific Beach) and one in Orange County (Newport Beach) in Southern California. The quality, depth and breadth of our faculty, students and staff have been steadily improving quarter-by-quarter, year-by-year, as evidenced by SSU achieving national accreditation in August 2010, by the Accrediting Council of Independent Colleges and Schools (ACICS).

Our mission is to educate the leaders of tomorrow, while preparing you to develop and achieve your personal and professional goals. Our Degree and Certificate Programs have been designed to train you to succeed in the business and digital information world, and to develop tomorrow's industry leaders. SSU also offers a world-class Intensive English Program to help non-native English speakers improve their English comprehension, reading, writing and speaking skills, and ultimately to prepare for University level studies.

Please spend a few minutes reviewing this catalog, the purpose of which is to accurately detail everything our students need to know about being a registered student at SSU. In addition to providing a listing and description of all of the classes offered at the University, this catalog provides answers to most of the questions you may have regarding items such as pricing, schedules, policies and procedures. If you don't find all of the answers here, our faculty and staff are always available and happy to help you with any questions you might have.

Please let us know if there is anything we can do to serve you better. Everyone in our administration values your feedback, and I am always personally interested in hearing from students, as we continue striving to provide each of you with the highest quality educational experience.

I would like to warmly welcome you to our community of international scholars at Southern States University. I sincerely hope and expect that you will have a wonderful experience with us!

Sincerely,

John D. Tucker
Chancellor

MISSION STATEMENT

Southern States University's mission is to offer competitive and professionally-recognized academic degree and certificate programs, to serve a culturally diverse student community, and to facilitate international awareness amongst our students. We are committed to improving our students' career options and opportunities, and will accomplish this by delivering cutting-edge content, teaching both the fundamental and advanced skills needed to succeed in today's competitive marketplace.

Educational Objectives:

The University:

- offers a focused set of programs to educate students in the fields of *Business*, *Information Technology,* and *English Language Learning* to help students improve their career options and proficiency in the English language;
- promotes critical thinking and intellectual inquiry, which enhance cultural, social, and professional development and opportunities;
- prepares students for meaningful communicative interaction in social, academic and professional environments by integrating research, critical thinking, writing and decision-making skills;
- creates a learning atmosphere that encourages students to develop the highest standards of ethical and professional behavior;
- provides students with a strategic understanding of the role of information and communication technologies by equipping students with information literacy and research skills for analyzing facts and ideas;
- integrates formal academic learning with practical experience by employing real-world case studies for use in analyzing business conditions, conceptualizing business problems and applying decision-making skills in professional environments;
- provides students with a understanding of the role of IT in organizations and the various technologies comprising the broader area of information technology, and their interworking.
- familiarizes international and non-native English speakers with the various facets of American culture, national and local economic and job market conditions;
- seeks to enhance English proficiency skills, particularly for non-Native English speakers;
- delivers instruction through classroom and distance learning methodologies.

ACCREDITATION AND AUTHORIZATIONS

Accreditation

Accredited by the Accrediting Council for Independent Colleges and Schools, 750 First Street, NE, Suite 980, Washington, DC 20002-4223, (202) 336-6780 (telephone), (202) 842-2593 (facsimile), acics@acics.org, www.acics.org, to award a Bachelor degree, award a Master degree, provide an Intensive English Program and Business Certificates.

ACICS is listed as a nationally recognized accrediting agency by the United States Department of Education and is recognized by the Council for Higher Education Accreditation.

Authorizations

Southern States University is a private institution licensed to operate by the California Bureau for Private Postsecondary Education (BPPE).

As a prospective student, you are encouraged to review this catalog prior to signing an enrollment agreement. You are also encouraged to review the School Performance Fact Sheet, which must be provided to you prior to signing an enrollment agreement.

Any questions a student may have regarding this catalog that have not been satisfactorily answered by the institution may be directed to the Bureau for Private Postsecondary Education at 2535 Capitol Oaks Drive, Suite 400, Sacramento California, 95833, www.bppe.ca.gov, (888) 370-7589 (toll free), (916) 431-6959, (916) 263-1897 (facsimile).

A student or any member of the public may file a complaint about this institution with the Bureau for Private Postsecondary Education by calling (888) 370-7589 toll-free or by completing a complaint form, which can be obtained on the bureau's internet web site www.bppe.ca.gov.

This school is authorized under federal law to enroll nonimmigrant alien students.

Corporate Structure / Statement of Legal Control

Southern States University (SSU) was incorporated as a for-profit organization in 1983, and was purchased by Tepper Technologies, Inc. in 2005. Except as otherwise provided in the Articles of Incorporation or Bylaws of SSU, the powers of the corporation shall be exercised, its property controlled, and its affairs managed by its Board of Directors. The Board may delegate to such committees, councils or other groups as it shall create, any of its powers that it may deem judicious, keeping in mind that it has the ultimate responsibility for SSU, and that it must ensure proper accountability by each of these groups.

The duties of the Board are: to define and maintain the mission of SSU; to ensure that the goals and objectives of SSU are implemented; to evaluate and monitor all programs; to develop programs and activities that promote SSU's mission; to establish and review fiscal and administrative policies; to approve an annual budget; to monitor finances; to ensure that adequate resources are available to SSU; to authorize all legal documents; and to present an annual report at the annual meeting.

The CEO/President and the Chancellor/COO shall, under the direction of the Board and its Chairperson, be responsible for overall planning and budgeting, and for the general management of the day-to-day operations of SSU.

The SSU Board of Directors is comprised of the following individuals:

1. Chairman of the Board – Carmen Junqueira Gomide

2. Secretary – Denise Mastro

3. Treasurer – Denise Mastro

In accordance with the requirements of Ed. Code §94909(a)(12), SSU hereby states that it currently has no pending petition in bankruptcy and is not operating as a debtor in possession. SSU has not filed any bankruptcy proceedings nor had any petition in bankruptcy filed against it within the preceding five years.

DESCRIPTION OF FACILITIES

Overview of Facilities

The University's primary administrative and academic offices are located on its ***Main Campus*** at 123 Camino de la Reina, Suite 100 East, San Diego, CA, 92108. An additional location of the University is located at 1601 Dove Street, Suite 105, Newport Beach, CA 92660, and there is a campus addition in La Jolla located at 3252 Holiday Court, Suite 111, La Jolla, CA 92037 and a campus addition in Pacific Beach at 919 Garnet Avenue, Suite 216, San Diego, CA 92109. Prospective and enrolled students are invited to stop by and visit all of SSU's campus locations. Regular office hours are 9:00 am – 6:00 pm., Pacific Standard Time, Monday through Friday.

San Diego – Main Campus

The main facility is located centrally in Mission Valley, 10 minutes from downtown San Diego. The Main Campus occupies the bottom floor of a two-story building, which includes administrative offices, a student lounge, a computer laboratory, and a library.

Free parking is available on the surrounding streets and in the conveniently located shopping mall parking lot across the street from the school. Trolley and bus service are also conveniently located relative to this facility.

Newport Beach – Additional Location

The Newport Beach branch campus is located close to the John Wayne Airport, providing easy access from all points of Orange, San Diego and Los Angeles Counties. This Additional Location occupies the bottom floors of a two-story building, which includes administrative offices, library, conference room, student lounge, and classrooms.

This site is staffed with instructors and administrators who can assist students with all of their needs, and offers plentiful free on-site parking, as well as conveniently located bus service.

La Jolla – Learning Site

Southern States University has a campus addition in La Jolla at 3252 Holiday Court, La Jolla, CA 92037 (the reception area is in Suite 111). All administration and management for this location is directed from the Main Campus.

Pacific Beach – Learning Site

Southern States University has a campus addition in Pacific Beach at 919 Garnet Avenue, Suite 216, San Diego, CA 92109. All administration and management for this location is directed from the Main Campus.

The Equipment and Materials to be used for Degree, Certificate and Intensive English Programs Instruction

Computer - Projector - TV/Monitor - PowerPoint - Projector's Screen - Speakers - some Computer Software and Books – Chairs and Desks – Whiteboards- Podiums- Wi-Fi Internet – DVDs

INSTRUCTIONAL MODALITIES AND OPTIONS

Southern States University's programs are offered through two instructional modalities:

- On-campus residential instruction
- Online distance learning

On Campus Residential Education

Residential instruction occurs in a classroom setting throughout the year at various Southern States University locations. Students are encouraged to visit our website at www.ssu.edu to view the current course schedule. Once enrolled, students are encouraged to use SSU's on-campus and virtual libraries, and local public libraries to find resources and information they need as they progress through their individual program of study.

SSU offers the following programs in a classroom setting:

- Bachelor of Business Administration (BBA)
- Master of Business Administration (MBA)
- Master of Science in Information Technology (MSIT)
- Certificates in Business Administration, Marketing, Strategic Management, Management Studies, Business Communications, Finance, Information Technology, and Business Analysis
- Intensive English Program (IEP) – beginner through advanced plus TOEFL Preparation, ABSD (Advanced Business Skills Development) and Accent Reduction/Pronunciation (2 hour Elective Class)
- Professional Program

Online Distance Learning

For online instruction, students access SSU's online courses via the internet, utilizing a web based e-learning and course management platform and collaborate via an internet e-learning portal with Faculty and other students on a regular basis. In this modality, courses require that students complete at least an equivalent amount of work as required for a traditionally delivered course so that the acquired levels of knowledge, skills and/or competencies are at least equivalent to those acquired in a traditional format. Faculty may employ the same types of learning activities found in traditional courses, such as case studies, research projects and examinations, as well as require interaction with the Faculty and the other students via chat sessions and online discussion boards. Typically, interaction occurs throughout the week, with assignments returned weekly.

SSU offers online courses in the following degree and certificate programs:

- Bachelor of Business Administration (BBA)
- Master of Business Administration (MBA)
- Master of Science in Information Technology (MSIT)
- Certificate in Marketing (Undergraduate)
- Certificate in Business Analysis (Undergraduate)
- Certificate in Business Communications (Undergraduate)
- Certificate in Finance (Undergraduate)

- Certificate in Management Studies (Undergraduate)
- Certificate in Business Administration (Graduate)
- Certificate in Strategic Management (Graduate)
- Certificate in Information Technology (Graduate)

Students may take up to 50% of the total required program classes via an online modality.

International students with F-1 Visas may only enroll in online courses if they are simultaneously taking the required minimum residential courses in SSU's BBA program, (2 courses minimum), MBA program (1 course minimum), MSIT program (1 course minimum), Undergraduate-level Certificates (2 courses minimum), and Graduate-level Certificates (1 course minimum).

To participate in distance learning instruction, students must be able to use a computer and have internet access. Students must have a computer with the following minimum configuration:

- Windows XP or Vista, or Mac OS 10.x or above
- Internet access with a minimum 56KB/s modem speed. SSU recommends a high speed connection such as DSL or a cable modem.
- 1GHz or greater Pentium processor
- Sound Card and Speakers and/or headphones
- 8X or faster CD-ROM
- 512MB of RAM (or greater) is recommended
- Firefox 3 or Internet Explorer 5.0 or higher
- Microsoft Office or equivalent (Word, Excel and PowerPoint)

TUITION, FEES, INCIDENTAL PROGRAM COSTS

Tuition, fees and incidental program costs are included in the Catalog Supplement, which is included as part of this Catalog and can be found on pages 136-161.

Tuition Payment Policies

Tuition Policy for Every Four Weeks Installment Payment Plan
Students on an every four weeks installment payment plan are required to make their payments by Thursday of the completion of 4 weeks from the last payment, and subsequent installment payments on the 4th Thursday. Students who pay after the due date will be subject to a 10% late fee. Starting on the 5th day, an additional $5 late fee will be charged per day. The Bursar will notify the student by email, with a copy to the University Registrar, that they will be dropped from their classes if they have failed to pay by the 15th day. Unless evidence of legitimate mitigating circumstances can be verified by the Bursar, after the 15th day, students who are still behind in their payments will be dropped from their current classes.

International students dropped from their current classes must by law have their I-20 forms immediately terminated. This will also result in administrative dismissal from the University. Therefore, these students will need to consult immediately with their respective Designated School Official (DSO).

Tuition Policy for Monthly Installment Payment Plan
Students on a monthly installment payment plan are required to make their payments by the first day of each quarter, and subsequent installment payments on the 15th of the following month. Students who pay after the first day of the quarter (or after the 15th of the following months) will be subject to a 10% late fee. Starting on the 5th day, an additional $5 late fee will be charged per day. The Bursar will notify the student by email, with a copy to the University Registrar, that they will be dropped from their classes if they have failed to pay by the 15th day. Unless evidence of legitimate mitigating circumstances can be verified by the Bursar, after the 15th day, students who are still behind in their payments will be dropped from their current classes.

International students dropped from their current classes must by law have their I-20 forms immediately terminated. This will also result in administrative dismissal from the University. Therefore, these students will need to consult immediately with their respective Designated School Official (DSO).

Tuition Policy for Quarterly Payment Plan
Students on a quarterly payment plan are required to make their payment by the first day of regular classes in each academic term. Students who fail to submit timely payments will be automatically dropped from their current classes.

International students dropped from their current classes must by law have their I-20 forms immediately terminated. This will also result in administrative dismissal from the University. Therefore, these students will need to consult immediately with their respective Designated School Official (DSO).

At the student's option, SSU will accept payment in full for tuition and fees after the student has been accepted and enrolled and the date of the first class session is disclosed on the enrollment agreement.

Financial Obligations
All accounts 30 days past due may be sent to a collection agency, and students with accounts 30 or more days past due will be dismissed from the program unless evidence of legitimate mitigating circumstances can be verified by the Bursar. Readmission to the University will not be considered until these outstanding obligations are met.

Student Refund Policy / Student's Right to Cancel

The student has the right to cancel the Enrollment Agreement and obtain a refund of charges paid for attendance through the first class session or the seventh day after enrollment, whichever is later. To cancel enrollment and/or obtain a refund, the student must provide written notice to the Office of the Registrar.

If the student cancels the Agreement, the School will refund any money that s/he has paid, less any deduction for non-refundable fees, and for any equipment not returned in good condition, within thirty days after his/her Notice of Cancellation is received.

Withdrawal may be effectuated by the student's written notice or by the student's conduct, including, but not necessarily limited to, a student's lack of attendance. Students who withdraw before 60% of a quarter is completed are eligible to receive a partial refund of tuition and fees paid. Students have a right to cancel their enrollment agreement and obtain a refund by submitting a *Withdrawal Form* to the Registrar's Office prior to the withdrawal deadline. Only when the completed *Withdrawal Form* has been submitted to the Registrar's Office does the withdrawal become official. The effective date used to determine a refund of fees will be based and computed from the last possible date of class attendance (regardless of whether the student attended).

Refunds will be made within 30 days of official withdrawal, or within 30 days of the date of the last possible day of the student's attendance. The refund distribution will be handled as prescribed by federal and state law, as well as according to accrediting body regulations. The refund procedure is uniformly applied to all students, regardless of the form of their tuition payment. In case of conflicting laws and/or regulations, Federal and/or State regulations will take precedence in that order. A student may receive a refund check only when the refund amount exceeds the balance that he/she owes to the University. The basis for refunds is as follows:

Students who cancel their registration and withdraw from the University on or before the first day of a term are eligible for a full refund of all fees paid for that term (and any future terms that have been prepaid) less the nonrefundable fees. For an example please see below:

Refund Amount = All prepaid amounts – (non-refundable fees)

Students who withdraw from the University after the first day of the term, but prior to completion of greater than 60% of the quarter, are entitled to a refund on a prorated basis, less the non-refundable fees. Please see the example below:

Refund Amount = [(all prepaid tuition for the courses being withdrawn from) x (weeks left to be completed / total number of weeks in quarter)] - (non-refundable fees)

If the (weeks left to be completed / total number of weeks in quarter) is less than 40%, then no refund is due to the student.

If the University cancels or discontinues a course, students will receive a full refund of all tuition and applicable fees for that course, or a credit of the same amount to be applied to an equivalent SSU course. If the University cancels or discontinues a program, students will receive a full refund of all tuition and fees (refundable fees) already paid by them toward that program, or a credit of the same amount to be applied to a different SSU program. Refunds will be made within 30 days of the last official day of class or of the program.

Student Tuition Recovery Fund

The State of California created the Student Tuition Recovery Fund (STRF) to relieve or mitigate economic losses suffered by students who are California residents, or are enrolled in a residency program attending certain schools regulated by the Bureau for Private Postsecondary and Vocational Education. You may be eligible for STRF if you are a California resident or are enrolled in a residency program, prepaid tuition, paid the STRF assessment, and suffered an economic loss as a result of any of the following:

1. The school closed before the course of instruction was completed.
2. The school's failure to pay refunds or charges on behalf of a student to a third party for license fees or any other purpose, or to provide equipment or materials for which a charge was collected within 180 days before the closure of the school.
3. The school's failure to pay or reimburse loan proceeds under a federally guaranteed student loan program as required by law or to pay or reimburse proceeds received by the school prior to closure in excess of tuition and other costs.
4. There was a material failure to comply with the Act or this Division within 30 days before the school closed or, if the material failure began earlier than 30 days prior to closure, the period determined by the Bureau.
5. An inability after diligent efforts to prosecute, prove, and collect on a judgment against the institution for a violation of the Act.

However, no claim can be paid to any student without a social security number or a taxpayer identification number.

You must pay the state-imposed assessment for the Student Tuition Recovery Fund (STRF) if all of the following applies to you:
1. You are a student, who is a California resident, or are enrolled in a residency program, and prepay all or part of your tuition either by cash, guaranteed student loans, or personal loans, and
2. Your total charges are not paid by any third-party payer such as an employer, government program or other payer unless you have a separate agreement to repay the third party.
You are not eligible for protection from the STRF and you are not required to pay the STRF assessment, if either of the following applies:
1. You are not a California resident, or are not enrolled in a residency program, or
2. Your total charges are paid by a third party, such as an employer, government program or other payer, and you have no separate agreement to repay the third party."

Questions regarding the STRF may be directed to the Bureau for Private Postsecondary Education, P.O. Box 980818, West Sacramento, CA 95798-0818, www.bppe.ca.gov, 1-800-370-7589.

Federal and State Financial Aid Programs

Southern States University does not currently participate in any federal or state financial aid programs. Students are expected to make arrangements to pay for their own tuition and incidental fees.

Scholarships
Southern States University does not offer scholarships for any of its programs at this time.

INTERNATIONAL STUDENTS

For purposes of admission, an international student is defined as "a student who is, or will be, in the United States on a nonimmigrant student visa." This specifically refers to the Student (F) and Exchange Visitor (J) Visas. International student admission requirements apply to international students on F or J visas.

In addition to the general admission requirements listed in the ***Admissions Rules and Standards*** for the BBA and MBA programs, the following regulations apply to all international students:

1. Official transcripts of the student's academic records (mark sheets) from all universities previously attended, evaluated by an NACES approved organization: (http://www.naces.org/member.htm), must be submitted to SSU. Both a copy of the official foreign academic record and an official English translation must be included.

2. Students in the United States on F-1 visas do not typically have employment authorization. U.S. Government regulations require international students to certify that they have sufficient finances to pursue their studies *without the need for employment*. Thus, international students should not expect to support themselves through employment while attending the university.

3. International students in good academic standing have the option to apply for CPT after completing at least one continuous academic year. Through CPT, students can work part-time (20 hours or less per week) or full-time (20 hours or more per week) in a job integrally related to their curricular field of study. Full-time CPT will only be authorized when classes are not in session or if the student is on their normal approved academic break quarter. CPT work authorization is granted by the DSO.

4. International students who complete their degree program studies, can qualify to apply for Post-Completion OPT. If approved for work authorization through OPT, students are required to obtain employment directly related to their field of study within 90 days of receipt of their Employment Authorization Document (EAD) card and can work full-time for up to one year. Students need to contact their DSO prior to filing the OPT documentation with USCIS. For more information, check the instructions for Form I-765 on the USCIS website**.** International students can start working as soon as they receive the EAD card.

   Note: There are two different kinds of OPT: pre-completion OPT and post-completion OPT. In order to use OPT before completing their program, students should apply for pre-completion OPT. It is recommended to apply for pre-completion OPT only if students have exhausted their eligibility for CPT. Pre-completion OPT ends on the student's program end date. After this occurs, students can apply for post-completion OPT. However, any time spent using pre-completion OPT will be deducted from the student's post-completion OPT eligible period. Part-time OPT will be deducted at half the full-time rate. SSU's DSO is always available to assist students when they need advice concerning these options

5. Holders of F-1 student visas must maintain a full course of study and make normal academic progress, which is defined as follows:

    a. Undergraduate students: a minimum of three classes per academic term.
    b. Graduate students: a minimum of two classes per academic term.

English Documentation

All documents must be in English. For all non-English documents, a certified and signed English translation must be attached. For official bank statements **only**, an administrator on campus may be available to translate the document into English.

Visa Services

Southern States University does not offer visa services to students. Upon admission into the university, international students are provided with an Acceptance Letter and Form I-20 for their visa interview at a U.S. embassy or consulate. The university can provide a Verification of Enrollment letter upon request to confirm the student's enrollment at the university.

International Students Transferring from Other Schools to SSU Must Provide:

- Official transcripts from all other universities or institutions previously attended, evaluated by an NACES approved organization (http://www.naces.org/members.htm);
- Course descriptions and syllabi for all transfer credit courses;
- School transfer documentation;
- Copy of the student's most recent I-20 form

Form I-20: The Certificate of Eligibility for Nonimmigrant (M-1/F-1) Student Status

Form I-20 [Certificate of Eligibility for Nonimmigrant (M-1/F-1) Student Status] is issued by U.S. institutions to students holding an M-1 or F-1 visa for the purposes of study in the U.S. Students with this status must receive a Form I-20 before beginning their coursework at SSU. To receive a Form I-20, the student must first be granted admission to SSU. F-1 student visa holders are required to demonstrate sufficient funding to cover the cost of living and academic expenses while studying at the university.

Health Insurance

Health insurance is mandatory for students on F-1 visas enrolled in a MBA or BBA program. Such students must show proof of health insurance in order to be enrolled in classes.

Maintaining Legal Status

It is very important that M-1/F-1 students maintain legal status while studying at SSU. In order to maintain legal status, the student must:

- have a valid passport;
- be enrolled as a full-time student and in attendance at the school that issued the Form I-20;
- report address changes within 10 days;

- maintain a cumulative GPA sufficient to remain in good academic standing with the University;
  - ❖ Students who are not making Satisfactory Academic Progress (SAP) may be placed on academic probation, the terms of which include a designated time frame in which the student must return their GPA to SAP standards or be dismissed from the University.
  - ❖ If an international student is dismissed from the University, the DSO must report the termination to SEVIS.
- notify the Designated School Official (DSO) prior to traveling outside the USA;
- notify the DSO upon applying for change of nonimmigrant status;
- notify the DSO upon approval of an adjustment of status to an immigrant;
- consult with the DSO about possible program extension (if needed).

An international student attending on a student visa may be administratively dismissed from classes if that student fails to meet the terms and conditions of the visa. See page. 25 of this Catalog for the Administrative Dismissal policy.

SCHOLASTIC RULES, REGULATIONS, AND ACADEMIC POLICIES

Attendance

As regular attendance and academic achievement are closely linked, University policies concerning student attendance are necessary for ensuring students are meeting the terms of satisfactory academic progress.

It is the policy of the University that once a student is registered in a course, s/he is required to be regular and punctual in class attendance. Class absence DOES NOT excuse the student from learning course material, from submitting required assignments on time, and/or from fulfilling other course requirements. An excused absence is defined as an absence due to legitimate mitigating circumstances (e.g., death in the family, sickness of the student, etc.) that can be documented. When an excused absence is accepted, the student shall still be held to the same standard for making up missed class work, assignments and/or examinations.

Faculty maintain records of student attendance in SSU classes and supply these records to the University for the purposes of advising and/or monitoring the performance of students, especially those on academic probation. At SSU more than four absences (including excused absences) in a course is considered excessive. Students who have more than four absences in a class will receive a failing grade ("F"). Absences are counted from the first official meeting of the class regardless of the date of a student's enrollment. Consequently, a student who registers late must carefully monitor their regular attendance during the remainder of the term.

Regarding online courses, it is the policy of the University that students are required to participate every week in their online course(s) by accessing all the required reading material and assignments made available for a course through the school's online course management system and by submitting or completing the weekly assignments by their due dates. Students that do not submit or complete the required assignments (including online discussions) will be marked absent for the entire week in which those assignments were due. Students who have more than four absences in an online class will receive a failing grade ("F").

Credit/Hours

Southern States University uses a quarter credit system in which credit hour are awarded based on the assessment of the knowledge, skills, or competencies acquired. For traditionally delivered courses, each unit of credit is equivalent to, at a minimum, either one hour of classroom study and outside preparation, two hours of laboratory work, three hours of internship or practicum, or a combination of the three times the number of weeks in the term. For nontraditionally delivered courses, each unit of awarded credit is determined to ensure that at least an equivalent amount of work to that in a traditionally delivered course is required, so that the acquired levels of knowledge, skills, and/or competencies is at least equivalent to those acquired in a traditional format.

Undergraduate and Graduate Grading System

Grade	Definition	Grade Points
A		4.0
A-		3.7
B+		3.3
B		3.0
B-		2.7
C+		2.3
C		2.0
D		1.0
F		0.0
NP	Not Pass	N/A
P	Pass	N/A
I	Incomplete	N/A
W	Withdrawal	N/A
T	Transfer Credit	N/A
R	Repeated Course	N/A
AU	Audit	N/A

Grading Definition Explanations

- N/A – Indicates points will not be included in grade point average calculation.
- "P" - Pass. Indicates credit granted with no grade points being assigned.
- "NP" - Not Pass. Indicates no credit or grade points being granted.
- "I" - Incomplete. Given to a student who has not completed mandatory assignments, quizzes, or examinations, at the discretion of the instructor. An incomplete grade will only be given to students who have completed at least seventy percent of a course and cannot continue due to unforeseen circumstances. Final discretion is given to the instructor as to whether this grade is appropriate. Incomplete(s) must be removed no later than one quarter following the quarter in which the "I" is received. An "I" not removed within one quarter will become an "F". No grade points are assigned for an "I" grade. An "F" will be calculated into the grade point average.
- "W" - Withdrawal from the class. This occurs if a student chooses to withdraw from a class after the close of business following the seventh day of the quarter start date. Students can withdraw from a class until the end of the seventh week of the quarter (at the close of business). For specific withdrawal deadlines, students are encouraged to consult the Academic Calendar. Withdrawals remain on the transcript, and no grade points are assigned. "W" is a permanent grade.
- "T" - Transfer. This is for transferred credit; no grade is assigned for each transferred class, and the credit is not entered into grade point average.
- "R" - Repeat. Students may be required to, or may choose to repeat a class in order to improve academic performance. Undergraduate students may repeat up to four courses, Graduate students may repeat up to two courses, and Certificate students may repeat up to one course. Classes may only be

repeated one time. Students may not repeat courses in which a grade of "B" or better has been earned. The new grade will be included in the GPA computation and the first attempt will be removed. The first attempt will be notated with an "R" on official transcripts, but will not be included into GPA calculations. Students will be charged the full tuition rate when repeating a course.

- "AU" - Audit. Students can audit a class. This does not require students to actively participate in regularly graded activities. Audited classes are subject to a special tuition rate and have no effect on GPA calculations or Satisfactory Academic Progress (SAP).

Computing Cumulative Grade Point Averages (GPA)

A student's cumulative grade point average is calculated only from courses for which the student is assigned grade points, and then using the following process: a) Multiply the number of credits for each course by grade points associated with the grade earned; b) Total the grade points earned for all the courses attempted, c) Divide the total grade points earned by the total number of credits for those classes.

Grade Appeals Policy

The University recognizes Faculty's authority to determine student grades. Faculty are required to articulate and document their course requirements and standards of performance in their course syllabi. All grades submitted to the Registrar, reflecting these articulated course requirements and standards of performance, are assumed to be accurate and final. If a student has an issue about an assigned grade, the student should first consult with the Faculty. If, at the conclusion of any such consultation, the student does not believe the issue has been resolved and believes there are legitimate grounds for appealing the grade, the student may file a formal Grade Appeal.

A formal Grade Appeal can be filed when a student can document any of the following:

- An error in calculating the grade has occurred, including situations in which properly and timely submitted assignments have not been accounted for;
- There has been a failure of the Faculty to properly notify students of the course requirements and standards of performance;
- A student's grade is the result of any unlawful discrimination or sexual harassment as comports with the University's policies regarding discrimination.

To be considered, a student's Grade Appeal must be submitted within one academic quarter after the grade has been submitted, and must include any and all evidence and documentation that demonstrates the occurrence of one (or more) of the above-listed grounds for appeal.

A student may file a formal Grade Appeal by submitting a Grade Appeal Form to the Chief Academic Officer detailing the reason or reasons for the appeal of the grade (as articulated above) and including any supporting documentation. The burden is on the student to prove the existence or occurrence of one (or more) of the grounds for appeal.

Grade Appeals will be forwarded to Faculty for a response, and this response must be submitted to the Chief Academic Officer within 10 days of receipt. A final decision by the Chief Academic Officer will be rendered within 30 days of the receipt of the Faculty's response. The decision of the Chief Academic Officer is final and cannot be appealed.

ACADEMIC INTEGRITY

Academic misconduct: The University does not condone acts that transgress universally accepted standards of academic integrity, including instances of academic misconduct. Academic misconduct consists of acts of academic dishonesty and academic fraud as defined below. There is no reason or rationale for academic misconduct, nor will the University permit any student to benefit or gain any advantage from any such misconduct.

Examples of Academic misconduct include, but are not limited to:

- Plagiarism - representing another author's ideas, writings or works as one's own or using another's ideas, writings or works without acknowledgment e.g., "cutting and pasting";
- Work that is submitted for one class and is used for another;
- Data fabrication;
- Copying or allowing work to be copied from (this includes examinations, and all written work);
- Unauthorized access to examination questions;
- Modification of examination results;
- Using unauthorized notes or communication devices that provide examination information;
- Individual misrepresentation (i.e. allowing someone else to take one's exam, or taking someone else's exam);
- Collaborating with others in work, contrary to the stated rules of an examination or assignment;
- Assisting other students in any of these acts.

If a student (or all students within a group e.g., a team working on a group project), has been found to commit academic misconduct, s/he may be subject to one of the following consequences, at the discretion of the faculty member, and/or a lower score on the particular assignment or examination:

1) An oral or written reprimand (presented to the student);
2) An assignment to repeat the work, to be graded on its merits; or,
3) A filing of an **Academic Misconduct Warning** reporting the incident to the Chief Academic Officer;
    - A copy of the Academic Misconduct Warning will be placed in the student's academic file.
    - If another Academic Misconduct Warning is filed during the student's course of study, s/he will be dismissed from the program.

If a student disagrees that an act of Academic Misconduct has occurred they may appeal an Academic Misconduct Warning in accordance with the procedures below.

Academic Misconduct Appeals Policy

A student may appeal an Academic Misconduct Warning by requesting a *Determination of Academic Misconduct* from the Chief Academic Officer within 10 days of their written notification of such misconduct, which will be received via an Academic Misconduct Warning form. To request such a *Determination*, the student must send a letter to the Chief Academic Officer including an explanation of the conduct upon which the allegation is based, and why this conduct is *not* academic misconduct. An explanation of *why* the misconduct occurred does not constitute sufficient grounds for an appeal of an Academic Misconduct Warning.

A ruling on the appeal will be issued within 30 days following receipt of the written documentation provided by the student to support their request for a *Determination of Academic Misconduct*. The decision of the Chief Academic Officer is final and cannot be appealed.

In making a Determination of Academic Misconduct, the Chief Academic Officer may uphold the action of the Faculty, in which case the Academic Misconduct Warning will remain in the student's academic file, or may decide that the conduct was not Academic Misconduct. If there has been a determination that the conduct was not Academic Misconduct, the Chief Academic Officer shall direct that all written reports of the misconduct be expunged from the student's academic file. In conjunction with directing that the misconduct report be expunged, the Chief Academic Officer may recommend to the Faculty that they reconsider any actions (such as lowering a grade) that have been taken with respect to the misconduct. However, because of the limitations of academic freedom, the Chief Academic Officer is not empowered to change any grade and may only make a recommendation of a grade change. In an instance in which a course grade has been lowered and the Chief Academic Officer has exonerated the student and made a recommendation for a grade change but the Faculty chooses not to follow the Chief Academic Officer's recommendation, the Chief Academic Officer will prepare a written statement of the findings for inclusion in the student's academic file.

If this is a second incident of Academic Misconduct, the student will be notified of their dismissal. An appeal for a second incident of academic misconduct may also be filed in accordance with this Academic Misconduct Appeals Policy. If there is a determination that Academic Misconduct has not occurred then the dismissal will be rescinded and all other terms of the policy with respect to exoneration will apply.

ADMINISTRATIVE POLICIES AND PROCEDURES

Student Code of Conduct - Rights and Responsibilities

Students enrolled at Southern States University assume the obligation to conduct themselves in a manner compatible with the University's function as an educational institution, suitable to a member of an academic community. The University, therefore, expects its students to conduct themselves as responsible individuals, considerate and respectful of the rights and interest of others.

The University wants to provide the best possible learning opportunities for all students. Cooperation and respect among students, Faculty and administrative staff builds a positive learning environment. To encourage and maintain this environment, the University will take action against any disruptive behavior that occurs in class or anywhere on the school grounds.

"Disruptive behavior" means conduct which prevents other students from learning or from doing the required class work. Words or actions that prevent Faculty from meeting the needs and goals of the class are also disruptive. Any action or word intended to hurt Faculty, staff, another student, or school property is also disruptive behavior.

The following is a list of some behaviors that are disruptive and therefore *unacceptable*:

1. Showing disrespect or lack of courtesy towards Faculty, staff, or other students
2. Refusing to complete assignments
3. Refusing to cooperate with Faculty or other students in class work or outside assignments
4. Refusing to bring the required textbook and materials to class
5. Sleeping in class
6. Denying other students an equal opportunity to participate in class
7. Arriving late to class repeatedly. This includes returning to class late after a break
8. Arriving at school under the influence of alcohol, illegal drugs or narcotics
9. On campus sale or use of alcohol, or on campus sale, use or knowing possession of illegal drugs or narcotics
10. Repeatedly speaking one's native language during class.
11. Disruption of the educational or administrative process of the University, by acts or expression
12. Physical abuse or threat of abuse to students, University employees, or their families
13. Verbal abuse or intimidation of students or University employees including shouting, use of profanity, or other displays of hostility
14. Violent behavior - any kind of physical violence or harassment will result in immediate dismissal from the program
15. Forgery, altering University documents, or knowingly providing false information
16. Theft of University property or the property of a University employee, student, or visitor
17. Vandalism or unauthorized destruction of University property or the property of a University employee, student, or visitor
18. Possession, use, or threats of use of explosives or deadly weapons on University property
19. Sexually explicit, indecent, or obscene behavior on University property or by any means of communication, including the Internet
20. Sexual harassment
21. Sexual assault

22. Trespassing in an area of the University where the student is not authorized to be, or failure to leave immediately an area when directed by an employee of the University
23. Using University equipment or networks to violate copyrights
24. Violation of other lawful policy or directive of the University or its employees or any action that would grossly violate the purpose of the University or the rights of those who comprise the University

When a violation has occurred, an incident report, including the date, time and circumstances of the alleged act must be submitted to the Dean of Students or the Academic Advisor on campus. The report will include a description of the actions of all the parties involved, the names of witnesses available and documentary evidence that supports the charge. The students suspected of committing any violation of University policy are accorded procedures consistent with fair process before disciplinary action is imposed. The disciplinary action may include an administrative dismissal from the University in which case the student is afforded the opportunity to appeal a dismissal in accordance with the procedures below.

Administrative Dismissal

A student may be administratively dismissed from classes because of non-payment of tuition or fees. In this case a hold will be placed upon the student's enrollment, and the student will not be allowed to enroll in classes again until making the necessary payments. This may lead to SAP dismissal if the lack of enrollment causes the student to fail to make Satisfactory Academic Progress.

A student may be administratively dismissed from a program or a class because of disruptive or unacceptable behavior.

Students administratively dismissed from classes during a term for any reason are required to pay for the cost of the classes that have passed as if the dismissal were a withdrawal, but are not required to pay drop fees. If the administrative dismissal occurs after the Withdrawal Deadline for the quarter, the student is required to pay for the entire term.

A student may be dismissed from the university due to failure to maintain communication with the university for a period of one year.

Students have the right to appeal such actions taken by University administration. Regulations governing original hearings and appeal rights and procedures are designed to give maximum protection to both the individual and the University.

To appeal an Administrative Dismissal a student must submit a Request for Administrative Determination to the Chancellor within 15 days after they have been notified of their dismissal. This Request must be in writing and must include any and all evidence and documentation regarding the circumstances of the student's dismissal, any events or situations that had direct implications on this dismissal, and the grounds of appeal on the specific factor that may have received insufficient consideration. These grounds may include, for example:

1) legitimate mitigating circumstances (i.e., death in the family, sickness of the student, etc.)
2) an inconsistent or inappropriately harsh penalty
3) incorrect use of the disciplinary procedure.

A ruling on the appeal will be issued within 15 days following receipt of the written documentation. The decision of the Chancellor is final and cannot be appealed.

Leave of Absence

A student who needs to interrupt his/her program at Southern States University for a period of time may apply to the Office of the Registrar by completing a Request for Leave of Absence Form by the add/drop deadline.

International students attending school on an F-1 visa must as a rule complete at least one academic year of courses before taking a leave of absence. F-1 students seeking a leave of absence prior to completing an academic year should consult with the Designated School Official (DSO) to see if any exceptions apply.

Withdrawal from a Course

In order to withdraw from a course the students must obtain a Withdrawal Form and submit it to the Registrar's Office. Only when the completed Withdrawal Form has been submitted to the Registrar's Office does the withdrawal become official.

Withdrawal from the University

In order to withdraw from the BBA or MBA programs between academic quarters and submit it to the Registrar's Office. Only when the completed Withdrawal Form has been submitted to the Registrar's Office does the withdrawal become official.

If the student has the need to withdraw during the course of an academic quarter, the student must complete a Withdrawal Form as described in the preceding paragraph, and must indicate on the form that he/she is withdrawing from classes in progress and agrees to pay the fees associated therewith. See the Payments and Refunds section of this catalog to determine if a refund applies.

Transfer to another Institution

Transfer requests are formalized with a Withdrawal Form. This form should be completed before the first day of the academic quarter. If a student is not in good academic standing at the time of their request to transfer, their SEVIS record will be terminated and transferred out to the new institution.

International students must consult with a DSO prior to withdrawing from any courses. Without being admitted to a new institution an F-1 student cannot decide to stop attending classes at SSU. Such action would be a violation of the student's immigration status, and SSU would be required to terminate the student's SEVIS record. Once this occurs, the student would need to apply for re-instatement at the institution he/she wishes to transfer to.

Student Rights and Privacy

SSU students and former students may request access to, or release of, their education records as maintained by the University. Such requests, when made in person, must be made during regular business hours, and in writing on forms provided by the University. If requesting records by mail, the request

should be directed to the Registrar. Requests must be in writing, and must specify the purpose of the request, the records to which the student desires access, or to be released, and to whom they should be released. The University will reply to such requests within 10 business days from the date the request is received.

Education records are any records, with certain exceptions, maintained by University that directly relate to a student's education. This includes any and all information, maintained in any medium, that is directly related to students and from which students can be personally identified.

Each student may request changes to his or her records. Each student may request a determination regarding changes to his or her records. Such requests must be in writing, addressed to the University Registrar, and must include the reasons for requesting such a determination. Upon receipt of the request, the Registrar will initiate a review, consulting with any appropriate University official and/or forwarding the request to such official when necessary. A decision regarding the request will be rendered within 30 days except where a request may require additional pertinent information or verification from an outside agency or party, in which case the decision will be rendered within 30 days after receipt of such information. If a material error in the record is established, or an update is warranted, a change or correction will be made.

Access to student education records

Student files including admission documents and academic records are maintained at the San Diego location for a minimum of five years. Transcript records are maintained permanently.

In accordance with the Family Educational Rights and Privacy Act (FERPA), personally identifiable information in education records may not be released without prior written consent from the student. Some examples of information that MAY NOT BE RELEASED without prior written consent of the student are:

- birth date
- citizenship
- disciplinary status
- ethnicity
- gender
- grade point average (GPA)
- marital status
- SSN/student I.D.
- Grades/exam scores
- Test scores

The University will not release personally identifiable information from a student's education records without the student's prior written consent. Notwithstanding this policy, exceptions may be made for authorized officials of State or Federal agencies, if and when such access is necessary for audit or evaluation of educational programs supported by such agencies.

Directory Information

FERPA has specifically identified certain information called directory information that may be disclosed without student consent. Southern States University has designated the following information as "Directory Information" within the provisions of Public Law 93-380 and the applicable regulations. This student information may be issued to potential or actual employers, governmental agencies, or other educational institutions by the University at their written request, unless and until a written objection to the release of such information is received from the student.

- Name of student;
- Birthplace and birth date of student (for positive identification);
- Student's address and phone number;
- Currently enrolled (Y/N)
- Dates of student's attendance at Southern States University;
- Certificates, degrees or other awards received by the student;
- Expected date of graduation;
- Most recent previous educational agency/institution attended by student.

For Student Employees:

- Department where employed;
- Employee status (i.e. Administrative Assistant, Marketing Assistant)

Policy on Online Student Verification

According to the U.S. Higher Education Opportunity Act of 2008, Southern States University needs to verify that a student who registers in our online course management system, Moodle, will be the same student who completes all course assessments as given in a course. At Southern States University, students in online and onsite courses are required to use Moodle, a secured online portal requiring a unique username and password, using the assigned Moodle username as given at the time of admissions at the University. Consequently, individual instructors will be able to check the identity of a student by checking a student's activity record on Moodle which contains the IP address, login and access dates, and specific time spent on Moodle under different activities, such as online exams. There are no additional charges for this online verification process.

Identity Protection

Upon admission, students will be assigned a Moodle account. Students must provide the University with a full name and email address which will be used for the creation of a student's account on Moodle. A student's name will be made available to other students enrolled in a course on Moodle; however, email addresses will not. A student on Moodle will have the option of making his/her own email address available to the rest of the participants in a class by setting his/her own profile on Moodle. There are no additional charges for this online identity protection setting.

Student Responsibility

A student enrolled in an online or onsite course through Moodle is expected to follow the University's academic honesty policy. Cheating and plagiarism (using someone else's ideas, writings or materials as one's own without acknowledgement or permission) can result in any one of a variety of sanctions. Such penalties may range from an adjusted grade on the particular exam, paper, project, or assignment to a failing grade in the course. The instructor may also summarily suspend the student from the class when the infraction occurs. For further clarification and information on these issues, please consult with your instructor and the Student Handbook.

Drug, Alcohol and Tobacco Policies

Southern States University policies concerning the manufacture, distribution, possession or use of controlled substances and the possession and consumption of alcoholic beverages is in compliance with Federal, State and Municipal laws. It is the policy of Southern States University that no person shall manufacture, distribute, possess or use illegal drugs on its premises, or as a part of any of its activities. Members of the University community should understand that this standard of conduct is obligatory and binding in all cases.

Consistent with Federal, State and Municipal law, the University will impose sanctions for violations of this standard of conduct. At the discretion of the Chief Academic Officer and the Chancellor, these sanctions will include one or more of the following:

- A warning to the student, staff person, or member of the faculty;
- Administrative suspension of the student; or suspension of employment of the staff or faculty member;
- Mandatory completion of an appropriate rehabilitation program by the student, staff or faculty member, to occur prior to re-instatement of academic status or employment;
- Administrative dismissal of the student; or termination of employment of the staff or faculty member;
- Referral of violations to appropriate Federal, State and/or Municipal authorities.

Should any member of the SSU community be convicted of a drug statute violation occurring in the work place, s/he is required to notify SSU within five days of conviction.

It is University policy that smoking is prohibited in the classrooms as well as in all other areas within the facilities. Faculty, staff or students who smoke may do so outside of the building in designated smoking areas.

Sexual Assault or Harassment

Sexual harassment is defined as *any attempt to coerce an unwilling person into a sexual relationship, or to subject a person to unwanted sexual attention, or to punish a refusal to comply*.

SSU is committed to creating and maintaining an academic environment dedicated to learning and research, in which individuals are free of sexual assault or harassment from colleagues, faculty, staff, or students.

Anyone who believes that s/he has been subjected to sexual assault or harassment is encouraged to immediately contact the Dean of Students (or the Academic Advisor on campus) or the Chancellor with a written account and details of the incident(s), so that an appropriate investigation can be made. All communications will be held in the strictest of confidence, and the constitutional rights of the individuals involved will be protected.

Policy of Non-Discrimination

Southern States University does not unlawfully discriminate on the basis of race, color, national or ethnic origin, religion, age, sex, sexual orientation, handicap, or prior military service in the administration of its educational policies and procedures. Specifically, the University does not discriminate in admission, financial aid, employment, or entry or exit from educational courses and programs.

Student Grievance Policies and Procedures

The University continually strives to provide a fair and reasonable University governing system and is committed to ensuring that all University parties have access to the information they need regarding the University's policies and procedures. Note that grades are not grievable under this policy (see Grade Appeals in this Catalog).

For students, the University adheres to the following Student Grievance Procedure:

1. If a student has a grievance regarding services or academic procedures, the student must first take responsibility for resolving the grievance by talking with the party with whom they have a grievance. If the matter is resolved at this level (level one), it is considered an informal grievance and the University does not keep a record of the matter.

2. If the matter is not resolved at level one, the student may bring the matter to the attention of SSU administration. An administrator employing a fact gathering procedure in which both parties, and any third parties involved, are asked to review the facts of the matter investigates a grievance at this level. If it is an academic matter, the Vice Chancellor, Academic Affairs will act as mediator (or the Chancellor if the Vice Chancellor, Academic Affairs is an involved party). If it is an administrative matter, the Dean of Students or the Academic Advisor on campus will act as a mediator (or the Vice Chancellor, Academic Affairs if the Dean of Students or the Academic Advisor on campus is an involved party). If the matter is resolved at this level (level two), the University may provide the student with a written response and keep a record of the resolution, but it is still considered an informal grievance.

3. If the matter is not resolved at level two, the student may file a Formal Complaint. To do this the student obtains (from the University Registrar) a Student Complaint Form, completes it, and takes it to the Dean of Students or the Academic Advisor on campus to discuss his/her concerns. In this discussion the student should provide all of the facts and names of those who may be aware of the problem. The institution shall, within 15 days of receiving the complaint, act on the matter. A suggested resolution may be made and presented to both parties independently. If it is an academic matter, the Vice Chancellor, Academic Affairs may suggest the resolution (or the Chancellor if the Vice Chancellor, Academic Affairs is an involved party). If it is an administrative matter, the Dean of Students or the Academic Advisor on campus may suggest the resolution (or the Vice Chancellor, Academic Affairs if the Dean of Students or the Academic

Advisor on campus is an involved party). If this action resolves the complaint, then the resolution and the original complaint are filed and the matter is closed. If however the complaint remains unresolved, the matter proceeds to level four. The University also reserves the right to reject a complaint if it is determined to be unfounded. If the complaint is unfounded, the complainant shall be informed in a timely manner.

4. At level four, a conference is set up with both parties, plus the Dean of Students or the Academic Advisor on campus and/or the Vice Chancellor, Academic Affairs. The first attempt in this conference is to review the facts, review the previous attempts at resolution, and attempt a new and successful resolution to which all parties can agree. If there is no agreement at this time, the Dean of Students or the Academic Advisor on campus and/or the Vice Chancellor, Academic Affairs will make a decision on behalf of the University, and will inform the parties in writing of the final resolution of the complaint. The Vice Chancellor, Academic Affairs has overall responsibility to ensure that student complaints are resolved in a timely manner, and s/he is always available by appointment.

The University will maintain a summary of each formal complaint and its disposition, including reasons for the disposition and any related documents, in the student's file. If the student is dissatisfied with the final resolution as determined by the Vice Chancellor, Academic Affairs (or Dean of Students or Academic Advisor on campus), s/he has the right to file a complaint with the California Bureau for Private Postsecondary Education and/or ACICS, at the addresses below.

THE CALIFORNIA BUREAU FOR PRIVATE POSTSECONDARY EDUCATION

Mailing Address:	*P.O. Box 980818* *West Sacramento, CA 95798-0818*
Phone:	*(916) 431-6959*
Toll Free:	*(800) 1-888-370-7589*
Fax:	*(916) 263-1897*
Website:	*www.bppe.ca.gov*

Students may also file a formal complaint with the Accrediting Council for Independent Colleges and Schools (ACICS):

ACCREDITING COUNCIL FOR INDEPENDENT COLLEGES AND SCHOOLS

Address:	*750 First Street, NE* *Suite 980* *Washington, DC 20002-4241*
Website:	*www.acics.org*

STUDENT SERVICES

University Housing

Southern States University is a commuter institution; students are expected to make their own living arrangements. The institution does not have dormitory or housing facilities and has no responsibility to find or assist students in finding housing. However, the University administration is available to provide assistance to students wishing to secure housing, including home-stay, nearby student apartments and other local housing options. Here are websites with information on housing in the San Diego and Newport Beach areas:

San Diego: http://www.apartmentguide.com/zip/92108-Apartments-For-Rent/?WT.mc_id=9027&WT.srch=1&ef_id=UU41lgAAAVshdp@z:20130613211515:

Newport Beach: http://www.apartmentguide.com/zip/92660-Apartments-For-Rent

Social Media

Today the social media is crucial to all kinds of businesses, but this is especially true in the education field. Social media allows SSU to be connected with prospective students, current students and alumni all around the world. Thus, various social media sites are used to facilitate the University's students' lives. The University posts events, job opportunities and promotes relations between students on social media sites such as on Facebook https://www.facebook.com/SSUfashionvalley?ref=hl and https://www.facebook.com/pages/Southern-States-University-Newport-Beach-Campus/135528006501702?ref=hl. On SSU's Facebook page students can exchange books, peruse job opportunities (including instructions for applying for these jobs) and/or socialize with other students. The University recommends its new students join this page to be apprised of all upcoming events at Southern States University.

Academic Advising

Mission and Purpose

The Academic Advising Office works with students to help match the university's resources to the needs and goals of students so that they get the maximum benefit from their university experience. Our office encourages and promotes student learning in a welcoming and supportive environment. We clarify university policies, procedures, and requirements to ensure student retention and timely graduation.

Academic advisors facilitate academic responsibility and competence by educating students to use resources effectively, seek and receive guidance on academic program planning, encouraging students to think critically and develop and complete action steps.

Why Academic Advising is Important

Advising is a process of helping students diminish the confusion that comes with a new environment to clarify their goals and get the most out of their educational experience. Academic Advising is a planning process that helps students to approach their education in an organized and meaningful way. It is a student-centered process that should result in the student gaining a clearer understanding of his/her goals

and the experience of higher education. It is an information exchange that empowers students to realize their maximum educational potential.

Advising is available to help students

- Diminish confusion: prospective, new, continuing and transfer students
- Understand graduation requirements
- Develop an academic plan
- Discuss transfer credit
- Understand course prerequisites
- Inform academic probation status to avoid SAP dismissal
- Discuss leave of absence
- File grievances and complaints
- Process evaluation of prerequisite and prerequisite exceptions
- Plan your next quarter's schedule

What Are the Students' Responsibilities Regarding Advising?

General Catalog. Know your catalog year and be sure you know where the University catalog can be found (http://www.ssu.edu/academic/general-catalogs/). The General catalog establishes the requirements you must complete for graduation, as well as lists all university academic and administrative policies and procedures.

See your adviser regularly. Don't wait until you encounter a problem before seeing an adviser. Check your degree/academic progress regularly.

Keep an advising file. Keep a personal copy of your academic records transcripts (official or unofficial) from each college or university you have attended.

Plan your advising sessions during non-peak times. Avoid the busy advising times during the registration period and at the first week of classes for continuing students

Petition to Graduate. Graduation is not automatic; you must petition to graduate. Ask your adviser to check on whether you are meeting your graduation requirements and when applicable file your Petition to Graduate

Where to Go For Academic Advising

San Diego Campus (Fashion Valley)
Academic Adviser
William Amoke
123 Camino De La Reina Suite 100 E
San Diego, CA 92108
(619) 298-1829

Newport Beach Campus
Academic Adviser
Ida Chithavong
1601 Dove Street Suite 105
Newport Beach, CA 92660
(949) 833-8868

Career Services

The mission of the Career Services Department is to provide efficient, effective, and personalized services to SSU students, alumni, and employers. Career Services interfaces between the campus and the employment community to facilitate career development through career coaching, student internships, workshops, seminars, and career employment.

Services provided include, but are not limited to:

- Resumes and cover letter workshops
- Interview preparation
- Career assessment and research
- Job placement – including career fairs, on/off campus employment, and job boards.

SSU also holds regular workshops to provide further information for career exploration and development. The University does not guarantee employment or income expectations for current students or alumni.

Alumni Relations

An important goal for SSU is to promote the success of University graduates. The University provides students with opportunities to develop both professionally and personally including:

- E-mails and web postings detailing job opportunities
- Surveys to monitor our alumni placement and employer satisfaction
- Library services
- Computer lounge
- Up-to-date information in events such workshops and networking events

Libraries and Resource Material Center

The SSU library is an academic division within the SSU University that serves the information and research needs of its students, faculty, and administration. The University maintains libraries for the degree programs at both its San Diego and Newport Beach campuses.

In addition to the hard and soft cover books and periodicals, and the audio and video materials in the two physical library facilities, the University provides 24/7 access to pre-paid subscriptions of several respected online libraries (electronic databases), including the Library Information Resources Network consortium (LIRN: ProQuest, Gale - Infotrac, and eLibrary). Additionally, the library maintains a list of relevant and reliable open online resources in each discipline of study, and can recommend public library facilities/local university libraries that can be accessed to obtain research materials.

Students doing research on-campus and off-campus can access SSU online library catalog, subscription databases, and research guides from any Internet connected computer via the online learning portal Moodle or via the SSU Website, Library page (password protected access). Database training sessions are offered each quarter for students and Faculty members on two university campuses: Fashion Valley and Newport Beach. Librarians are available for face-to-face, phone, or email research consultations on Mondays–Thursdays, and on Saturdays, when classes are in session. Information about SSU library service hours is posted on the SSU Website/Library page. After hour consultations are available per student or faculty request.

The library's circulating items include books, periodicals, audio, and video materials. Non-circulating items include Course Reserves and Reference Materials for use in the library. SSU Library Circulation Policy is posted on Moodle and on the Website. Library privileges start with the first day of the first enrollment quarter for students, and with the first day of employment for faculty and staff. Each borrower that uses his/her circulation privileges assumes full responsibility for all materials charged to his or her account and for knowledge and acceptance of library policies regarding borrowing materials from the library, including loan periods, renewals, returns, and fine rates.

UNDERGRADUATE PROGRAM

Bachelor of Business Administration (BBA) Program

Southern States University's Bachelor of Business Administration is a four-year degree program structured to provide students with an academic foundation solidly built upon general education and specialized business courses. This approach recognizes that, in today's challenging business environment, success requires a combination of critical thinking and practical business skills. The lower division introductory general education courses are designed to promote critical thinking skills by providing students with a basic knowledge and understanding of the humanities, arts, and sciences, while the lower division introductory business courses are designed to provide students with a basic knowledge and understanding of business fundamentals and practices. The program is structured so that success in the lower division courses will improve the student's confidence and ability to succeed in the more challenging and focused upper division courses. The upper division courses in the BBA program build upon the fundamentals covered in both the general education and business introductory courses, providing a consistent, cohesive undergraduate general education that is also commensurate with the business needs of today and tomorrow. The in-depth general education and business principles and practices that students learn throughout SSU's Bachelor of Business Administration program provide them with the skill set required to succeed in today's competitive business environment. Successful completion of the program requires 180 Quarter Credits.

BBA Core Objectives:

Upon completion of the program, BBA graduates will be able to:

- Apply critical thinking skills in evaluating information so as to make informed, ethical business decisions;
- Identify the various stakeholders, components and issues involved in ethical business practices;
- Understand how business practices shape and influence various stakeholder interests and relationships;
- Understand the practices in and resources available to management, marketing, finance, and accounting functions, and the role each function plays in a business enterprise so as to promote an understanding of the practical interactions among them in determining an enterprise's economic viability;
- Analyze various internal and external business components and relationships so as to ascertain a company's overall strengths and weaknesses and determine how business practices might be improved;
- Have the skills necessary to obtain at least an entry level job in business within one year of graduation from the program.

Admission Rules and Standards

English Language Proficiency Policy for all Degree-Seeking Students

Regardless of country of birth or citizenship, immigrant or nonimmigrant status, all applicants to Southern States University degree programs must demonstrate English language proficiency. Demonstration of English language proficiency can be satisfied if the applicant submits a diploma or transcript showing that the applicant has graduated from a government-recognized secondary school (or above) in a system in which English is the official language of instruction. Otherwise, the applicant will need to meet the minimum English Language Proficiency standard though one of the following:

- TOEFL (Test of English as a Foreign Language) result of 61 or above on the IBT (Internet Based Test), 500 or above on the PBT (Paper Based Test),
- IELTS (International English Language Testing System) result of 5.0 or above. Test scores more than two years old will not be accepted.
- (For applicants inside the U.S.) Achieve a score of at least 80% on SSU's English Placement Test (EPT). This test consists of listening, speaking, reading, and writing sections.
- Have previously studied in an English-medium, USDE-recognized accredited university level program and maintained a minimum 2.0 GPA for BBA program applicants, or 3.0 GPA for MBA program applicants, for at least one academic term.

Test scores more than two years old will not be accepted.

Students applying for admission to the undergraduate BBA program are required to satisfy the following admission requirements:

- Complete and submit an Application for Admission
- Submit the non-refundable application fee of $100
- Provide verification of completion of a high school diploma (from a state-recognized school), High School Equivalency, or Certificate of Equivalency/Proficiency; diplomas from outside the U.S. must be evaluated by an NACES approved organization (http://www.naces.org/members.htm);
- Submit official transcripts from all other universities or colleges previously attended; if a degree is awarded, transcripts from outside the U.S. must be evaluated by an NACES approved organization (http://www.naces.org/members.htm);
- Submit a written, single-spaced essay of at least 500 words detailing educational and work history, goals as they relate to education and work history, and the relationship between these goals and future career aspirations

International BBA Students

In addition to the above items, international students applying for undergraduate programs at SSU must submit the following:

- Financial documentation confirming that the student has adequate resources to ensure that s/he can meet all obligations throughout the period of study. An official bank statement not more than three months old reflecting a minimum positive balance must be submitted either in the student's personal name or the student's financial sponsor's name (in which case an Affidavit of Financial

Support is also required). The minimum balance required is determined by program choice, selection of payment option, and number of dependents;
- Copy of passport, including information page, Visa, and I-94 validity page;
- International students must show proof of medical insurance prior to the student's first day of their program. Failure to produce valid proof of insurance may result in an inability to enroll in classes and maintain status.

Readmission to the BBA Program After Withdrawal or Dismissal

Students who have withdrawn or been dismissed from the SSU BBA program may apply for readmission to their respective programs after the conclusion of at least one academic term without classes, provided they have paid off all tuition and fees from their previous enrollment. Readmitted students reenter the program subject to the Catalog requirements in effect at the time of readmission. Students seeking readmission must satisfy the following admission requirements:

- Complete and submit a new Application for Admission
- Submit the non-refundable application fee of $100
- Submit an updated resume
- Submit proof of health insurance
- Any other documents required for regular admission, unless SSU already has those documents on file
- Students who have been dismissed must submit a written, single-spaced essay of at least 1000 words addressing the details of the dismissal and explaining why and how the student believes readmission to the program will result in a successful outcome.

In addition to the above items, international students applying for readmission must submit the following:

- Financial documentation confirming that the student has adequate resources to ensure that s/he can meet all obligations throughout the period of study. An official bank statement not more than three months old reflecting a minimum positive balance must be submitted either in the student's personal name or the student's financial sponsor's name (in which case an Affidavit of Financial Support is also required). The minimum balance required is determined by program choice, selection of payment option, and number of dependents;
- Copy of passport, including information page, Visa, and I-94 validity page;

Students who return to the Bachelor of Business Administration program after voluntarily withdrawing or being dismissed will have all of their existing grades and GPA carry forward subject to all Catalog policies regarding Repeats. Therefore, students who have used all their potential Repeats and are not maintaining a 2.0 GPA will not be readmitted into the program.

If a student dismissed due to their failure to meet Satisfactory Academic Progress standards or Academic Misconduct is readmitted and then dismissed again for academic reasons, that student is no longer eligible for readmission.

Bachelor of Business Administration (BBA) Program Courses

Lower Division General Education Requirements		**40.5 Quarter Credits**
ENG 111	Composition and Rhetoric	4.5 Quarter Credits
HIST 101	US History 1	4.5 Quarter Credits
HIST 102	US History 2	4.5 Quarter Credits
HUM 110	Principles of Humanities	4.5 Quarter Credits
MTH 125	College Algebra	4.5 Quarter Credits
PHIL 111	Introduction to Ethics	4.5 Quarter Credits
POLS 155	Introduction to Political Science	4.5 Quarter Credits
SCI 110	Introduction to Physical Science	4.5 Quarter Credits
SPCH111	Public Speaking	4.5 Quarter Credits

Lower Division Core Requirements		**49.5 Quarter Credits**
ACC 201	Accounting I	4.5 Quarter Credits
ACC 202	Accounting II	4.5 Quarter Credits
BUS 101	Business Foundations and Analysis	4.5 Quarter Credits
BUS 210	Business Law	4.5 Quarter Credits
BUS 220	Business Communications	4.5 Quarter Credits
CIS 111	Introduction to Business Information Systems	4.5 Quarter Credits
ECON 100	Macroeconomics	4.5 Quarter Credits
ECON 101	Microeconomics	4.5 Quarter Credits
MKT 110	Principles of Marketing	4.5 Quarter Credits
MTH 130	Business Statistics	4.5 Quarter Credits
MTH 135	Business Calculus	4.5 Quarter Credits

Upper Division General Education Requirements		**31.5 Quarter Credits**
ENG 305	Technical Writing	4.5 Quarter Credits
HIST 410	World History	4.5 Quarter Credits
HUM 305	Impact of Science Fiction on Historical and Modern Literature	4.5 Quarter Credits
HUM 405	European Humanities	4.5 Quarter Credits
MTH 305	Statistics	4.5 Quarter Credits
MTH 310	Finite Math with Applications	4.5 Quarter Credits
MUS 305	The History of American Music	4.5 Quarter Credits

Upper Division Core Courses		**27 Quarter Credits**
BUS 480	Capstone	4.5 Quarter Credits
FIN 305	Business Finance	4.5 Quarter Credits
MGT 305	Operations Management	4.5 Quarter Credits
MGT 310	Principles of Management and Organization	4.5 Quarter Credits
MKT 305	Marketing Fundamentals	4.5 Quarter Credits

PHIL 305	Business Ethics	4.5 Quarter Credits

The BBA program includes a Marketing Specialization:

Upper Division Marketing Specialization Courses		**31.5 Quarter Credits**
MKT 310	Consumer Behavior	4.5 Quarter Credits
MKT 315	Global Marketing	4.5 Quarter Credits
MKT 320	Sales Strategies	4.5 Quarter Credits
MKT 405	Introduction to Marketing Research	4.5 Quarter Credits
MKT 411	Introduction to Advertising	4.5 Quarter Credits
MKT 415	Services Marketing	4.5 Quarter Credits
MKT 420	E-Marketing	4.5 Quarter Credits

Electives

BUS 497	Academic Internship	Variable Credit

BBA Program Requirements

Lower Division	**Classes**	**Credits**
Lower Division Core Classes	11	49.5
Lower Division General Education Classes	9	40.5
Total Lower Division Requirements	20	90
Upper Division		
Upper Division Core Classes	6	27
Upper Division Specialization Classes	7	31.5
Upper Division General Education Classes	7	31.5
Total Upper Division Requirements	20	90
BBA Total Graduation Requirements	40	180

Course Numbering

Southern States University's course numbering system differentiates courses that are appropriate for particular populations of students and helps advisers and students find appropriate courses by providing an indication of the expectations for the level at which the course is taught.

UNDERGRADUATE COURSES (100 to 499)

Courses within this range designate courses primarily for undergraduate students.

Lower-division Courses

Courses numbered at the 100 and 200 levels are lower-division courses designed for first- and second-year students. Courses numbered at the 100 level are generally designed for first-year students and normally do not have prerequisites. Courses numbered at the 200 level are generally designed for second-year students. Courses at the 200 level may be taken by any student; however, where course prerequisites are indicated students are required to fulfill the necessary requirements before being permitted to enroll in that course.

Upper-division Courses

Courses numbered at the 300 and 400 levels are upper-division courses designed for third- and fourth-year students. Even though prerequisites may not be stated, such courses may expect special proficiency or maturity in the discipline and therefore, there is the expectation of previous experience in the discipline and third- or fourth-year class standing. Where course prerequisites are indicated students are required to fulfill the necessary requirements before being permitted to enroll in that course.

GRADUATE COURSES (500 to 599)

Courses within this range designate courses primarily for graduate students.

Courses numbered at the 500 level are for graduate students. Within this level, even though prerequisites may not be stated, such courses may expect special proficiency or maturity in the discipline. Therefore, there is the expectation that students will complete courses numbered 500 through 519 before courses numbered 520 through 529; courses numbered 530 through 539 are generally designed for students who have completed courses numbered 500 through 529. Where prerequisites are indicated students are required to fulfill the necessary requirements before being permitted to enroll in that course.

Prerequisites

The prerequisite system is designed to ensure that students have sufficient knowledge and ability to succeed in progressively more challenging courses. A student may petition for an exception to a prerequisite if the student can demonstrate sufficient knowledge or ability through another means (e.g., relevant prior course work, assessment levels, certification, license or work experience). A petition form may be obtained from the University Registrar.

Undergraduate Program Courses

Course Number	Course Title	Credits
ACC 201	Accounting I	4.5

This course analyzes and records business transactions manually. Emphasis is placed on understanding the accounting cycle, preparing financial statements, bank reconciliations, and payroll. Prerequisite: None

ACC 202	Accounting II	4.5

This is the second of two in-depth accounting courses. In this course, students focus on using accounting data to formulate business decisions. Topics include the value chain, job costing, manufacturing overhead allocation, activity based costing, cost behavior, cost-volume-profit analysis, pricing decisions, and the budgeting process. Prerequisite: ACC 201 or equivalent with a grade of "C" or better

BUS 101	Business Foundations and Analysis	4.5

This course provides a comprehensive view of today's dynamic American businesses and the global economy. Specific topics include starting a small business, satisfying customers, managing operations, motivating employees, building teams, managing information, managing financial resources, and exploring the ethical and social responsibilities of American businesses. Prerequisite: None

BUS 210	Business Law	4.5

This course surveys the legal environment of business organizations. It explores the sources of law and the constitutional basis of regulation, social and ethical influences, corporate responsibility, judicial and administrative systems, contracts, torts, agency, bankruptcy and consumer protection. Prerequisite: None

BUS 220	Business Communications	4.5

This course will help students to develop the ability to compose various types of business communications, with an emphasis on well-organized, clear, concise and persuasive letters, memos, and reports. Students will learn to analyze and to present both written and oral business communications, including those involved with seeking employment. Prerequisite: ENG 111 or equivalent with a grade of "C" or better.

BUS 480	Capstone	4.5

The capstone course will enable students to apply knowledge and skills gained from their core coursework. Students will use critical analysis towards case studies and situations that are likely to be seen in relevant and realistic business endeavors. Prerequisite: Completion of lower and upper division core courses.

BUS 497 Academic Internship Variable

A Faculty-supervised internship and applied learning experience related to a student's academic field of study, in a work environment. The course of study for an internship is designed to explore the application and practice of core theories learned in the BBA program in a business environment. Students are required to obtain an internship before being permitted to enroll in BU 497 and must consult with their Academic Advisor in order to be assigned a Faculty supervisor. Credits awarded for the internship are not based solely upon the hours "on the job" but include the amount and type of academic work the student is required to complete during the internship. Credits awarded are elective credits for which a student will receive a "P" or "NP" grade. Prerequisites: At least one academic year of undergraduate enrollment and good academic standing (at least a cumulative 2.0 GPA).

CIS 111 Introduction to Business Information Systems 4.5

This course will provide an introduction to software-based business applications. Components of the course will include data processing, spreadsheets, decision support systems, and databases. Students will acquire knowledge for the purpose of analyzing situations, and determining and applying the appropriate business information systems to address the issue(s) at hand. Prerequisite: None

ECON 100 Macroeconomics 4.5

This course introduces the principles and policies of macroeconomics, including the practical aspects of economic analysis as applied to supply and demand, national production, consumption, saving, taxation, inflation, employment and growth. Students will be exposed to graphical analysis and basic algebraic functions. Prerequisite: None

ECON 101 Microeconomics 4.5

This course introduces the principles of microeconomics as applied to supply and demand, price and output determination, market structures, government regulation, labor/management relations, distribution of income, and international trade. Students will also be exposed to graphical analysis and basic algebraic functions. Prerequisite: None

ENG 111 Composition and Rhetoric 4.5

This course emphasizes expository writing for academic and business purposes. It guides students in developing ideas and their expression, specific writing skills, correct sentence structure, and critical thinking. Students will learn several organizational or rhetorical forms, such as cause and effect, argumentation, comparison and contrast, and persuasion. They will read and analyze samples of various discourse styles or texts. They will also collaborate in pairs or groups to refine their skills in writing and editing. Prerequisite: None

ENG 305 Technical Writing 4.5

Technical Writing will assist students with various correspondence modes, for example: reports, proposals, and other communications that require particular formats. Students will learn communication processes across technological fields along with correct form and tonality. They will also learn how to conduct a job search by means of written and oral communications. They will review and practice technical writing skills, including logical sentence progression, and sentence structure for clarity and appropriateness. Prerequisite: ENG 111 or equivalent with a grade of "C" or better

FIN 305 Business Finance 4.5

Business Finance teaches students how to evaluate and process firm-related financial decisions. Topics that will be discussed include diversification, determination of risk and return and relational analysis with the financial markets. Students will also learn how to properly leverage a firm with debt and equity, and the time value of money. Prerequisite: ACC 201 and ACC 202 or equivalent with a grade of "C" or better.

HIST 101 U.S. History I 4.5

This course is a historical survey of the cultural, political, economic, and institutional forces and events that shaped the United States from its beginning through the period of the Reconstruction. Prerequisite: None

HIST 102 U.S. History II 4.5

U.S. History II is a survey of the cultural, political, economic, and institutional forces that have shaped the United States since 1877. The class focuses on the major historical events and figures up from that year to the present time. Prerequisite: None

HIST 410 World History 4.5

This course traces the evolution of the world from antiquity (5000 B.C.E.) to present day with a cultured-centered view of both humanity and the environment and how the two have interacted throughout history. The emphasis in the course will be on how human cultures have searched throughout their history to strike a balance between constructive and destructive exploitation of their environments. Prerequisite: POLS 155, HIST 101, and HIST 102 or equivalent with a grade of "C" or better.

HUM 110 Principles of Humanities 4.5

This course will underscore the learning process within the field of humanities. Students will use critical analysis to discuss literature, drama, music, architecture, painting, and sculpture, and how they pertain to various inter- and cross-cultural contexts. Prerequisites: None

HUM 305 Impact of Science Fiction on Historical and Modern Literature 4.5

This course will create a benchmark with science fiction against various forms of historical and modern literature. Students will be able to conduct a comparison between literature and science fiction using critical analysis and in-depth reading, writing, and exploratory activities. Prerequisite: ENG 111 or equivalent with a grade of "C" or better.

HUM 405 European Humanities 4.5

European Humanities will explore the historical influences that shaped literature, drama, music, architecture, painting, and sculpture from Prehistory to the Renaissance period. Prerequisite: PHIL 111 and HUM 110 or equivalent with a grade of "C" or better.

MGT 305 Operations Management 4.5

Operations Management will examine various organizational components that are essential within manufacturing and service environments. The course will examine several topics, including project management, layout management, forecasting techniques, total quality management, queue modeling and control, and enterprise and resource material planning. Prerequisite: None

MGT 310 Principles of Management and Organization 4.5

Principles of Management and Organization will expose students to managerial principles and functions, including planning, organizing, leading, staffing, and controlling. Students will also explore organizational functions that contribute to managerial comprehension and effectiveness. Prerequisite: None

MKT 110 Principles of Marketing 4.5

Principles of Marketing will expose students to new concepts and practices that constitute the field of marketing. This course will examine marketing from the perspective of the consumer, the organization, and society, using the underlying components that are inherent within this field. Prerequisite: None

MKT 305 Marketing Fundamentals 4.5

The purpose of this course is to identify and explore the basic concepts and decision-making areas that are central to the general functioning of marketing management. Students will be introduced to conceptual analyses that will entail consumer and business-to-business marketing by focusing on the four functions of marketing: price, product, promotion, and distribution. Prerequisite: None

MKT 310 Consumer Behavior 4.5

This course will examine and apply the principles of consumer behavior to the development and implementation of marketing strategies. The course focuses on the impact of the new media on consumer information seeking, purchasing options, and decision making, while recognizing that consumers now have fast and convenient access to information about virtually any product or service they may wish to

purchase. This course also investigates marketing ethics and social responsibilities. Prerequisite: MKT 305 or equivalent with a grade of "C" or better

MKT 315 Global Marketing 4.5

This course explores various functions in the field of global marketing. Students will learn the political, legal and cultural environments that affect firms attempting to enter foreign markets. They will also analyze the proper leadership and organizational structure, promotional strategies, and marketing mix conducive to international success. Prerequisite: MKT 305 or equivalent with a grade of "C" or better

MKT 320 Sales Strategies 4.5

This course will encompass the various methods and concepts that are used in successful sales strategies. Students will learn the various steps involved in the sales process, including client prospecting, successfully building relationships with customers, presentation skills, and communications following the close of a sale. Prerequisite: MKT 305 or equivalent with a grade of "C" or better

MKT 405 Introduction to Marketing Research 4.5

Introduction to Marketing Research will help students determine the relationship between research and managerial decision making. The course will specifically analyze the research processes involved in marketing research, including the overall formulation and design of the procedures that encompass the steps surrounding a successful marketing study. Students will be able to apply these findings to a research project or a case analysis. Prerequisite: MKT 305 or equivalent with a grade of "C" or better

MKT 411 Introduction to Advertising 4.5

This course exposes students to the basic points-of-view of the advertising manager, and familiarizes students with the areas of concern to the advertising professional. Particular focus will be placed on audience definition, market analysis, budgeting techniques, and campaign effectiveness. Prerequisite: MKT 305 or equivalent with a grade of "C" or better

MKT 415 Services Marketing 4.5

"Services Marketing" involves various functions, including attributive marketing strategies that vary among firms that have alternate structures. Specific areas of interest in this course include service quality benefits, global service structure, service management, and entrepreneurial ventures and opportunities available in a variety of related organizations. Prerequisite: MKT 305 or equivalent with a grade of "C" or better

MKT 420 E-Marketing 4.5

This course will examine the history of the Internet and explore its continuing impact on marketing in today's society. Students will define the relationship between the Internet and various marketing components, including the marketing mix, marketing research, and evolutionary business models that have gained prominence due to this recent innovation. Prerequisite: MKT 305 or equivalent with a grade of "C" or better

MTH 125 College Algebra 4.5

College Algebra will expose students to various numerical, analytical, and graphical approaches that pertain to the study or pre-calculus. Students will learn mathematical concepts, including logarithmical functions, complex numbers, sequential series, polynomial and binomial functions, and fractional analysis. Use of these functions will be applied towards various problems that have verifiable use in theoretical and real-world situations. Prerequisite: High School Algebra or Instructor Recommendation

MTH 130 Business Statistics 4.5

This course provides an introduction to the various methodologies involved with business statistics. Various topics will be covered in this course, including probability distributions, testing of hypotheses, correlation analysis, regression analysis, data description, and sampling. Prerequisites: MTH 125 or equivalent with a grade of "C" or better.

MTH 135 Business Calculus 4.5

This course will expose students to a multitude of mathematical concepts; particular attention will be paid to various components including differential, integral, and other functionary topics within calculus that are using for economic and managerial decision making. Students will also be exposed to analytic geometry, and linear algebra functions. Prerequisite: MTH 125 or equivalent with a grade of "C" or better

MTH 305 Statistics 4.5

This course provides an introduction to advanced methods in statistics. Various topics are covered in this course, including hypothesis testing of one sample and two samples, analysis of variance, chi-square tests, non-parametric tests, correlation analysis, simple linear regression analysis, multiple linear regression analysis, and time series forecasting. Various statistical applications are presented with the use of statistical software. Prerequisite: MTH 125 and MTH 130 or equivalent with a grade of "C" or better

MTH 310 Finite Math with Applications 4.5

Math 310 exposes students to several important areas of mathematics which "run parallel" to those of calculus. While the latter subject traditionally uses the machinery of continuity, limits, derivatives, and integration to solve applied problems, finite math uses sets of discrete quantities, sequences, matrices, and difference equations to do the same. Math 310 picks up the coverage of the material at the point where they were left off in Math 125 and continues with some other more advanced topics (Markov Processes, Game Theory, etc.), suitable for an upper division course. Prerequisite: MTH 125 or equivalent with a grade of "C" or better

MUS 305 The History of American Music 4.5

The History of American Music will provide an in-depth background of American music. It will begin with an introduction to folk music and follow the evolution of music through different periods, from the pre-colonial times to current modern music. Prerequisites: HUM 110 or equivalent with a grade of "C" or better.

PHIL 111 Introduction to Ethics 4.5

This course will address various issues related to morality and ethics, and theoretical topics, including value, virtue, and vice. Students will learn how to analyze and critique literature specifically related to the schools of philosophy and how to relate these topics to issues in their own ethical position. Prerequisite: None

PHIL 305 Business Ethics 4.5

Business Ethics will analyze ethical issues and their impact on theoretical and applied business practices. The course will involve various literary models that will be used to apply new perspectives and ideas to the field of business ethics and individual decision making. Moral analyses will also be conducted to determine the effects on overall professional and personal development. Prerequisite: None

POLS 155 Introduction to Political Science 4.5

Introduction to Political Science will explore the nature of government and the dynamics of politics. Students will be exposed to various areas concerned with politics, including political change and instability, ideological analyses, governmental bodies, conflict within political institutions, and the relationship between politics and the economy. Prerequisite: None

SCI 110 Introduction to Physical Science 4.5

This course will give students an introduction to various attributes of the physical sciences, including, astronomy, physics, chemistry, and overall earth analysis. Particular focus will be given to fundamental analysis of these concepts, and how past, current, and future research can be applied to problems that are inherent within these fields. Prerequisite: None

SPCH 111 Public Speaking 4.5

This course introduces students to rhetoric in oral discourse and includes the principles, theories, and practices of speech communication in interpersonal, small group, and public situations. Students will learn the components of speech organization, audience analysis, delivery, and presentation. Prerequisite: None

BBA Transfer Credits

Credits earned for comparable course work in a Bachelor Program can be transferred into the Southern States University BBA program if the following conditions are met:

- Originating school must operate with approval of the regulatory agency of the state in which it is located, and have accreditation recognized by the USDE (or equivalent);
- Course descriptions, as detailed in the catalog or syllabi of the originating institution, are comparable to SSU courses;
- Courses must be completed with a minimum GPA of 2.0;
- Coursework must have been completed within seven years of making application to Southern States University;
- Credit value of completed coursework (or clock hours) cannot be less than that required by Southern States University (semester credits are converted to quarter credits by multiplying by 1.5, i.e., 3 semester credits multiplied by 1.5 equates to 4.5 quarter credits).

Students may transfer no more than 135 quarter credits to the undergraduate program. Note that no more than seventy-five (75) percent of SSU's undergraduate degree program can be completed through a combination of (a) transfer and (b) any other award of credit. No more than 50% of SSU's undergraduate degree program can be completed via the online modality. A minimum of twenty-five (25) percent (45 credits) of the program must be completed at Southern States University via the on-campus residential education modality.

Students must petition before the beginning of their second term to obtain credit for any classes completed prior to their enrollment with SSU.

Non-Traditional Collegiate Education Transfer Credit, Including Military Experiential Credit

SSU accepts non-traditional collegiate education in the form of transferable credits that can be applied towards the Bachelor's Degree. A student may transfer a maximum of 72 credits from a non-traditional setting using the following options:

- A maximum of 72 credits may be earned through the College Level Examination (CLEP)
- A maximum of 27 credits may be transferred from the following programs:
  - ❖ Defense Activity for Non-Traditional Education Support (DANTES) independent study/credit by examination courses
  - ❖ Excelsior College Examinations
  - ❖ Credit that has been recommended by the American Council on Education. This is listed in the ACE National Guide to College Credit for Workforce Training
- A maximum of 45 credits may be transferred from prior military coursework or experience. Coursework or experience must be evaluated by the American Council on Education.

The University does not grant experiential credit for work experience gained outside of the military. SSU maintains a written record of previous education or training of veterans and eligible persons clearly indicating where credit has been granted, if appropriate, and notifies them accordingly.

A student seeking transfer credit must request an official transcript be sent to Southern States University by the college or university awarding credit. In addition, students must submit a completed Petition for

Transfer Credit form to the University Registrar. Consideration will be given to Petitions for Transfer Credit based on the aforementioned conditions.

The University does not guarantee transfer of credits.

NOTICE CONCERNING TRANSFERABILITY OF CREDITS AND CREDENTIALS EARNED AT OUR INSTITUTION

The transferability of credits you earn at Southern States University is at the complete discretion of an institution to which you may seek to transfer. Acceptance of the degree you earn in business is also at the complete discretion of the institution to which you may seek to transfer. If the credits or degree that you earn at this institution are not accepted at the institution to which you seek to transfer, you may be required to repeat some or all of your coursework at that institution. For this reason you should make certain that your attendance at this institution will meet your educational goals. This may include contacting an institution to which you may seek to transfer after attending Southern States University to determine if your credits or degree will transfer.

Southern States University has not entered into articulation or transfer agreements with any other college or university.

BBA SATISFACTORY ACADEMIC PROGRESS (SAP)

In order to progress satisfactorily through an educational program, students must meet the following standards of Satisfactory Academic Progress (SAP) or they will be dismissed from the University.

1) All students must complete their program within the Maximum Time Frame (MTF), which is 1.5 times the expected time for program completion.
2) Maximum credit hours reflect the maximum allowable quarterly credits before a student is required to graduate or is disqualified from a program.
3) Undergraduate students must maintain a minimum cumulative grade point average (GPA) of 2.0 to meet graduation requirements. (See Grading section under Scholastic Rules, Regulations and Academic Policies for information on how to calculate GPA.)
4) Withdrawals remain on the transcript, and no grade points are assigned. "W" is a permanent grade. A "W" or withdrawal does not affect the cumulative grade point average (CGPA).
5) No grade points are assigned for an "I" grade. A "I" or incomplete does not affect the cumulative grade point average (CGPA).
6) Students may be required to, or may choose to repeat a class in order to improve academic performance. Undergraduate students may repeat up to four courses. Classes may only be repeated one time. Students may not repeat courses in which a grade of "B" or better has been earned. The new grade will be included in the GPA computation and the first attempt will be removed. The first attempt will be notated with an "R" on official transcripts, but will-not be included into GPA calculations. Students will be charged the full tuition rate when repeating a course.
7) Students can audit a class. This does not require students to actively participate in regularly graded activities. Audited classes are subject to a special tuition rate and have no effect on GPA calculations or Satisfactory Academic Progress (SAP).
8) Transferred credit receives no grade for each transferred class, and the credit is not entered into grade point average. Transfer credit does not affect the Maximum Time Frame.

Credits Required for Graduation	Maximum Time Frame	Maximum Credit Hours
180	6 Years	270 Credit Hours

The following measurements are used to determine Satisfactory Academic Progress:

1. A percentage of the Maximum Time Frame (MTF);
2. Minimum cumulative grade point average (GPA);
3. Minimum Successful Completion Rate (MSCR)

Total Required Credits Attempted	Percentage of Total Required Credits Attempted	Minimum Cumulative GPA	Minimum Successful Completion Rate
45	25%	2.0	55%
90	50%	2.0	60%
135	75%	2.0	64%
180	100%	2.0	67%

Both the Minimum Successful Completion Rate and the Cumulative GPA are evaluated at the end of each academic year (an academic year is three quarters in which courses are attempted in each quarter). Additionally, the Minimum Cumulative GPA is evaluated at the end of every academic quarter.

Students who have reached 100% of their MTF are ineligible for Academic Probation, and are subject to immediate dismissal from the University.

Policies on Satisfactory Academic Progress (SAP)

- Students are required to abide by attendance policies to achieve Satisfactory Academic Progress.
- The following grades will lower the percentage of courses successfully completed because of their inclusion in courses attempted:
  - ❖ F or Failing
  - ❖ NP or No Pass
  - ❖ I or Incomplete
  - ❖ W or Withdrawal
- Course repetitions will be counted twice in the percentage of courses attempted, but will only be applied once toward the number of courses completed.
- Courses that have been audited or transferred from another institution are not calculated into the GPA for purposes of SAP.
- If a student completes or leaves the SSU BBA program and later seeks a higher degree in the SSU MBA program, the BBA credits do not carry over to the MBA program GPA for purposes of SAP.

Academic Probation

Students who fail to abide by the terms of SAP will be placed on academic probation. A student in an undergraduate program must maintain an overall grade point average of 2.0 for all undergraduate work attempted. A grade point average of less than 2.0 will result in the student being placed on academic probation.

A student is also subject to academic probation if s/he has three or more 'Incompletes' at any time. An "Incomplete" for more than one quarter reverts to an "F" (failing) grade.

When a student is placed on probation because of a substandard grade-point average, the student is required to meet with an Academic Advisor. A plan for improving the grade-point average to 2.0 level or above is made. Undergraduate students are allowed six classes to correct their academic deficiencies (if they do not exceed the Maximum Time Frame). The University recommends that if possible any coursework in which a letter grade of "D" was earned should be repeated while on academic probation.

If a student corrects their academic deficiencies within the allowable timeframe, they will be removed from probationary status.

SAP Dismissal

Students who are on Academic Probation will be dismissed from the University if they fail to abide by the terms of their Academic Probation and/or do not rectify their academic deficiencies in the time allotted.

Students may also be dismissed for failure to make Satisfactory Academic Progress (please see course Repeat policy).

For International Students: Students who have been dismissed for lack of Satisfactory Academic Progress will fall out of status, resulting in termination of their SEVIS I-20. Therefore, if an international student is notified of an SAP Dismissal the student must contact the DSO in conjunction with their status change.

For Veterans: VA educational benefits are discontinued when the veteran or eligible person ceases to make satisfactory progress after two probationary terms. Individuals in this category, subject to such rules, should consult with the appropriate University official regarding SAP Dismissals.

Satisfactory Academic Progress Dismissal Appeals Policy

Satisfactory Academic Progress (SAP) defines the standards that University students must meet to continue their studies; failure to meet these standards will result in dismissal from the University. Prior to being dismissed from the University, when a determination has been made that a student is not meeting SAP, that student will be placed on academic probation (see above section on Academic Probation for probationary terms). If the student fails to meet the terms of their academic probation and correct their academic deficiencies, they will be summarily dismissed from the University (SAP Dismissal).

If a student has been dismissed due to not meeting SAP standards, and wishes to appeal his/her dismissal, the student should first consult with his/her Academic Advisor. If, at the conclusion of any such consultation, the student does not believe there are legitimate grounds for their dismissal, they may file an SAP Dismissal Appeal with the Chief Academic Officer.

An SAP Dismissal Appeal is normally granted when a student can document that a) they have met the terms of their academic probation, and b) legitimate mitigating circumstances, beyond the student's control, were present which affected their academic performance (i.e., personal illness or accident, illness or accident of immediate family or family member, loss of housing, military duty, etc.). An SAP Dismissal Appeal must address the student's compliance with the terms of their probation and explain the mitigating circumstances that led to the substandard academic performance during the probationary period that resulted in their dismissal. Supporting documentation (e.g., doctor's notes, military orders, etc.) must be included with the appeal to substantiate the mitigating circumstances.

The Chief Academic Officer is looking for evidence that a student has met the terms of their academic probation and adequately identified and resolved the issues that led to their substandard academic performance before granting an appeal and permitting them to continue their studies on a reinstatement probationary quarter. Students should provide an explanation of how the circumstances have been resolved, changed or will be different if they are reinstated and permitted to continue their studies. It is strongly recommended that a student meet with their Academic Advisor before submitting their appeal.

To be considered, a student's SAP Dismissal Appeal must be submitted within 15 days after they have been notified of their dismissal and must include any and all evidence and documentation. A student's appeal is considered complete when it is submitted and students will not be permitted to supply any additional facts and/or documentation on their own volition; however, a student may be asked for additional information if it is deemed necessary by the Chief Academic Officer.

A final decision by the Chief Academic Officer will be rendered within 15 days of the SAP Dismissal Appeal submittal. The decision of the Chief Academic Officer is final and cannot be appealed.

The appeals process does not affect the maximum time frame. An appeal does not stop the clock on graduating within the specific time period.

Qualifying Appeals

If a student qualifies for an appeal based on mitigating circumstances, the student will be placed on a reinstatement probationary quarter. At the end of a student's reinstatement probationary quarter, the

student will either: 1) be dismissed; 2) remain on reinstatement for one additional quarter; or 3) be returned to good standing. Requirements and criteria for each of these are as follows:

1. The student is dismissed if:
    a. They withdrew from all courses during the quarter; or
    b. The GPA for the reinstatement probationary quarter was below 2.0.
2. The student remains on reinstatement probation for one additional quarter if the student's GPA for the reinstatement probationary quarter was at least 2.0 but the student's cumulative GPA remains below 2.0. At the end of the second reinstatement probationary quarter, the student is dismissed if:
        i. The student withdrew from all courses during the quarter; or
        ii. They have not corrected their academic deficiencies and their cumulative GPA is below 2.0.
3. The student returns to good standing if:
    a. The student has completed the quarter; and
    b. The student's cumulative GPA has improved to at least 2.0.

GRADUATE PROGRAMS

Southern States University offers two-degree programs at the graduate-level, a Master of Business Administration and a Master of Science in Information Technology.

Master of Business Administration (MBA)

Southern States University's Master of Business Administration is a two-year program designed to help prepare students for dealing with a world of business and industry that is constantly changing and evolving. With its emphasis on providing a solid academic and theoretical business foundation combined with modern management skills, the program is structured to ensure its students acquire an in-depth understanding of the structure of the global economy, as well as the practical business decision-making skills required to cope with the ever-increasing complexity of business activities in this global economy. In addition to its educational focus on globalization and international business knowledge and skills, SSU is uniquely positioned to offer an MBA program that brings together aspirants from countries all around the world to study in a collaborative spirit. In consideration of students' tight schedules and responsibilities, SSU's MBA courses are offered on weekday evenings and Saturday mornings and afternoons.

Upon completion of the program, MBA Graduates will be able to:

- Apply critical thinking skills in evaluating information so as to make informed, ethical business decisions;
- Employ both quantitative and qualitative methodologies to examine the global business environment within which successful multinational firms operate;
- Explore relevant theories and practical solutions to different problems that continue to confront business managers in various settings;
- Develop a successful business model employing knowledge of the various business and management components and constructs, strategic initiatives, and leadership principles currently used in global business environments;
- Have the skills necessary to obtain at least a mid-level job in business within one year of graduation from the program.

Master of Business Administration (MBA) Program

MBA Core Classes		49 Quarter Credits
BU-500	Quantitative Business Fundamentals	3.0 Quarter Credits
BU-501	Financial Accounting	4.0 Quarter Credits
BU-502	Applied Business Research and Communication Skills	4.0 Quarter Credits
BU-504	Integrated Marketing Communications	4.0 Quarter Credits
BU-506	Managerial Economics	4.0 Quarter Credits
BU-510	Operations Management	4.0 Quarter Credits
BU-513	Statistics for Business	4.0 Quarter Credits
BU-517	Business Law	4.0 Quarter Credits
BU-521	Organizational Leadership	4.0 Quarter Credits
BU-522	Managerial Finance	4.0 Quarter Credits
BU-524	Strategic Management	4.0 Quarter Credits
BU-599	Professional Applied Project	6.0 Quarter Credits

The MBA program provides an International Business Specialization:

International Business Specialization Courses		16 Quarter Credits
BU-530	Globalization of Business	4.0 Quarter Credits
BU-532	International Economics	4.0 Quarter Credits
BU-534	International Marketing	4.0 Quarter Credits
BU-536	Global Strategy and Management	4.0 Quarter Credits

Electives

BU-597	Academic Internship	Variable Credit

MBA Program Requirements

	Classes:	**Credits:**
MBA Core Classes	12	49
International Business Specialization Classes	4	16
MBA Total Graduation Requirements	**16**	**65**

Master of Science in Information Technology (MSIT)

Southern States University's Master of Science in Information Technology is a two-year program that prepares students in the field of information technology. With its emphasis on providing a solid academic and theoretical foundation combined with modern IT skills, the program is structured to ensure its students acquire an in-depth understanding of the IT field, as well as the technical skills required to cope with the ever-increasing complexity of IT issues in the modern world. In consideration of students' tight schedules and responsibilities, SSU's IT courses are offered on weekday evenings and Saturday mornings and afternoons.

MSIT Core Objectives:

Upon completion of the program, MSIT Graduates will be able to:

- Demonstrate a good understanding of the role of IT in organizations and the various technologies comprising the broader area of information technology, and their interworking.
- Demonstrate understanding of the information systems life–cycle.
- Design a web information system using client–side and server–side scripting.
- Explain the technologies and issues in an e–commerce system.
- Describe the technologies and various models in cloud computing.
- Demonstrate a good understanding of big–data and data analytics techniques.
- Describe security vulnerabilities, and measures and technologies to secure an information system.
- Explain the technologies and procedures in carrying out computer forensics.
- Describe the ethical issues in information systems and measures to address them.
- Exhibit information systems project management skills.
- Design a complete IT system with database, networking, and other technologies and tools comprising IT.
- Have the skills necessary to obtain at least a mid-level job in an IT-related position within one year of graduation from the program.

Master of Science in Information Technology (MSIT) Program

MSIT Required Courses 56 Quarter Credits

IT-500	IT Foundations	2.0 Quarter Credits
IT-501	Information Technology Systems	4.0 Quarter Credits
IT-502	Systems Analysis and Design	4.0 Quarter Credits
IT-510	Database Systems	4.0 Quarter Credits
IT-511	Advanced Database Systems	4.0 Quarter Credits
IT-513	Computer Networks	4.0 Quarter Credits
IT-516	Web Information Systems	4.0 Quarter Credits
IT-517	Electronic Commerce Systems	4.0 Quarter Credits
IT-520	Information Security	4.0 Quarter Credits
IT-530	Cloud Computing	4.0 Quarter Credits
IT-531	Data Analytics	4.0 Quarter Credits
IT-532	Computer Forensics	4.0 Quarter Credits
IT-533	Ethical Issues in IT	4.0 Quarter Credits
IT-599	IT Capstone Project	6.0 Quarter Credits

MSIT Program Requirements

	Classes:	**Credits:**
MSIT Required Courses	14	56
MSIT Total Graduation Requirements	**14**	**56**

Admission Rules and Standards – MBA and MSIT

English Language Proficiency Policy for all Degree-Seeking Students

Regardless of country of birth or citizenship, immigrant or nonimmigrant status, all applicants to Southern States University degree programs must demonstrate English language proficiency. Demonstration of English language proficiency can be satisfied if the applicant submits a diploma or transcript showing that the applicant has graduated from a government-recognized secondary school (or above) in a system in which English is the official language of instruction. Otherwise, the applicant will need to meet the minimum English Language Proficiency standard though one of the following:

- TOEFL (Test of English as a Foreign Language) result of 61 or above on the iBT (Internet Based Test), 500 or above on the PBT (Paper Based Test),
- IELTS (International English Language Testing System) result of 5.0 or above. Test scores more than two years old will not be accepted.
- (For applicants inside the U.S.) Achieve a score of at least 80% on SSU's English Placement Test (EPT). This test consists of listening, speaking, reading, and writing sections.
- Have previously studied in an English-medium, USDE-recognized accredited university level program and maintained a minimum 2.0 GPA for BBA program applicants, or 3.0 GPA for MBA program applicants, for at least one academic term.

Test scores more than two years old will not be accepted.

Students applying for admission to the graduate MBA and MSIT programs are required to satisfy the following admission requirements:

- Complete and submit an Application for Admission
- Submit the non-refundable application fee of $100
- Provide verification of completion of a Bachelor's Degree in the form of an official transcript of record from a USDE-recognized accredited institution, and submit official transcripts from all other universities or colleges previously attended; if a degree is awarded, **transcripts from outside the U.S. must be evaluated by an NACES approved organization** (http://www.naces.org/members.htm);
- Submit a written, single-spaced essay of at least 1000 words detailing educational and work history, goals as they relate to education and work history, and the relationship between these goals and future career aspirations
- Submit two official Letters of Recommendation (professional or academic references only)
- Provide a current resume

Additional Admissions Requirement for the M.S. Information Technology

In addition to the above items, a student applying to the *M.S. Information Technology must submit the following:*

- Provide verification of at least one math course at the undergraduate-level beyond college algebra with a grade of B or better.

International MBA and MSIT Students

In addition to the above items, international students applying for admission to the MBA or MSIT programs must submit the following:

- Financial documentation confirming that the student has adequate resources to ensure that s/he can meet all obligations throughout the period of study. An official bank statement or bank letter not more than three months old reflecting a minimum positive balance must be submitted either in the student's personal name or the student's financial sponsor's name (in which case an Affidavit of Financial Support is also required). The minimum balance required is determined by program choice, selection of payment option, and number of dependents;
- Copy of passport, including information page, Visa, and I-94 validity page;
- International students must show proof of medical insurance prior to the student's first day of their program. Failure to produce valid proof of insurance may result in an inability to enroll in classes and maintain status.
- ***International Students are only eligible for certain programs approved by Student and Exchange Visitor Program. Please check with the admissions office before applying.**

Readmission to a Graduate Program After Withdrawal or Dismissal

Students who have withdrawn or been dismissed from the University may apply for readmission to their respective programs after the conclusion of at least one academic term without classes, provided they have paid off all tuition and fees from their previous enrollment. Readmitted students reenter the program subject to the Catalog requirements in effect at the time of readmission. Students seeking readmission must satisfy the following admission requirements:

- Complete and submit a new Application for Admission
- Submit the non-refundable application fee of $100
- Submit an updated resume
- Submit proof of health insurance
- Any other documents required for regular admission, unless SSU already has those documents on file
- Students who have been dismissed from the University must submit a written, single-spaced essay of at least 1000 words addressing the details of the dismissal and explaining why and how the student believes readmission to the program will result in a successful outcome.

In addition to the above items, international students applying for readmission must submit the following:

- Financial documentation confirming that the student has adequate resources to ensure that s/he can meet all obligations throughout the period of study. An official bank statement not more than three months old reflecting a minimum positive balance must be submitted either in the student's personal name or the student's financial sponsor's name (in which case an Affidavit of Financial Support is also required). The minimum balance required is determined by program choice, selection of payment option, and number of dependents;
- Copy of passport, including information page, Visa, and I-94 validity page;

Students who return to a SSU graduate program after voluntarily withdrawing or being dismissed will have all of their existing grades and GPA carry forward subject to all Catalog policies regarding Repeats. Therefore, students who have used all their potential Repeats and are not maintaining a 3.0 GPA will not be readmitted into the program.

If a student dismissed due to their failure to meet Satisfactory Academic Progress standards or Academic Misconduct is readmitted and then dismissed again for academic reasons, that student is no longer eligible for readmission.

***International Students are only eligible for certain programs approved by Student and Exchange Visitor Program. Please check with the admissions office before applying.**

Course Numbering

Southern States University's course numbering system differentiates courses that are appropriate for particular populations of students and helps advisers and students find appropriate courses by providing an indication of the expectations for the level at which the course is taught.

UNDERGRADUATE COURSES (100 to 499)

Courses within this range designate courses primarily for undergraduate students.

Lower-division Courses

Courses numbered at the 100 and 200 levels are lower-division courses designed for first- and second-year students. Courses numbered at the 100 level are generally designed for first-year students and normally do not have prerequisites. Courses numbered at the 200 level are generally designed for second-year students. Courses at the 200 level may be taken by any student; however, where course prerequisites are indicated students are required to fulfill the necessary requirements before being permitted to enroll in that course.

Upper-division Courses

Courses numbered at the 300 and 400 levels are upper-division courses designed for third- and fourth-year students. Even though prerequisites may not be stated, such courses may expect special proficiency or maturity in the discipline and therefore, there is the expectation of previous experience in the discipline and third- or fourth-year class standing. Where course prerequisites are indicated students are required to fulfill the necessary requirements before being permitted to enroll in that course.

GRADUATE COURSES (500 to 599)

Courses within this range designate courses primarily for graduate students.

Courses numbered at the 500 level are for graduate students. Within this level, even though prerequisites may not be stated, such courses may expect special proficiency or maturity in the discipline. Therefore, there is the expectation that students will complete courses numbered 500 through 519 before courses numbered 520 through 529; courses numbered 530 through 539 are generally designed for students who have completed courses numbered 500 through 529. Where prerequisites are indicated students are required to fulfill the necessary requirements before being permitted to enroll in that course.

Prerequisites

The prerequisite system is designed to ensure that students have sufficient knowledge and ability to succeed in progressively more challenging courses. A student may petition for an exception to a prerequisite if the student can demonstrate sufficient knowledge or ability through another means (e.g., relevant prior course work, assessment levels, certification, license or work experience). A petition form may be obtained from the University Registrar.

Graduate Courses

Course Number	Course Title	Credits
BU-500	Quantitative Business Fundamentals	3.0

Business management requires a knowledge of quantitative and analytical decision-making methodologies for gathering, organizing, analyzing, and evaluating data and information. This MBA Orientation course is designed to provide students with an introduction to the foundational analytical concepts and quantitative methodologies in the areas of finance, accounting, economics, and statistics. This course is not designed to substitute for the traditional full courses in Accounting, Economics, Finance and Statistics that are part of SSU's MBA program; it covers the analytical frameworks in these disciplines and supplies an appropriate quantitative preparation essential to ensuring that students are "up-to-speed" and prepared for SSU's required MBA program courses.
Prerequisite: None

BU-501	Financial Accounting	4.0

This course provides an introduction to accounting procedures and practices. Students will explore the relationship between business and accounting, and how to analyze business transactions. The course will also explain how the accounting cycle operates and the differences between accrual and cash basis accounting. It will also explain how to determine different methods of inventory and asset valuation, and it will elucidate the importance of earnings and corporate governance.
Prerequisite: BU-500

BU-502	Applied Business Research and Communication Skills	4.0

This course provides an introduction to graduate business studies focusing on the applied business research and communication skills necessary to be successful in both an academic MBA program and the current economic environment and workplace. It covers information literacy, research and research methodologies, oral and written communication skills as well as critical thinking, problem solving and decision-making paradigms. As designed, the course will familiarize students with the tools necessary for the successful presentation of theories and concepts as they apply to real world managerial scenarios including business decision-making. Prerequisite: None

BU-504	Integrated Marketing Communications	4.0

Integrated Marketing Communications will provide an in-depth study of promotional activities, such as advertising, personal selling, sales promotions, and direct marketing, including use of the internet. Emphasis will be placed on strategic planning or promotional activities in order to communicate with customers to achieve marketing objectives. This course will also explore the relationship of integrated marketing communications with other elements of promotional activities. Prerequisite: None

BU-506 Managerial Economics 4.0

This course is designed to help students analyze and think through economic problems as an executive manager or as a consumer. It teaches the skills needed to develop a working understanding of the basic principles of economics, for the purpose of making decisions within a complex business and economic environment. It also emphasizes the quantitative and qualitative applications of economics to business analysis. Prerequisite: BU-500

BU-510 Operations Management 4.0

Operations Management is the implementation of the business plan by developing and executing a system which transforms inputs into finished goods or services. This course provides an overview of the concepts and quantitative methods by which managers can oversee a firm's operations and develop a competitive advantage through those operations. Topics will include forecasting, project planning, aggregate planning, inventory modeling, scheduling, materials requirements planning, strategies for location, process, layout, and supply chain management. Prerequisite: None

BU-513 Statistics for Business 4.0

This course will provide an introduction to statistical procedures and practices. It will cover probability tables, data description, and different types of distributions. Students will also learn the importance of regression analyses, hypothesis testing, sampling, and forecasting methodologies. These concepts will be applied to various business settings to ensure student comprehension and success. Prerequisite: BU-500

BU-517 Business Law 4.0

This course will provide an overview of the ethical issues and laws that affect business sustainability. Students will also learn the relationship between ethics and laws, and how they have an overall impact on the stakeholders in an organization. Students will analyze various sources, statutes, and regulatory issues that affect domestic and international business operations. Prerequisite: None

BU-521 Organizational Leadership 4.0

This course will analyze the impact of leadership on organizational effectiveness. It will attempt to differentiate between a leader and a manager, and how each can be vital to an organization's success. Students will also learn new attributes of successful leaders, including interpersonal skills, attitudes, and behaviors, which can facilitate effective leadership within different types of organizations. Prerequisite: None

BU-522 Managerial Finance 4.0

This course will explore the scope and environment of managerial finance. Students will learn how to assess a firm's financial performance and analyze its financial statements. The course will also explain how to evaluate financial assets, and explain the purpose of investing in long-term assets. It will address various capital structures, and different dividend policies that are being used by numerous firms. Students will also examine risk management, corporate restructuring, and features of international business finance. Prerequisites: BU-500 and BU 501

BU-524 Strategic Management 4.0

In this course, students will develop the ability to identify and frame complex strategic issues in operations, design operating strategies that address those issues, and take effective action to achieve the full potential of the decisions. This course will also explore the economic principles of business strategy, and develop an analytical framework for identifying and evaluating alternative strategies. It focuses on the major managerial issues associated with project management, and the tools and techniques that can be used to address them. Prerequisite: None

BU-530 Globalization of Business 4.0

Students will identify and analyze various concepts and frameworks associated with the global business environment, including strategic analysis, growth and opportunity identification, and structure from both a cultural and an organizational perspective. Students will also explore international management practices and how they differ based upon the configuration of an organization. Prerequisite: None

BU-532 International Economics 4.0

International Economics examines international trade theory and determines how international trade affects specific components within various economic and regional blocs. The course will familiarize students with monetary and banking issues that pertain to international transactions, and it will address various topics of international interest, including the balance of payments, exchange rates, trade and monetary institutions, and how different trade agreements impact tariff policies among nations. Prerequisite: None

BU-534 International Marketing 4.0

Students will explore international marketing concepts from an entrepreneurial and managerial perspective. Specific emphasis will be placed upon cultural components and how they affect product, price, place, distribution, and promotion. The course will also examine the impact of multinational corporations on economic, environmental, and social development. Prerequisite: None

BU-536 Global Strategy and Management 4.0

Students in this class will look at various issues that confront organizations that are multi-domestic, transnational, and international. Case study analysis will be used to determine whether specific actions or strategies were successful. Particular attention will be given to strategies, including joint ventures, strategic alliances, acquisitions, mergers, foreign direct investments and various methods of importing and exporting. Prerequisite: None

BU-597 Academic Internship Variable

A Faculty-supervised internship and applied learning experience related to a student's academic field of study, in a work environment. The course of study for an internship is designed to explore the application and practice of core theories learned in the MBA program in a business environment. Students are required to obtain an internship before being permitted to enroll in BU 597 and must consult with their Academic Advisor in order to be assigned a Faculty supervisor. Credits awarded for the internship are not based solely upon the hours "on the job" but include the amount and type of academic work the student is required to complete during the internship. Credits awarded are elective credits for which a student will receive a "P" or "NP" grade. Prerequisites: At least one academic year of graduate enrollment and good academic standing (at least a cumulative 3.0 GPA).

BU-599 Professional Applied Project 6.0

The Professional Applied Project (PAP) is the capstone course of the MBA program, and is focused on the practical application of the knowledge acquired during the student's MBA studies. The PAP is an individual project in which the participant will apply theories and concepts learned in the classroom to the preparation of a business plan. Prerequisite: All other Core MBA classes.

IT-500 IT Foundations 2.0

IT Foundations covers several most commonly used aspects of information technology, at a level which can be easily be grasped by non–majors. It presents HTML and Webpage creation, elements of human–computer interaction, digital representation of numeric, textual, and multimedia data, networks and databases, social impacts of IT, security mechanisms and privacy issues, and programming in JavaScript. Prerequisite: None

IT-501 Information Technology Systems 4.0

Information Technology Systems initially covers overviews of information systems in organizations, hardware, software, database systems, the Internet and Web. It then covers various aspects of business information systems such as electronic and mobile commerce, enterprise systems, decision support systems, and knowledge management. It then covers the various aspects of information systems development namely, investigation, analysis, design, implementation, maintenance, and review. Then security, privacy, and ethical issues in information systems are covered. Prerequisite: IT 500

IT-502 Systems Analysis and Design 4.0

This course in systems analysis and design covers: Information systems analysis fundamentals, requirements elicitation and modeling, structured analysis, specification, design and implementation, system documentation and maintenance, and quality assurance and implementation in information systems. Prerequisite: IT 500

IT-510 Database Systems 4.0

Database systems covers the essentials of database design and management. Emphasis is placed on logical design of database systems, entity-relationship model, relational model, object-oriented model, normalization, query languages, query processing, query optimization, integrity assertions and security, and database administration. Prerequisite: IT 500

IT-511 Advanced Database Systems 4.0

Advanced database systems is the second course in the program dealing with database management. This course covers: data modeling with enhanced E-R model, database design theory, relational model, object-oriented model, physical database design and performance, advanced SQL, query optimization, transaction processing, concurrency, recovery, web and semi-structured data management, distributed databases, data warehousing, data quality and integration, and database administration. Prerequisite: IT 510

IT-513 Computer Networks 4.0

Computer Networks covers the protocol layers underlying modern networks. Specific topics covered are: Overview of history of computer networks leading up the modern day Internet and Wireless networks; protocol layers such as application layer (e.g., HTTP, FTP, SMTP, DNS), transport layer (e.g., TCP, UDP), and network layer (e.g., IP), link layer (LANs, multi-access networks); overview of wireless and mobile networks; and network security. Prerequisite: IT 501

IT-516 Web Information Systems 4.0

Web Information Systems covers the major technologies driving the development of web pages, dynamic content in web pages, web servers, and databases. It also covers Rich Internet Applications (RIA), database accesses via web applications, and web application development. Prerequisite: IT 501, IT 510

IT-517 Electronic Commerce Systems 4.0

Electronic Commerce Systems covers the key elements comprising electronic commerce. Topics covered are: E-commerce business models, E-commerce categories and applications (B2B, B2C, and C2C), E-commerce infrastructure (Internet, web, and mobile platforms), E-commerce payment systems, E-commerce security, E-commerce marketing and advertisement, online retailing and services, online auction strategies, social and ethical issues in E-commerce. Prerequisite: IT 510, IT 513

IT-520 Information Security 4.0

Information Security focuses on various important aspects of security in a present-day information system. This course covers: Historical developments and components of information security, business needs of information security, legal, ethical, and professional issues in information security, risk management, planning for security, security technology and tools, cryptography and cryptographic tools, implementing information security, and information security maintenance. Prerequisite: IT 501, IT 513

IT-530 Cloud Computing 4.0

Cloud Computing presents the fundamentals, mechanisms, architecture, and models of cloud computing, as well as working with a cloud computing system. This course covers: Fundamental concepts and models in cloud computing, cloud computing deployment models, cloud computing architecture layers, security in cloud computing, cloud infrastructure and management mechanisms, cloud service models, and cloud services and cost optimization techniques. Prerequisite: IT 513

IT-531 Data Analytics 4.0

Data Analytics initially covers the basics of big data, analytics process model, data collection, sampling, and preprocessing. It then covers predictive analytics techniques (e.g., linear regression, logistic regression, decision trees, support vector machines), descriptive analytics techniques (association rules, sequence rules, segmentation), survival analysis (measurements, Kaplan-Meier analysis, parametric survival analysis), social networks analysis (metrics, relational neighbor classifier, relational neighbor classifier, collective inference), benchmarking and data quality, and applications of analytics techniques in several commonly used applications. Prerequisite: IT 510

IT-532 Computer Forensics 4.0

Computer Forensics covers investigative processes, procedures, and challenges, the technologies behind various hardware and software from where evidence can be gathered, the technologies used in the search, collection, examination, and analysis of digital evidence, and presentation of computer forensic evidence in a court of law. Prerequisite: IT 520

IT-533 Ethical Issues in IT 4.0

Ethical Issues in IT provides an in-depth study of various aspects of ethical practices in the uses and applications of information technology. Emphasis is placed on computer-related codes of ethics, ethics and responsibility of IT professionals and users, computer and Internet crimes, intellectual property issues, social networking ethical issues, privacy and anonymity, and impacts of globalization. Prerequisite: IT 501

IT-599 IT Capstone Project 6.0

In the IT Capstone course, students work on real-world projects that draw upon and apply the concepts, principles, skills, and tools that are taught in the IT courses. Students study a problem requiring an IT systems solution, then clearly define the scope of the problem, gather requirements, develop specifications, develop a project plan, design, implement, test, and document the system. The project life–cycle is managed using information systems project management techniques. The project culminates in (a) demonstrable prototype, (b) written project report, and (c) oral presentation. Prerequisite: All Courses in the MS IT Program

GRADUATE PROGRAM TRANSFER CREDIT

Graduate credits earned for comparable course work can be transferred into the Southern States University graduate degree programs if the following conditions are met:

- Originating school must operate with approval of the regulatory agency of the state or country in which it is located, and have accreditation recognized by the USDE (or equivalent);
- Course descriptions, as detailed in the catalog or syllabi of the originating institution, are comparable to SSU courses;
- Courses must be completed with a minimum GPA of 3.0;
- Coursework must have been completed within seven years of making application to Southern States University;
- Credit value of completed coursework (or clock hours) cannot be less than that required by Southern States University (semester credits are converted to quarter credits by multiplying by 4/3, i.e., 3 semester credits multiplied by 4/3 equates to 4 quarter credits).

Students may transfer no more than 20 percent into a graduate program (13 credits in the MBA program and 11 credits in the MSIT program). No more than 50 percent of a SSU's graduate degree program may be completed via the online modality (32.5 credits in the MBA program and 28 credits in the MSIT program). A minimum of 50 percent (32.5 credits in the MBA program and 28 credits in the MSIT program) of the program must be completed at Southern States University via the on-campus residential education modality.

Students must petition before the beginning of their second term to obtain credit for any classes completed prior to their enrollment with SSU.

A student seeking transfer credit must request an official transcript be sent to Southern States University by the college or university awarding credit. In addition, students must submit a completed Petition for Transfer Credit form to the University Registrar. Consideration will be given to Petitions for Transfer Credit based on the aforementioned conditions.

Military Coursework and Experiential Credit

A maximum of 13 credits may be transferred from prior military coursework or experience. Coursework or experience must be evaluated by the American Council on Education. The University does not grant experiential credit for work experience gained outside of the military. SSU maintains a written record of previous education or training of veterans and eligible persons clearly indicating where credit has been granted, if appropriate, and notifies them accordingly.

The University does not guarantee transfer of credits.

NOTICE CONCERNING TRANSFERABILITY OF CREDITS AND CREDENTIALS EARNED AT OUR INSTITUTION

The transferability of credits you earn at Southern States University is at the complete discretion of an institution to which you may seek to transfer. Acceptance of the degree you earn in business is also at the complete discretion of the institution to which you may seek to transfer. If the credits or degree that you

earn at this institution are not accepted at the institution to which you seek to transfer, you may be required to repeat some or all of your coursework at that institution. For this reason you should make certain that your attendance at this institution will meet your educational goals. This may include contacting an institution to which you may seek to transfer after attending Southern States University to determine if your credits or degree will transfer.

Southern States University has not entered into articulation or transfer agreements with any other college or university.

GRADUATE DEGREE PROGRAMS

SATISFACTORY ACADEMIC PROGRESS (SAP)

In order to progress satisfactorily through an educational program, students must meet the following standards of Satisfactory Academic Progress (SAP) or they will be dismissed from the University.

1) All students must complete their program within the Maximum Time Frame (MTF), which is 1.5 times the expected time for program completion.
2) Maximum credit hours reflect the maximum allowable quarterly credits before a student is required to graduate or is disqualified from a program.
3) Graduate students must maintain a minimum cumulative grade point average (GPA) of 3.0 to meet graduation requirements. (See Grading section under Scholastic Rules, Regulations and Academic Policies for information on how to calculate GPA.)
4) Withdrawals remain on the transcript, and no grade points are assigned. "W" is a permanent grade. A withdrawal does not affect the cumulative grade point average (CGPA).
5) No grade points are assigned for an "I" grade. A "I" or incomplete does not affect the cumulative grade point average (CGPA).
6) Students may be required to, or may choose to repeat a class in order to improve academic performance. Graduate students may repeat up to two courses. Classes may only be repeated one time. Students may not repeat courses in which a grade of "B" or better has been earned. The new grade will be included in the GPA computation and the first attempt will be removed. The first attempt will be notated with an "R" on official transcripts, but will-not be included into GPA calculations. Students will be charged the full tuition rate when repeating a course.
7) Students can audit a class. This does not require students to actively participate in regularly graded activities. Audited classes are subject to a special tuition rate and have no effect on GPA calculations or Satisfactory Academic Progress (SAP).
8) Transferred credit receives no grade for each transferred class, and the credit is not entered into grade point average. Transfer credit does not affect the Maximum Time Frame.

Program	Credits Required for Graduation	Maximum Time Frame	Maximum Credit Hours
MBA	65	3 Years	97 Credit Hours
MSIT	56	3 Years	84 Credit Hours

The following measurements are used to determine Satisfactory Academic Progress:

1. A percentage of the Maximum Time Frame (MTF);
2. Minimum cumulative (GPA);
3. Minimum Successful Completion Rate (MSCR)

Program	Total Required Credits Attempted	Percentage of Total Required Credits Attempted	Minimum Cumulative GPA	Minimum Successful Completion Rate
MBA	32	50%	3.0	60%

	65	100%	3.0	67%
MSIT	28	50%	3.0	60%
	56	100%	3.0	67%

Both the Minimum Successful Completion Rate and the Cumulative GPA are evaluated at the end of each academic year (an academic year is three quarters in which courses are attempted in each quarter). Additionally, the Minimum Cumulative GPA is evaluated at the end of every academic quarter.

Students who have reached 100% of their MTF are ineligible for Academic Probation, and are subject to immediate dismissal from the University.

Policies on Satisfactory Academic Progress (SAP)

- Students are required to abide by attendance policies to achieve Satisfactory Academic Progress.
- The following grades will lower the percentage of courses successfully completed because of their inclusion in courses attempted:
  - ❖ D or F, which are both failing grades
  - ❖ NP or No Pass
  - ❖ I or Incomplete
  - ❖ W or Withdrawal
- Course repetitions will be counted twice in the percentage of courses attempted, but will only be applied once toward the number of courses completed.
- Courses that have been audited or transferred from another institution are not calculated into the GPA for purposes of SAP.
- If a student completes or leaves the SSU BBA program and later seeks a higher degree in the SSU MBA program or the MSIT program, the BBA credits do not carry over to the MBA or MSIT programs GPA for purposes of SAP.

Academic Probation

Students who fail to abide by the terms of SAP will be placed on academic probation. Graduate program students must maintain an overall grade point average of 3.0 for all graduate work attempted. A grade-point average of less than 3.0 will result in the student being placed on academic probation.

A student is also subject to academic probation if s/he has three or more ‘Incompletes’ at any time. An “Incomplete” for more than one quarter reverts to an "F" (failing) grade.

When a student is placed on probation because of a substandard grade-point average, the student is required to meet with an Academic Advisor. A plan for improving the grade-point average to 3.0 or above is made. Graduate students are allowed two quarters to correct their academic deficiencies (if they do not exceed the Maximum Time Frame). The University recommends that any coursework in which a letter grade of “C” was earned should be repeated while on academic probation.

If a student corrects their academic deficiencies within the allowable time frame they will be removed from probationary status.

SAP Dismissal

Students who are on Academic Probation will be dismissed from the University if they fail to abide by the terms of their Academic Probation and/or do not rectify their academic deficiencies in the time allotted.

For International Students: Students who have been dismissed for lack of Satisfactory Academic Progress will fall out of status, resulting in termination of their SEVIS I-20. Therefore, if an international student is notified of an SAP Dismissal the student must contact the DSO in conjunction with their status change. For Veterans: VA educational benefits are discontinued when the veteran or eligible person ceases to make satisfactory progress after two probationary terms. Individuals in this category, subject to such rules, should consult with the appropriate University official regarding SAP Dismissals.

Satisfactory Academic Progress Dismissal Appeals Policy

Satisfactory Academic Progress (SAP) defines the standards that University students must meet to continue their studies; failure to meet these standards will result in dismissal from the University. Prior to being dismissed from the University, when a determination has been made that a student is not meeting SAP, that student will be placed on academic probation (see above section on Academic Probation for probationary terms). If the student fails to meet the terms of their academic probation and correct their academic deficiencies, they will be summarily dismissed from the University (SAP Dismissal).

If a student has been dismissed due to not meeting SAP standards, and wishes to appeal his/her dismissal, the student should first consult with his/her Academic Advisor. If, at the conclusion of any such consultation, the student does not believe there are legitimate grounds for their dismissal, they may file an SAP Dismissal Appeal with the Chief Academic Officer.

An SAP Dismissal Appeal is normally granted when a student can document that a) they have met the terms of their academic probation, and b) legitimate mitigating circumstances, beyond the student's control, were present which affected their academic performance (i.e., personal illness or accident, illness or accident of immediate family or family member, loss of housing, military duty, etc.). An SAP Dismissal Appeal must address the student's compliance with the terms of their probation and explain the mitigating circumstances that led to the substandard academic performance during the probationary period that resulted in their dismissal. Supporting documentation (e.g., doctor's notes, military orders, etc.) must be included with the appeal to substantiate the mitigating circumstances.

The Chief Academic Officer is looking for evidence that a student has met the terms of their academic probation and adequately identified and resolved the issues that led to their substandard academic performance before granting an appeal and permitting them to continue their studies on a reinstatement probationary quarter. Students should provide an explanation of how the circumstances have been resolved, changed or will be different if they are reinstated and permitted to continue their studies. It is strongly recommended that a student meet with their Academic Advisor before submitting their appeal.

To be considered, a student's SAP Dismissal Appeal must be submitted within 15 days after they have been notified of their dismissal and must include any and all evidence and documentation. A student's appeal is considered complete when it is submitted and students will not be permitted to supply any additional facts and/or documentation on their own volition; however, a student may be asked for additional information if it is deemed necessary by the Chief Academic Officer.

A final decision by the Chief Academic Officer will be rendered within 15 days of the SAP Dismissal Appeal submittal. The decision of the Chief Academic Officer is final and cannot be appealed.

The appeals process does not affect the maximum time frame. An appeal does not stop the clock on graduating within the specific time period.

Qualifying Appeals

If a student qualifies for an appeal based on mitigating circumstances, the student will be placed on a reinstatement probationary quarter. At the end of a student's reinstatement probationary quarter, the student will either: 1) be dismissed; 2) remain on reinstatement for one additional quarter; or 3) be returned to good standing. Requirements and criteria for each of these are as follows:

1. The student is dismissed if:
    a. They withdrew from all courses during the quarter; or
    b. The GPA for the reinstatement probationary quarter was below 3.0.
2. The student remains on reinstatement probation for one additional quarter if the student's GPA for the reinstatement probationary quarter was at least 3.0, but the student's cumulative GPA remains below 3.0. At the end of the second reinstatement probationary quarter, the student is dismissed if:
        i. The student withdrew from all courses during the quarter; or
        ii. They have not corrected their academic deficiencies and their cumulative GPA is below 3.0.
3. The student returns to good standing if:
    a. The student has completed the quarter; and
    b. The student's cumulative GPA has improved to at least 3.0.

INTENSIVE ENGLISH PROGRAM (IEP)

Intensive English Program: Southern States University's Intensive English Program provides English Language Learners with 16 skill levels of instruction, ranging from beginning to advanced, including Advanced Business Skills Development (ABSD) and TOEFL Preparation. These integrated skills courses are referred to as Core Classes, and are supplemented by Topic Classes, such as, but not limited to, American Culture and Society, Speech and Pronunciation, Academic Writing, Current Events, Conversation and Idioms, and TOEIC Preparation. Topic classes offered are subject to change and vary between campuses.

Upon completion of the IEP program, students will have achieved the following:

- Improvement in overall language skills including use of proper grammatical structures, situational vocabulary and interpersonal communication skills.
- Increased written and oral fluency in English, as well as improved comprehensibility.
- The ability to identify, understand, and produce grammatical structures in accordance with the course level they have taken.
- Cross-cultural awareness and sensitivity pertinent to their course level.

Intensive English Program Overview

A typical Intensive English Program class consists of between 15 and 30 students of similar skill levels. Southern States University instructors employ a full range of teaching methodologies and strategies that allow students to develop their reading, writing, listening, and speaking skills.

Each core class has a required textbook. The core textbook integrates the four language learning skills (listening, speaking, reading, and writing) and critical thinking. The textbook is supplemented by instructor-provided materials that enhance the learning process. Classes are offered during the day and evening to fit a variety of schedules. Minimum enrollment is four weeks.

Intensive English Program Attendance Policies and Federal Regulations

In SSU's Intensive English classes, instructors record attendance on a daily basis, and students are expected to be in class on time, every day. Students on F1 visas are required by Federal law to attend 18 hours of instruction in class every week. Students are expected to attend 100% of their scheduled classes, 18 hours of instruction per week (12 hours of core class and 6 hours of topic class). Unless evidence of legitimate mitigating circumstances can be verified by the DSO, failure to maintain 80% attendance by the end of the 13-week quarter will result in termination of student status by the P/DSO. Tuition is non-refundable if a student is terminated.

Specific details of calculating and monitoring student attendance requirements in the Intensive English Program can be found in the Student Handbook for the Intensive English Program.

For International Students: Students who have been dismissed for not meeting attendance requirements will be terminated in the SEVIS system in accordance with all applicable SEVP regulations.

IMPORTANT: Except under legitimate mitigating circumstances, if a student leaves the class early, s/he will be marked absent for the entire class period.

Placement and Orientation Procedures

Prior to beginning studies at SSU, all students are required to take an ***English Placement Test (EPT)***. The EPT is composed of 3 elements:

1) English Placement Test
2) A writing test
3) An oral interview

Based on the results of the EPT, students are enrolled in the appropriate level of instruction. A general orientation session is conducted at the same time as placement testing. The orientation session covers issues such as class schedules, books and materials, attendance, and academic advancement. All students receive a Student Handbook and sign a ***Receipt of Student Handbook form*** on the day of orientation.

Level Progression

Class levels from "Beginning" through "Advanced" each correspond to an English proficiency level and are set up according to two 13-week-quarters, or one full cycle. At the end of each quarter, students take a formal exam. After the first quarter of the course students take the Progress Exam. Passing the Progress Exam does not enable students to move on to the next level; rather, the Progress Exam is a measure of their progress through the first quarter only. After the second quarter of the class, one full cycle, students take the Final Course Exam. The Final Course Exam is comprehensive over the two full quarters of the level. In addition, during weeks 1-11 of each quarter, the students will be scored on weekly assessments in reading, writing, listening, and speaking. These weekly assessments make up 25% of the course mark. If a student receives an average score of 75% on both the Final Course Exam and the weekly assessments, s/he is eligible to advance to the next level of the program. After being placed in the program, students may move to a higher skill-level class ONLY upon having passed the Final Course Exam or the Level-up Exam.

If a student feels that s/he has made sufficient progress to advance to the next level prior to the end of the second 13-week quarter of the level, s/he may request to take a Level-up Exam (offered during weeks 6 through 8 of each quarter) in order to qualify for this move. Students must study for at least 4 weeks at a given level to be eligible for the Level-up Exam.

Individual Student Reports

IEP courses operate on two 13-week quarters, and ongoing student progress is recorded on a student's Individual Student Report (ISR). The ISR includes assessment results from quizzes, weekly assessment scores on reading, writing, speaking, and listening, and Progress Exam or Final Course Exam score, as well as the student's current level, and the instructor's comments and recommendations for the upcoming quarter. The ISR is a progress report of students' performances in IEP courses. A copy of the ISR is given to students at the end of each quarter during a conference session with the core teacher, and may be forwarded to another academic institution, upon written request by the student.

Normal Academic Progress

In order to ensure all students are making normal progress, all students are limited to two cycles in each level, except in unusual circumstances or if the student began the course in the second quarter of the level. Students who begin the level in the second quarter of a level may take the course for an additional 5th quarter in order to ensure that they can achieve proficiency at that level. In addition, if students begin the level with 4 weeks or less left in the quarter, that quarter does not count against them in the 4-quarter limit.

The exception to this 2 cycle limit is in the Advanced Business Skills Development class (ABSD). In order to ensure that all students are making satisfactory academic progress, a student may not remain in ABSD for more than 2 quarters (1 cycle), unless they begin the course with 4 weeks or less left in the quarter, in which case that quarter does not count against them in their 2-quarter limit.

Intensive English Program Verification

While the minimum program enrollment period is four weeks, completion of each session requires that a student be engaged in the program for a minimum of 13 weeks (1 quarter). Students who complete at least 13 weeks of study are awarded a *Verification of IEP Session Completion*. Students who leave the school prior to 1 academic quarter (13 weeks) of study may request a *Verification of IEP Session Participation*.

Intensive English Program Course Descriptions

Course Number	Course/Level Title	Clock Hours*/Quarter**
IEP 1	Beginning Level Session A	234 hrs

The Beginning Level focuses on having students engage in routine social and school interactions at a basic level using simple features of English in familiar and controlled contexts. The students must also demonstrate grammatical and vocabulary competence at a beginning level. Attention will also be focused on exposing students to basic concepts of cross-cultural sensitivity and American culture. Prerequisite: None

IEP 1	Beginning Level Session B	234 hrs

The Beginning Level focuses on having students engage in routine social and school interactions at a basic level using simple features of English in familiar and controlled contexts. The students must also demonstrate grammatical and vocabulary competence at a beginning level. Attention will also be focused on exposing students to basic concepts of cross-cultural sensitivity and American culture. Prerequisite: None

IEP 2	High Beginning LevelSession A	234 hrs

The goal of the High Beginning Level is to have students understand personal, social, and school vocabulary and expressions and respond with short exchanges and dialogues. The students must demonstrate grammatical competence with a variety of basic patterns in words, phrases and simple sentences. The curriculum expands the competency of students by having students recognize the main idea in short passages of listening and reading. In addition, attention is focused on expressing basic concepts from students' cultures and US-American culture. Prerequisite: Appropriate score on the initial student placement test, level-up exam, or Final Course Exam from the Beginning Level.

IEP 2	High Beginning LevelSession B	234 hrs

The goal of the High Beginning Level is to have students understand personal, social, and school vocabulary and expressions and respond with short exchanges and dialogues. The students must demonstrate grammatical competence with a variety of basic patterns in words, phrases and simple sentences. The curriculum expands the competency of students by having students recognize the main idea in short passages of listening and reading. In addition, attention is focused on expressing basic concepts from students' cultures and US-American culture. Prerequisite: Appropriate score on the initial student placement test, level-up exam, or Final Course Exam from the Beginning Level.

IEP 3	Intermediate Level Session A	234 hrs

The Intermediate level focuses on interactions in routine social and academic activities and discussions using familiar topics, creative constructions, and a degree of unpredictability to include a selection of conversational starters and responses. Students will understand and respond to main ideas and supporting details beyond the sentence level in reading, writing, and listening. The curriculum facilitates

development of grammatical competence with various sentence patterns and understanding of contextually appropriate vocabulary. Attention is focused on comparing and contrasting aspects of different cultures, as well as displaying sensitivity to other students' ideas and practices. Prerequisite: Appropriate score on the initial student placement test, level-up exam, or Final Course Exam from the High Beginning Level.

IEP 3 Intermediate Level Session B 234 hrs

The Intermediate level focuses on interactions in routine social and academic activities and discussions using familiar topics, creative constructions, and a degree of unpredictability to include a selection of conversational starters and responses. Students will understand and respond to main ideas and supporting details beyond the sentence level in reading, writing, and listening. The curriculum facilitates development of grammatical competence with various sentence patterns and understanding of contextually appropriate vocabulary. Attention is focused on comparing and contrasting aspects of different cultures, as well as displaying sensitivity to other students' ideas and practices. Prerequisite: Appropriate score on the initial student placement test, level-up exam, or Final Course Exam from the High Beginning Level.

IEP 4 High Intermediate Level Session A 234 hrs

The High Intermediate Level focuses on developing the conversational skills of listening, responding, and relating experiences and information with fluency and comprehensible pronunciation. Students will be able to distinguish main ideas, supporting details, and inferences in academic texts in tandem with developing writing skills from the paragraph to the short essay. The curriculum focuses on manipulating grammatical structures at both the sentence and paragraph level, as well as developing vocabulary in high intermediate reading, speaking, listening, and writing activities. In addition, attention is focused on increasing students' cross-cultural understanding of and sensitivity to U.S.-American diversity. Prerequisite: Appropriate score on the initial student placement test, level-up exam, or Final Course Exam from the Intermediate Level.

IEP 4 High Intermediate Level Session B 234 hrs

The High Intermediate Level focuses on developing the conversational skills of listening, responding, and relating experiences and information with fluency and comprehensible pronunciation. Students will be able to distinguish main ideas, supporting details, and inferences in academic texts in tandem with developing writing skills from the paragraph to the short essay. The curriculum focuses on manipulating grammatical structures at both the sentence and paragraph level, as well as developing vocabulary in high intermediate reading, speaking, listening, and writing activities. In addition, attention is focused on increasing students' cross-cultural understanding of and sensitivity to U.S.-American diversity. Prerequisite: Appropriate score on the initial student placement test, level-up exam, or Final Course Exam from the Intermediate Level.

IEP 5 Advanced Level Session A 234 hrs

The Advanced level focuses on expressing complex ideas and information in a comprehensible and organized way in spoken discourse and in writing essays. Students will demonstrate understanding of main ideas, supporting details, and inferences in a wide range of real-world spoken and written texts. The curriculum focuses on demonstrating sufficient mastery of both basic and advanced grammatical structures and vocabulary to participate effectively in a variety of professional, academic, and social situations. In addition, attention is focused on understanding potential sources of conflict and solutions in diverse populations and cross-cultural communication. Prerequisite: Appropriate score on the initial student placement test, level-up exam, or Final Course Exam from the High Intermediate Level.

IEP 5 Advanced Level Session B 234 hrs

The Advanced level focuses on expressing complex ideas and information in a comprehensible and organized way in spoken discourse and in writing essays. Students will demonstrate understanding of main ideas, supporting details, and inferences in a wide range of real-world spoken and written texts. The curriculum focuses on demonstrating sufficient mastery of both basic and advanced grammatical structures and vocabulary to participate effectively in a variety of professional, academic, and social situations. In addition, attention is focused on understanding potential sources of conflict and solutions in diverse populations and cross-cultural communication. Prerequisite: Appropriate score on the initial student placement test, level-up exam, or Final Course Exam from the High Intermediate Level.

IEP 6 Advanced Business Skills Development Session A 234 hrs

The Advanced Business Skills Development course focuses on learning leadership, participation, and organizational skills for discussions and debates. Students learn how to organize, prepare, and present topics in extended discourse to an audience of peers and teachers in a professional and clear manner while utilizing the skills of paraphrasing and summarizing. The curriculum focuses on achieving understanding of professional and business English concepts, including various organizational patterns, grammatical structures, and vocabulary in context as both a writer and a reader. In addition, attention is focused on displaying cross-cultural sensitivity to others in class and understanding aspects of the diverse U.S.-American culture historically and to the present. *Prerequisite*: Appropriate score on the initial student placement test, level-up exam, or Final Course Exam from High Intermediate and/or Advanced levels; or Proven English Equivalency at the High Intermediate or Advanced Level.

IEP 6 Advanced Business Skills Development Session B 234 hrs

The Advanced Business Skills Development course focuses on learning leadership, participation, and organizational skills for discussions and debates. Students learn how to organize, prepare, and present topics in extended discourse to an audience of peers and teachers in a professional and clear manner while utilizing the skills of paraphrasing and summarizing. The curriculum focuses on achieving understanding of professional and business English concepts, including various organizational patterns, grammatical structures, and vocabulary in context as both a writer and a reader. In addition, attention is focused on displaying cross-cultural sensitivity to others in class and understanding aspects of the diverse U.S.-American culture historically and to the present. *Prerequisite*: Appropriate score on the initial student placement test, level-up exam, or Final Course Exam from High Intermediate and/or Advanced levels; or Proven English Equivalency at the High Intermediate or Advanced Level.

IEP TOEFL Preparation Session A 234 hours

The SSU TOEFL class is offered in two sequential sessions (A plus B) for highly motivated, advanced-level students who want to prepare to take the Test of English as a Foreign Language.

IEP TOEFL Preparation Session B 234 hours

The SSU TOEFL class is offered in two sequential sessions (A plus B) for highly motivated, advanced-level students who want to prepare to take the Test of English as a Foreign Language.

IEP Accent Reduction/Pronunciation Session A 26 hours

This module can be added on at all levels. The class is an elective for students in the SSU IEP program who have some knowledge of English, but who may not be able to converse fluently and comfortably in the language and wish to modify or reduce their accent. They will develop their listening and understanding skills as well as improve their ability to pronounce words and phrases correctly, reduce their accents and identify and practice sounds typical in American English.

IEP Accent Reduction/Pronunciation Session B 26 hours

This module can be added on at all levels. The class is an elective for students in the SSU IEP program who have some knowledge of English, but who may not be able to converse fluently and comfortably in the language and wish to modify or reduce their accent. They will develop their listening and understanding skills as well as improve their ability to pronounce words and phrases correctly, reduce their accents and identify and practice sounds typical in American English.

* SSU's hourly enrollment requirement of a minimum 18 hours per week of classroom instruction is in compliance with the Department of Homeland Security's requirement for international students studying on a F-1 Visa.

* *One level consists of a total of one full 13-week quarter.

Please be advised that all instruction will occur in the English language

CERTIFICATES (undergraduate level)

Southern States University offers five certificate programs at the undergraduate level that are three quarters long with nine courses in total. These certificates are:

- Certificate in Business Analysis
- Certificate in Business Communications
- Certificate in Finance
- Certificate in Management Studies
- Certificate in Marketing

Certificate in Business Analysis

The Certificate in Business Analysis program is designed to give participants the knowledge, skills, and abilities to begin a career in a business-analytical related field. The certificate is comprised of a quantitative and business curriculum at the undergraduate level that will give a graduate business analytical skills to prepare in today's evolving and highly competitive business environment. A total of nine courses build strong foundation skills in core subject areas and develop analytical, critical, and creative thinking. Elective courses guide students into optional areas of business and quantitative subjects. Students who join the program should expect to acquire the core knowledge and skills needed to understand and assist in the implementation of business data analysis.

Requirements

To receive the Certificate in Business Analysis from Southern States University, students must successfully complete the five (5) required core courses and four (4) electives for a total of 40.5 credit hours, which is equivalent to 405 contact hours. Students must complete the requirements within a five (5) quarter period.

Upon completion of the program, graduates will be able to:

- Apply critical thinking and analytical skills in evaluating information so as to make informed, ethical business decisions.
- Develop a sound foundation in business analysis theory and practice.
- Assist in the analysis of industry, financial, and market data.
- Assist in the preparation of business information data gathering.
- Have the skills necessary to obtain a business-analytical job.

Certificate in Business Analysis Courses

Core Requirements (5 courses)		**22.5 Quarter Credits**
BUS 101	Business Foundations and Analysis	4.5 Quarter Credits
CIS 111	Introduction to Business Information Systems	4.5 Quarter Credits
MGT 305	Operations Management	4.5 Quarter Credits
MTH 125	College Algebra	4.5 Quarter Credits
MTH 130	Business Statistics	4.5 Quarter Credits

Business Electives (2 required)		**9 Quarter Credits**
ACC 201	Accounting I	4.5 Quarter Credits
ACC 202	Accounting II	4.5 Quarter Credits
BUS 210	Business Law	4.5 Quarter Credits
MGT 310	Principles of Management and Organization	4.5 Quarter Credits
MKT 110	Principles of Marketing	4.5 Quarter Credits
MKT 305	Marketing Fundamentals	4.5 Quarter Credits
PHIL 305	Business Ethics	4.5 Quarter Credits

Math/Quantitative Electives (2 required)		**9 Quarter Credits**
ECON 101	Microeconomics	4.5 Quarter Credits
FIN 305	Business Finance	4.5 Quarter Credits
MKT 405	Introduction to Marketing Research	4.5 Quarter Credits
MTH 135	Business Calculus	4.5 Quarter Credits
MTH 305	Statistics	4.5 Quarter Credits
MTH 310	Finite Math with Applications	4.5 Quarter Credits

Certificate Program Requirements

	Classes	**Credits**
Certificate in Business Analysis – Core Requirements	5	22.5
Certificate in Business Analysis - Electives	4	18
Total for Certificate in Business Analysis	**9**	**40.5**

Note: *Several of these courses have prerequisites as shown in the course listing on the next pages. Prerequisites must be fulfilled before enrolling in a course with such prerequisites.*

Certificate in Business Communications

The Certificate in Business Communications program is designed to give participants the knowledge, skills, and abilities to begin a career that demands effective communication skills. The certificate is comprised of courses at the undergraduate level that will give students foundations in written, oral communication, and business skills to prepare in today's evolving and highly competitive business environment. A total of nine courses build strong written and oral communication skills in core subject areas and develop analytical, critical, and creative thinking. Elective courses guide students into optional areas of business and advanced communications subjects. Students who join the program should expect to acquire the core knowledge and skills needed to understand and assist in the implementation of business communications.

Requirements

To receive the Certificate in Business Communications from Southern States University, students must successfully complete the five (5) required core courses and four (4) electives for a total of 40.5 credit hours, which is equivalent to 405 contact hours. Students must complete the requirements within a five (5) quarter period.

Upon completion of the program, graduates will be able to:

- Analyze and implement interpersonal skills that contribute to effective and satisfying personal, social and professional relationships.
- Assist in the preparation of business reports.
- Assist in the preparation of business communications media.
- Organize ideas and write effective and concise letters, memos, informal and formal reports to different audiences and for different circumstances.
- Have the skills necessary to obtain a job in a professional setting that demands effective communications skills.

Certificate in Business Communications Courses

Core Requirements (5 courses)		**22.5 Quarter Credits**
BUS 101	Business Foundations and Analysis	4.5 Quarter Credits
BUS 220	Business Communications	4.5 Quarter Credits
ENG 111	Composition and Rhetoric	4.5 Quarter Credits
PHIL 305	Business Ethics	4.5 Quarter Credits
SPCH 111	Public Speaking	

Business Electives (2 required)		**9 Quarter Credits**
ACC 201	Accounting I	4.5 Quarter Credits
BUS 210	Business Law	4.5 Quarter Credits
MGT 310	Principles of Management and Organization	4.5 Quarter Credits
MKT 110	Principles of Marketing	4.5 Quarter Credits
MKT 305	Marketing Fundamentals	4.5 Quarter Credits

Communications Electives (2 required)		**9 Quarter Credits**
CIS 111	Introduction to Business Information Systems	4.5 Quarter Credits
ENG 305	Technical Writing	4.5 Quarter Credits
MKT 320	Sales Strategies	4.5 Quarter Credits
MKT 411	Introduction to Advertising	4.5 Quarter Credits

Certificate Program Requirements

	Classes	**Credits**
Certificate in Business Communications – Core Requirements	5	22.5
Certificate in Business Communications - Electives	4	18
Total for Certificate in Business Communications	**9**	**40.5**

Note: *Several of these courses have prerequisites as shown in the course listing on the next pages. Prerequisites must be fulfilled before enrolling in a course with such prerequisites.*

Certificate in Finance

The Certificate in Finance program is designed to give participants the knowledge, skills, and abilities to begin a career that demands financial and accounting skills. The certificate is comprised of courses at the undergraduate level that will give students foundations in the concepts, theories, and practices in finance and accounting to prepare in today's evolving and highly competitive business environment. A total of nine courses build strong analytical skills in core subject areas and develop analytical, critical, and creative thinking. Students who join the program should expect to acquire the core knowledge and skills needed to understand and assist in the implementation of financial data analysis and reporting.

Requirements

To receive the Certificate in Finance from Southern States University, students must successfully complete the nine (9) required core courses for a total of 40.5 credit hours, which is equivalent to 405 contact hours. Students must complete the requirements within a five (5) quarter period.

Upon completion of the program, graduates will be able to:

- Explain how accounting and financial information assists in making business decisions.
- Conduct basic financial analysis, such as ratio and trend analysis.
- Assist in the preparation of financial statements and reports.
- Have the skills necessary to obtain an entry-level job in a professional setting that demands effective financial and accounting skills.

Certificate in Finance Courses

Core Requirements (9 courses)		**40.5 Quarter Credits**
ACC 201	Accounting I	4.5 Quarter Credits
ACC 202	Accounting II	4.5 Quarter Credits
BUS 101	Business Foundations and Analysis	4.5 Quarter Credits
CIS 111	Introduction to Business Information Systems	4.5 Quarter Credits
ECON 100	Macroeconomics	4.5 Quarter Credits
ECON 101	Microeconomics	4.5 Quarter Credits
FIN 305	Business Finance	4.5 Quarter Credits
MTH 130	Business Statistics	4.5 Quarter Credits
MTH 310	Finite Math with Applications	4.5 Quarter Credits

Certificate Program Requirements

	Classes	**Credits**
Certificate in Finance – Core Requirements	9	40.5
Total for Certificate in Finance	**9**	**40.5**

Note: *Several of these courses have prerequisites as shown in the course listing on the next pages. Prerequisites must be fulfilled before enrolling in a course with such prerequisites.*

Certificate in Management Studies

The Certificate in Management Studies program is designed to help prepare students for dealing with a world of business and industry that is constantly changing and evolving. The certificate is comprised of courses at the undergraduate level that will give students foundations in business and management to prepare in today's evolving and highly competitive business environment. A total of nine courses build strong skills in core subject areas and develop analytical, critical, and creative thinking. Elective courses guide students into optional areas of business. Students who join the program should expect to acquire the core knowledge and skills needed to understand and assist in the implementation of managerial activities in any professional field.

Requirements

To receive the Certificate in Management Studies from Southern States University, students must successfully complete the six (6) required core courses and three (3) electives for a total of 40.5 credit hours, which is equivalent to 405 contact hours. Students must complete the requirements within a five (5) quarter period.

Upon completion of the program, graduates will be able to:

- Apply critical thinking skills in evaluating information so as to make informed, ethical business decisions.
- Apply relevant theories and practical solutions to different problems that continue to confront business managers in various settings.
- Employ knowledge of the various business and management components and constructs, strategic initiatives, and leadership principles currently used in global business environments.
- Have the skills necessary to obtain a job in a professional setting that demands a well-rounded background in management.

Certificate in Management Studies Courses

Core Requirements (6 courses) **27 Quarter Credits**

ACC 201	Accounting I	
BUS 101	Business Foundations and Analysis	4.5 Quarter Credits
BUS 220	Business Communications	4.5 Quarter Credits
CIS 111	Introduction to Business Information Systems	4.5 Quarter Credits
MGT 310	Principles of Management and Organization	4.5 Quarter Credits
MKT 110	Principles of Marketing	4.5 Quarter Credits

Business Electives (3 required) **13.5 Quarter Credits**

ACC 202	Accounting II	
BUS 210	Business Law	4.5 Quarter Credits
ECON 101	Microeconomics	4.5 Quarter Credits
FIN 305	Business Finance	4.5 Quarter Credits
MGT 305	Operations Management	4.5 Quarter Credits
MKT 305	Marketing Fundamentals	4.5 Quarter Credits
PHIL 305	Business Ethics	4.5 Quarter Credits

Certificate Program Requirements

	Classes	**Credits**
Certificate in Management Studies – Core Requirements	6	27
Certificate in Management Studies - Electives	3	13.5
Total for Certificate in Management Studies	**9**	**40.5**

Note: *Several of these courses have prerequisites as shown in the course listing on the next pages. Prerequisites must be fulfilled before enrolling in a course with such prerequisites.*

Certificate in Marketing

The Certificate in Marketing program is designed to give participants the knowledge, skills, and abilities to begin a career in a marketing related field. The certificate addresses marketing and communication issues in today's evolving and highly competitive business environment. A total of nine courses at the undergraduate level build strong foundation skills in core subject areas and develop analytical, critical, and creative thinking. Elective courses guide students into functional areas of marketing, or allow a broader focus, affording students the ability to develop skills necessary to take on the many challenges present in this constantly evolving field. Students who join the program should expect to acquire the core knowledge and skills needed to understand and assist in the implementation of marketing plans and marketing tactics.

Requirements

To receive the Certificate in Marketing from Southern States University, students must successfully complete the seven (7) required core courses and two (2) electives for a total of 40.5 credit hours, which is equivalent to 405 contact hours. Students must complete the requirements within a five (5) quarter period.

Upon completion of the program, graduates will be able to:

- Apply critical thinking skills in evaluating information so as to make informed, ethical business decisions.
- Develop a sound foundation in contemporary marketing theory and practice.
- Assist in the creation of comprehensive and targeted marketing plans.
- Align and integrate marketing messaging and campaigns with an organization's strategic objectives.
- Have the skills necessary to obtain a marketing related job upon completion of the program.

Certificate in Marketing Courses

Core Requirements (7 courses)		**31.5 Quarter Credits**
BUS 101	Business Foundations and Analysis	4.5 Quarter Credits
MKT 305	Marketing Fundamentals	4.5 Quarter Credits
MKT 310	Consumer Behavior	4.5 Quarter Credits
MKT 315	Global Marketing	4.5 Quarter Credits
MKT 320	Sales Strategies	4.5 Quarter Credits
MKT 411	Introduction to Advertising	4.5 Quarter Credits
MKT 420	E-Marketing	4.5 Quarter Credits

Electives (2 required)		**9 Quarter Credits**
BUS 210	Business Law	4.5 Quarter Credits
CIS 111	Introduction to Business Information Systems	4.5 Quarter Credits
MGT 310	Principles of Management and Organization	4.5 Quarter Credits
MKT 405	Introduction to Marketing Research	4.5 Quarter Credits
MKT 415	Services Marketing	4.5 Quarter Credits
PHIL 305	Business Ethics	4.5 Quarter Credits

Certificate Program Requirements

	Classes	**Credits**
Certificate in Marketing – Core Requirements	7	31.5
Certificate in Marketing - Electives	2	9
Total for Certificate in Marketing	9	40.5

Note: *Several of these courses have prerequisites as shown in the course listing on the next pages. Prerequisites must be fulfilled before enrolling in a course with such prerequisites.*

CERTIFICATES (undergraduate level)

INSTRUCTIONAL MODALITIES AND OPTIONS

Southern States University's certificate programs are offered through two instructional modalities:

- On-campus residential instruction
- Online distance learning

On Campus Residential Education

Residential instruction occurs in a classroom setting throughout the year at various Southern States University locations. Students are encouraged to visit our website at www.ssu.edu to view the current course schedule. Once enrolled, students are encouraged to use SSU's on-campus and virtual libraries, and local public libraries to find resources and information they need as they progress through their individual program of study.

Online Distance Learning

For online instruction, students access SSU's online courses via the internet, utilizing a web based e-learning and course management platform and collaborate via an internet e-learning portal with Faculty and other students on a regular basis. In this modality, courses require that students complete at least an equivalent amount of work as required for a traditionally delivered course so that the acquired levels of knowledge, skills and/or competencies are at least equivalent to those acquired in a traditional format. Faculty may employ the same types of learning activities found in traditional courses, such as case studies, research projects and examinations, as well as require interaction with the Faculty and the other students via chat sessions and online discussion boards. Typically, interaction occurs throughout the week, with assignments returned weekly.

Students may take up to 50% of the total required program classes via an online modality.

International students with F-1 visas may only enroll in online courses if they are simultaneously taking the required minimum residential courses in SSU's Certificate Programs.

To participate in distance learning instruction, students must be able to use a computer and have internet access. Students must have a computer with the following minimum configuration:

- Windows 7 or Vista, or Mac OS 10.x or above
- Internet access with a minimum 56KB/s modem speed. SSU recommends a high speed connection such as DSL or a cable modem.
- 1GHz or greater Pentium processor
- Sound Card and Speakers and/or headphones
- 8X or faster CD-ROM
- 512MB of RAM (or greater) is recommended
- Firefox 3 or Internet Explorer 5.0 or higher
- Microsoft Office or equivalent (Word, Excel and PowerPoint)

CERTIFICATES (undergraduate level)

ADMISSION RULES AND STANDARDS

English Language Proficiency Policy for all Certificate-Seeking Students

Regardless of country of birth or citizenship, immigrant or nonimmigrant status, all applicants to Southern States University certificate programs must demonstrate English language proficiency. Demonstration of English language proficiency can be satisfied if the applicant submits a diploma or transcript showing that the applicant has graduated from a government-recognized secondary school (or above) in a system in which English is the official language of instruction. Otherwise, the applicant will need to meet the minimum English Language Proficiency standard though one of the following:

- TOEFL (Test of English as a Foreign Language) result of 61 or above on the IBT (Internet Based Test), 500 or above on the PBT (Paper Based Test),
- IELTS (International English Language Testing System) result of 5.0 or above. Test scores more than two years old will not be accepted.
- For applicants inside the U.S.: Achieve a score of at least 80% on SSU's English Placement Test (EPT). This test consists of listening, speaking, reading, and writing sections.
- Have previously studied in an English-medium, USDE-recognized accredited university level program and maintained a minimum 2.0 GPA for Marketing Certificate program applicants for at least one academic term.

Test scores more than two years old will not be accepted.

Students applying for admission to the certificate programs are required to satisfy the following admission requirements:

- Complete and submit an Application for Admission
- Submit the non-refundable application fee of $100
- Provide verification of completion of a high school diploma (from a state-recognized school), High School Equivalency, or Certificate of Equivalency/Proficiency; diplomas from outside the U.S. must be evaluated by an NACES approved organization (http://www.naces.org/members.htm);
- Submit official transcripts from all other universities or colleges previously attended; if a degree is awarded, transcripts from outside the U.S. must be evaluated by an NACES approved organization (http://www.naces.org/members.htm);
- Submit a written, single-spaced essay of at least 500 words detailing educational and work history, goals as they relate to education and work history, and the relationship between these goals and future career aspirations.

Additional Admissions Requirements for the Certificate in Finance

In addition to the above items, students applying to the Certificate in Finance at SSU must fulfill the following course prerequisite at the time of admissions:

- Equivalency coursework at the undergraduate level in MTH 125 College Algebra with a grade of "C" or better. NOTE: A student may petition for an exception to this prerequisite if he/she can demonstrate that he/she has the knowledge or ability to succeed in MTH 130 Business Statistics

and MTH 310 Finite Math with Applications despite not meeting the prerequisite (e.g., student has relevant prior course work, assessment levels, certification, license or work experience). A formal "Petition for Exception to a Prerequisite" form will be needed as part of the application for the review of this prerequisite exception.

Additional Admissions Requirements for the Certificate in Management Studies

In addition to the above items, students applying to the Certificate in Management Studies at SSU must fulfill the following course prerequisite at the time of admissions:

- Equivalency coursework at the undergraduate level in ENG 111 Composition and Rhetoric with a grade of "C" or better. NOTE: A student may petition for an exception to this prerequisite if he/she can demonstrate that he/she has the knowledge or ability to succeed in BUS 220 Business Communications despite not meeting the prerequisite (e.g., student has relevant prior course work, assessment levels, certification, license or work experience). A formal "Petition for Exception to a Prerequisite" form will be needed as part of the application for the review of this prerequisite exception.

Additional Requirements for International Students

In addition to the above items, international students applying for the certificate programs at SSU must submit the following:

- Financial documentation confirming that the student has adequate resources to ensure that s/he can meet all obligations throughout the period of study. An official bank statement not more than three months old reflecting a minimum positive balance must be submitted either in the student's personal name or the student's financial sponsor's name (in which case an Affidavit of Financial Support is also required). The minimum balance required is determined by program choice, selection of payment option, and number of dependents;
- Copy of passport, including information page, Visa, and I-94 validity page;
- International students must show proof of medical insurance prior to the student's first day of their program. Failure to produce valid proof of insurance may result in an inability to enroll in classes and maintain status.
- ***International Students are only eligible for certain programs approved by Student and Exchange Visitor Program. Please check with the admissions office before applying.**

Readmission to a Certificate Program After Withdrawal or Dismissal

Students who have withdrawn or been dismissed from an SSU Certificate program may apply for readmission to their respective program after the conclusion of at least one academic term without classes, provided they have paid off all tuition and fees from their previous enrollment. Readmitted students reenter the program subject to the Catalog requirements in effect at the time of readmission. Students seeking readmission must satisfy the following admission requirements:

- Complete and submit a new Application for Admission
- Submit the non-refundable application fee of $100
- Submit an updated resume
- Submit proof of health insurance

- Any other documents required for regular admission, unless SSU already has those documents on file
- Students who have been dismissed must submit a written, single-spaced essay of at least 1000 words addressing the details of the dismissal and explaining why and how the student believes readmission to the program will result in a successful outcome.

In addition to the above items, international students applying for readmission must submit the following:

- Financial documentation confirming that the student has adequate resources to ensure that s/he can meet all obligations throughout the period of study. An official bank statement not more than three months old reflecting a minimum positive balance must be submitted either in the student's personal name or the student's financial sponsor's name (in which case an Affidavit of Financial Support is also required). The minimum balance required is determined by program choice, selection of payment option, and number of dependents;
- Copy of passport, including information page, Visa, and I-94 validity page;

Students who return to a certificate program after voluntarily withdrawing or being dismissed will have all of their existing grades and GPA carry forward subject to all Catalog policies regarding Repeats. Therefore, students who have used all their potential Repeats and are not maintaining a 2.0 GPA will not be readmitted into the program.

If a student dismissed due to their failure to meet Satisfactory Academic Progress standards or due to Academic Misconduct is readmitted and then dismissed again for academic reasons, that student is no longer eligible for readmission.

CERTIFICATES (undergraduate level)

SCHOLASTIC RULES, REGULATIONS, AND ACADEMIC POLICIES

Attendance

As regular attendance and academic achievement are closely linked, University policies concerning student attendance are necessary for ensuring students are meeting the terms of satisfactory academic progress.

It is the policy of the University that once a student is registered in a course, s/he is required to be regular and punctual in class attendance. Class absence DOES NOT excuse the student from learning course material, from submitting required assignments on time, and/or from fulfilling other course requirements. An excused absence is defined as an absence due to legitimate mitigating circumstances (e.g., death in the family, sickness of the student, etc.) that can be documented. When an excused absence is accepted, the student shall still be held to the same standard for making up missed class work, assignments and/or examinations.

Faculty maintain records of student attendance in SSU classes and supply these records to the University for the purposes of advising and/or monitoring the performance of students, especially those on academic probation. At SSU more than four absences (including excused absences) in a course is considered excessive. Students who have more than four absences in a class will receive a failing grade ("F"). Absences are counted from the first official meeting of the class regardless of the date of a student's enrollment. Consequently, a student who registers late must carefully monitor their regular attendance during the remainder of the term.

Regarding online courses, it is the policy of the University that students are required to participate every week in their online course(s) by accessing all the required reading material and assignments made available for a course through the school's online course management system and by submitting or completing the weekly assignments by their due dates. Students that do not submit or complete the required assignments (including online discussions) will be marked absent for the entire week in which those assignments were due. Students who have more than four absences in an online class will receive a failing grade ("F").

Credit Hours

In the Certificate program, Southern States University uses a quarter system in which credit hours are awarded based on the assessment of the knowledge, skills, or competencies acquired. For traditionally delivered courses, each unit of credit is equivalent to, at a minimum, either one hour of classroom study and outside preparation, two hours of laboratory work, three hours of internship or practicum, or a combination of the three times the number of weeks in the term. For nontraditionally delivered courses, each unit of awarded credit is determined to ensure that at least an equivalent amount of work to that in a traditionally delivered course is required, so that the acquired levels of knowledge, skills, and/or competencies is at least equivalent to those acquired in a traditional format.

Certificate Grading System

Grade	Definition	Grade Points
A		4.0
A-		3.7
B+		3.3
B		3.0
B-		2.7
C+		2.3
C		2.0
D		1.0
F		0.0
NP	Not Pass	N/A
P	Pass	N/A
I	Incomplete	N/A
W	Withdrawal	N/A
R	Repeated Course	N/A
AU	Audit	N/A

Grading Definition Explanations

- N/A – Indicates points will not be included in grade point average calculation.
- "P" - Pass. Indicates credit granted with no grade points being assigned.
- "NP" - Not Pass. Indicates no credit or grade points being granted.
- "I" - Incomplete. Given to a student who has not completed mandatory assignments, quizzes, or examinations, at the discretion of the instructor. An incomplete grade will only be given to students who have completed at least seventy percent of a course and cannot continue due to unforeseen circumstances. Final discretion is given to the instructor as to whether this grade is appropriate. Incomplete(s) must be removed no later than one quarter following the quarter in which the "I" is received. An "I" not removed within one quarter will become an "F". No grade points are assigned for an "I" grade. An "F" will be calculated into the grade point average.
- "W" - Withdrawal from the class. This occurs if a student chooses to withdraw from a class after the close of business following the seventh day of the quarter start date. Students can withdraw from a class until the end of the seventh week of the quarter (at the close of business). For specific withdrawal deadlines, students are encouraged to consult the Academic Calendar. Withdrawals remain on the transcript, and no grade points are assigned. "W" is a permanent grade.
- "R" - Repeat. Certificate students may be required to, or may choose to repeat only one class in order to improve academic performance. Students may not repeat courses in which a grade of "B" or better has been earned. The first attempt will be notated with an "R" on official transcripts, but will not be included into GPA calculations. Students will be charged the full tuition rate when repeating a course. Note: If students fail more than one class, they will be administratively dismissed from the program.

For international students, an administrative dismissal will lead to termination of your visa status by the Designated School Official (DSO).

- "AU" - Audit. Students can audit a class. This does not require students to actively participate in regularly graded activities. Audited classes are subject to a special tuition rate and have no effect on GPA calculations or Satisfactory Academic Progress (SAP).

Computing Cumulative Grade Point Averages (GPA)

A student's cumulative grade point average is calculated only from courses for which the student is assigned grade points, and then using the following process: a) Multiply the number of credits for each course by grade points associated with the grade earned; b) Total the grade points earned for all the courses attempted, c) Divide the total grade points earned by the total number of credits for those classes.

Grade Appeals Policy

The University recognizes Faculty's authority to determine student grades. Faculty are required to articulate and document their course requirements and standards of performance in their course syllabi. All grades submitted to the Registrar, reflecting these articulated course requirements and standards of performance, are assumed to be accurate and final. If a student has an issue about an assigned grade, the student should first consult with the Faculty. If, at the conclusion of any such consultation, the student does not believe the issue has been resolved and believes there are legitimate grounds for appealing the grade, the student may file a formal Grade Appeal.

A formal Grade Appeal can be filed when a student can document any of the following:

- An error in calculating the grade has occurred, including situations in which properly and timely submitted assignments have not been accounted for;
- There has been a failure of the Faculty to properly notify students of the course requirements and standards of performance;
- A student's grade is the result of any unlawful discrimination or sexual harassment as comports with the University's policies regarding discrimination.

To be considered, a student's Grade Appeal must be submitted within one academic quarter after the grade has been submitted, and must include any and all evidence and documentation that demonstrates the occurrence of one (or more) of the above-listed grounds for appeal.

A student may file a formal Grade Appeal by submitting a Grade Appeal Form to the Chief Academic Officer detailing the reason or reasons for the appeal of the grade (as articulated above) and including any supporting documentation. The burden is on the student to prove the existence or occurrence of one (or more) of the grounds for appeal.

Grade Appeals will be forwarded to Faculty for a response, and this response must be submitted to the Chief Academic Officer within 10 days of receipt. A final decision by the Chief Academic Officer will be rendered within 30 days of the receipt of the Faculty's response. The decision of the Chief Academic Officer is final and cannot be appealed.

CERTIFICATES (undergraduate level)

COURSE LISTING

Course Numbering

Southern States University's course numbering system differentiates courses that are appropriate for particular populations of students and helps advisers and students find appropriate courses by providing an indication of the expectations for the level at which the course is taught.

CERTIFICATE COURSES (100 to 499)

Courses within this range designate courses primarily for Certificate and BBA students.

Lower-division Courses

Courses numbered at the 100 level are generally designed for newly admitted students and normally do not have prerequisites. Courses numbered at the 200 level are generally designed for second-quarter students. Courses at the 200 level may be taken by any student; however, where course prerequisites are indicated students are required to fulfill the necessary requirements before being permitted to enroll in that course.

Upper-division Courses

Courses numbered at the 300 and 400 levels are upper-division courses designed for continuing students. Even though prerequisites may not be stated, such courses may expect special proficiency or maturity in the discipline and therefore, there is the expectation of previous experience in the discipline. Where course prerequisites are indicated students are required to fulfill the necessary requirements before being permitted to enroll in that course.

Prerequisites

The prerequisite system is designed to ensure that students have sufficient knowledge and ability to succeed in progressively more challenging courses. A student may petition for an exception to a prerequisite if the student can demonstrate sufficient knowledge or ability through another means (e.g., relevant prior course work, assessment levels, certification, license or work experience). A petition form may be obtained from the University Registrar.

Certificate Program Courses (undergraduate-level)

Course Number	Course Title	Credits
ACC 201	Accounting I	4.5

This course analyzes and records business transactions manually. Emphasis is placed on understanding the accounting cycle, preparing financial statements, bank reconciliations, and payroll. Prerequisite: None

ACC 202	Accounting II	4.5

This is the second of two in-depth accounting courses. In this course, students focus on using accounting data to formulate business decisions. Topics include the value chain, job costing, manufacturing overhead allocation, activity based costing, cost behavior, cost-volume-profit analysis, pricing decisions, and the budgeting process. Prerequisite: ACC 201 or equivalent with a grade of "C" or better

BUS 101	Business Foundations and Analysis	4.5

This course provides a comprehensive view of today's dynamic American businesses and the global economy. Specific topics include starting a small business, satisfying customers, managing operations, motivating employees, building teams, managing information, managing financial resources, and exploring the ethical and social responsibilities of American businesses. Prerequisite: None

BUS 210	Business Law	4.5

This course surveys the legal environment of business organizations. It explores the sources of law and the constitutional basis of regulation, social and ethical influences, corporate responsibility, judicial and administrative systems, contracts, torts, agency, bankruptcy and consumer protection. Prerequisite: None

BUS 220	Business Communications	4.5

This course will help students to develop the ability to compose various types of business communications, with an emphasis on well-organized, clear, concise and persuasive letters, memos, and reports. Students will learn to analyze and to present both written and oral business communications, including those involved with seeking employment. Prerequisite: ENG 111 or equivalent with a grade of "C" or better.

CIS 111	Introduction to Business Information Systems	4.5

This course will provide an introduction to software-based business applications. Components of the course will include data processing, spreadsheets, decision support systems, and databases. Students will acquire knowledge for the purpose of analyzing situations, and determining and applying the appropriate business information systems to address the issue(s) at hand. Prerequisite: None

ECON 100 Macroeconomics 4.5

This course introduces the principles and policies of macroeconomics, including the practical aspects of economic analysis as applied to supply and demand, national production, consumption, saving, taxation, inflation, employment and growth. Students will be exposed to graphical analysis and basic algebraic functions. Prerequisite: None

ECON 101 Microeconomics 4.5

This course introduces the principles of microeconomics as applied to supply and demand, price and output determination, market structures, government regulation, labor/management relations, distribution of income, and international trade. Students will also be exposed to graphical analysis and basic algebraic functions. Prerequisite: None

ENG 111 Composition and Rhetoric 4.5

This course emphasizes expository writing for academic and business purposes. It guides students in developing ideas and their expression, specific writing skills, correct sentence structure, and critical thinking. Students will learn several organizational or rhetorical forms, such as cause and effect, argumentation, comparison and contrast, and persuasion. They will read and analyze samples of various discourse styles or texts. They will also collaborate in pairs or groups to refine their skills in writing and editing. Prerequisite: None

ENG 305 Technical Writing 4.5

Technical Writing will assist students with various correspondence modes, for example: reports, proposals, and other communications that require particular formats. Students will learn communication processes across technological fields along with correct form and tonality. They will also learn how to conduct a job search by means of written and oral communications. They will review and practice technical writing skills, including logical sentence progression, and sentence structure for clarity and appropriateness. Prerequisite: ENG 111 or equivalent with a grade of “C” or better

FIN 305 Business Finance 4.5

Business Finance teaches students how to evaluate and process firm-related financial decisions. Topics that will be discussed include diversification, determination of risk and return and relational analysis with the financial markets. Students will also learn how to properly leverage a firm with debt and equity, and the time value of money. Prerequisite: ACC 201 and ACC 202 or equivalent with a grade of "C" or better.

MGT 305 Operations Management 4.5

Operations Management will examine various organizational components that are essential within manufacturing and service environments. The course will examine several topics, including project management, layout management, forecasting techniques, total quality management, queue modeling and control, and enterprise and resource material planning. Prerequisite: None

MGT 310 Principles of Management and Organization 4.5

Principles of Management and Organization will expose students to managerial principles and functions, including planning, organizing, leading, staffing, and controlling. Students will also explore organizational functions that contribute to managerial comprehension and effectiveness. Prerequisite: None

MKT 110 Principles of Marketing 4.5

Principles of Marketing will expose students to new concepts and practices that constitute the field of marketing. This course will examine marketing from the perspective of the consumer, the organization, and society, using the underlying components that are inherent within this field. Prerequisite: None

MKT 305 Marketing Fundamentals 4.5

The purpose of this course is to identify and explore the basic concepts and decision-making areas that are central to the general functioning of marketing management. Students will be introduced to conceptual analyses that will entail consumer and business-to-business marketing by focusing on the four functions of marketing: price, product, promotion, and distribution. Prerequisite: None

MKT 310 Consumer Behavior 4.5

This course will examine and apply the principles of consumer behavior to the development and implementation of marketing strategies. The course focuses on the impact of the new media on consumer information seeking, purchasing options, and decision making, while recognizing that consumers now have fast and convenient access to information about virtually any product or service they may wish to purchase. This course also investigates marketing ethics and social responsibilities. Prerequisite: MKT 305 or equivalent with a grade of "C" or better

MKT 315 Global Marketing 4.5

This course explores various functions in the field of global marketing. Students will learn the political, legal and cultural environments that affect firms attempting to enter foreign markets. They will also analyze the proper leadership and organizational structure, promotional strategies, and marketing mix conducive to international success. Prerequisite: MKT 305 or equivalent with a grade of "C" or better

MKT 320 Sales Strategies 4.5

This course will encompass the various methods and concepts that are used in successful sales strategies. Students will learn the various steps involved in the sales process, including client prospecting, successfully building relationships with customers, presentation skills, and communications following the close of a sale. Prerequisite: MKT 305 or equivalent with a grade of "C" or better

MKT 405 Introduction to Marketing Research 4.5

Introduction to Marketing Research will help students determine the relationship between research and managerial decision making. The course will specifically analyze the research processes involved in marketing research, including the overall formulation and design of the procedures that encompass the steps surrounding a successful marketing study. Students will be able to apply these findings to a research project or a case analysis. Prerequisite: MKT 305 or equivalent with a grade of "C" or better

MKT 411 Introduction to Advertising 4.5

This course exposes students to the basic points-of-view of the advertising manager, and familiarizes students with the areas of concern to the advertising professional. Particular focus will be placed on audience definition, market analysis, budgeting techniques, and campaign effectiveness. Prerequisite: MKT 305 or equivalent with a grade of "C" or better

MKT 415 Services Marketing 4.5

"Services Marketing" involves various functions, including attributive marketing strategies that vary among firms that have alternate structures. Specific areas of interest in this course include service quality benefits, global service structure, service management, and entrepreneurial ventures and opportunities available in a variety of related organizations. Prerequisite: MKT 305 or equivalent with a grade of "C" or better

MKT 420 E-Marketing 4.5

This course will examine the history of the Internet and explore its continuing impact on marketing in today's society. Students will define the relationship between the Internet and various marketing components, including the marketing mix, marketing research, and evolutionary business models that have gained prominence due to this recent innovation. Prerequisite: MKT 305 or equivalent with a grade of "C" or better

MTH 125 College Algebra 4.5

College Algebra will expose students to various numerical, analytical, and graphical approaches that pertain to the study or pre-calculus. Students will learn mathematical concepts, including logarithmical functions, complex numbers, sequential series, polynomial and binomial functions, and fractional analysis. Use of these functions will be applied towards various problems that have verifiable use in theoretical and real-world situations. Prerequisite: High School Algebra or Instructor Recommendation

MTH 130 Business Statistics 4.5

This course provides an introduction to the various methodologies involved with business statistics. Various topics will be covered in this course, including probability distributions, testing of hypotheses, correlation analysis, regression analysis, data description, and sampling. Prerequisites: MTH 125 or equivalent with a grade of "C" or better.

MTH 135 Business Calculus 4.5

This course will expose students to a multitude of mathematical concepts; particular attention will be paid to various components including differential, integral, and other functionary topics within calculus that are using for economic and managerial decision making. Students will also be exposed to analytic geometry, and linear algebra functions. Prerequisite: MTH 125 or equivalent with a grade of "C" or better

MTH 305 Statistics 4.5

This course provides an introduction to advanced methods in statistics. Various topics are covered in this course, including hypothesis testing of one sample and two samples, analysis of variance, chi-square tests, non-parametric tests, correlation analysis, simple linear regression analysis, multiple linear regression analysis, and time series forecasting. Various statistical applications are presented with the use of statistical software. Prerequisite: MTH 125 and MTH 130 or equivalent with a grade of "C" or better

MTH 310 Finite Math with Applications 4.5

Math 310 exposes students to several important areas of mathematics which "run parallel" to those of calculus. While the latter subject traditionally uses the machinery of continuity, limits, derivatives, and integration to solve applied problems, finite math uses sets of discrete quantities, sequences, matrices, and difference equations to do the same. Math 310 picks up the coverage of the material at the point where they were left off in Math 125 and continues with some other more advanced topics (Markov Processes, Game Theory, etc.), suitable for an upper division course. Prerequisite: MTH 125 or equivalent with a grade of "C" or better

PHIL 305 Business Ethics 4.5

Business Ethics will analyze ethical issues and their impact on theoretical and applied business practices. The course will involve various literary models that will be used to apply new perspectives and ideas to the field of business ethics and individual decision making. Moral analyses will also be conducted to determine the effects on overall professional and personal development. Prerequisite: None

SPCH 111 Public Speaking 4.5

This course introduces students to rhetoric in oral discourse and includes the principles, theories, and practices of speech communication in interpersonal, small group, and public situations. Students will learn the components of speech organization, audience analysis, delivery, and presentation. Prerequisite: None

CERTIFICATES (undergraduate level)
TRANSFER CREDIT

External Transfers

Transfer credit is not allowed in the undergraduate certificates. Credit from SSU's Bachelor of Business Administration (BBA) program is not allowed.

Internal Transfers

All credits earned in SSU's undergraduate certificates are internally transferable to SSU's Bachelor of Business Administration (BBA) program. All grades and GPA points will carry over to the new program, subject to all Catalog policies.

NOTICE CONCERNING TRANSFERABILITY OF CREDITS AND CREDENTIALS EARNED AT OUR INSTITUTION

The transferability of credits you earn at Southern States University is at the complete discretion of an institution to which you may seek to transfer. Acceptance of the Certificate you earn in Marketing is also at the complete discretion of the institution to which you may seek to transfer. If the credits or certificate that you earn at this institution are not accepted at the institution to which you seek to transfer, you may be required to repeat some or all of your coursework at that institution. For this reason you should make certain that your attendance at this institution will meet your educational goals. This may include contacting an institution to which you may seek to transfer after attending Southern States University to determine if your credits or degree will transfer.

Southern States University has not entered into articulation or transfer agreements with any other college or university.

UNDERGRADUATE CERTIFICATES SATISFACTORY ACADEMIC PROGRESS (SAP)

In order to progress satisfactorily through an educational program, students must meet the following standards of Satisfactory Academic Progress (SAP) or they will be dismissed from the University.

1) All students must complete their program within the Maximum Time Frame (MTF), which is 1.5 times the expected time for program completion.
2) Maximum credit hours reflect the maximum allowable quarterly credits before a student is required to graduate or is disqualified from a program.
3) Certificate students must maintain a minimum cumulative grade point average (GPA) of 2.0 to meet graduation requirements. (See Grading section under Scholastic Rules, Regulations and Academic Policies for information on how to calculate GPA.)
4) Withdrawals remain on the transcript, and no grade points are assigned. "W" is a permanent grade. A withdrawal does not affect the cumulative grade point average (CGPA).
5) No grade points are assigned for an "I" grade. A "I" or incomplete does not affect the cumulative grade point average (CGPA).
6) Students may be required to, or may choose to repeat a class in order to improve academic performance. Certificate students may repeat up to one course. Classes may only be repeated one time. Students may not repeat courses in which a grade of "B" or better has been earned. The new grade will be included in the GPA computation and the first attempt will be removed. The first attempt will be notated with an "R" on official transcripts, but will-not be included into GPA calculations. Students will be charged the full tuition rate when repeating a course.
7) Students can audit a class. This does not require students to actively participate in regularly graded activities. Audited classes are subject to a special tuition rate and have no effect on GPA calculations or Satisfactory Academic Progress (SAP).
8) Transferred credit receives no grade for each transferred class, and the credit is not entered into grade point average. Transfer credit does not affect the Maximum Time Frame.

Credits Required for Completion	Maximum Time Frame	Maximum Credit Hours
40.5	5 Quarters	61 Credit hours

The following measurements are used to determine Satisfactory Academic Progress:

4. A percentage of the Maximum Time Frame (MTF);
5. Minimum cumulative grade point average (GPA);
6. Minimum Successful Completion Rate (MSCR)

Total Required Credits Attempted	Percentage of Total Required Credits Attempted	Minimum Cumulative GPA	Minimum Successful Completion Rate
18	45%	2.0	60%
40.5	100%	2.0	67%

Both the Minimum Successful Completion Rate and the Cumulative GPA are evaluated at the end of each academic cycle. Additionally, the Minimum Cumulative GPA is evaluated at the end of every academic quarter.

Students who have reached 100% of their MTF are ineligible for Academic Probation, and are subject to immediate dismissal from the University.

Policies on Satisfactory Academic Progress (SAP)

- Students are required to abide by attendance policies to achieve Satisfactory Academic Progress.
- The following grades will lower the percentage of courses successfully completed because of their inclusion in courses attempted:
  - ❖ F or Failing
  - ❖ NP or No Pass
  - ❖ I or Incomplete
  - ❖ W or Withdrawal
- Course repetitions will be counted twice in the percentage of courses attempted, but will only be applied once toward the number of courses completed.
- Courses that have been audited or transferred from another institution are not calculated into the GPA for purposes of SAP.
- If a student completes or leaves the SSU Certificate program and later seeks readmission, or a higher degree at SSU, the Certificate credits/grades will carry over to the new SSU program for purposes GPA and SAP.

Academic Probation

Students who fail to abide by the terms of SAP will be placed on academic probation. A student in the Certificate Programs must maintain an overall grade point average of 2.0 for all Certificate work attempted. A grade point average of less than 2.0 will result in the student being placed on academic probation.

A student is also subject to academic probation if s/he has two or more 'Incompletes' at any time. An "Incomplete" for more than one quarter reverts to an "F" (failing) grade.

When a student is placed on probation because of a substandard grade-point average, the student is required to meet with an Academic Advisor. A plan for improving the grade-point average to a 2.0 level or above is made. Certificate students are allowed two quarters to correct their academic deficiencies (if they do not exceed the Maximum Time Frame). The University recommends that if possible any

coursework in which a letter grade of "D" or "F" was earned should be repeated while on academic probation.

If a student corrects their academic deficiencies within the allowable timeframe, they will be removed from probationary status.

SAP Dismissal

Students who are on Academic Probation will be dismissed from the University if they fail to abide by the terms of their Academic Probation and/or do not rectify their academic deficiencies in the time allotted.

Students may also be dismissed for failure to make Satisfactory Academic Progress (please see course Repeat policy).

For International Students: Students who have been dismissed for lack of Satisfactory Academic Progress will fall out of status, resulting in termination of their SEVIS I-20.

Satisfactory Academic Progress Dismissal Appeals Policy

Satisfactory Academic Progress (SAP) defines the standards that University students must meet to continue their studies; failure to meet these standards will result in dismissal from the University. Prior to being dismissed from the University, when a determination has been made that a student is not meeting SAP, that student will be placed on academic probation (see above section on Academic Probation for probationary terms). If the student fails to meet the terms of their academic probation and correct their academic deficiencies, they will be summarily dismissed from the University (SAP Dismissal).

If a student has been dismissed due to not meeting SAP standards, and wishes to appeal his/her dismissal, the student should first consult with his/her Academic Advisor. If, at the conclusion of any such consultation, the student does not believe there are legitimate grounds for their dismissal, they may file an SAP Dismissal Appeal with the Chief Academic Officer.

An SAP Dismissal Appeal is normally granted when a student can document that a) they have met the terms of their academic probation, and b) legitimate mitigating circumstances, beyond the student's control, were present which affected their academic performance (i.e., personal illness or accident, illness or accident of immediate family or family member, loss of housing, military duty, etc.). An SAP Dismissal Appeal must address the student's compliance with the terms of their probation and explain the mitigating circumstances that led to the substandard academic performance during the probationary period that resulted in their dismissal. Supporting documentation (e.g., doctor's notes, military orders, etc.) must be included with the appeal to substantiate the mitigating circumstances.

The Chief Academic Officer is looking for evidence that a student has met the terms of their academic probation and adequately identified and resolved the issues that led to their substandard academic performance before granting an appeal and permitting them to continue their studies on a reinstatement probationary quarter. Students should provide an explanation of how the circumstances have been resolved, changed or will be different if they are reinstated and permitted to continue their studies. It is strongly recommended that a student meet with their Academic Advisor before submitting their appeal.

To be considered, a student's SAP Dismissal Appeal must be submitted within 15 days after they have been notified of their dismissal and must include any and all evidence and documentation. A student's appeal is considered complete when it is submitted and students will not be permitted to supply any additional facts and/or documentation on their own volition; however, a student may be asked for additional information if it is deemed necessary by the Chief Academic Officer.

A final decision by the Chief Academic Officer will be rendered within 15 days of the SAP Dismissal Appeal submittal. The decision of the Chief Academic Officer is final and cannot be appealed.

The appeals process does not affect the maximum time frame. An appeal does not stop the clock on graduating within the specific time period.

Qualifying Appeals

If a student qualifies for an appeal based on mitigating circumstances, the student will be placed on a reinstatement probationary quarter. At the end of a student's reinstatement probationary quarter, the student will either: 1) be dismissed; 2) remain on reinstatement for one additional quarter; or 3) be returned to good standing. Requirements and criteria for each of these are as follows:

1. The student is dismissed if:
    a. They withdrew from all courses during the quarter; or
    b. The GPA for the reinstatement probationary quarter was below 2.0.
2. The student remains on reinstatement probation for one additional quarter if the student's GPA for the reinstatement probationary quarter was at least 2.0 but the student's cumulative GPA remains below 2.0. At the end of the second reinstatement probationary quarter, the student is dismissed if:
        i. The student withdrew from all courses during the quarter; or
        ii. They have not corrected their academic deficiencies and their cumulative GPA is below 2.0.
3. The student returns to good standing if:
    a. The student has completed the quarter; and
    b. The student's cumulative GPA has improved to at least 2.0.

CERTIFICATES (graduate level)

Southern States University offers three certificate programs at the graduate level that are three quarters long with seven courses in total. These certificates are:

- Certificate in Business Administration
- Certificate in Strategic Management
- Certificate in Information Technology

Certificate in Business Administration

Southern States University's Certificate in Business Administration at the graduate level is a one-year program designed to help prepare students for dealing with a world of business and industry that is constantly changing and evolving. With its emphasis on providing a solid academic and theoretical business foundation combined with modern management skills, the program is structured to ensure its students acquire an in-depth understanding of the structure of the global economy, as well as the practical business decision-making skills required to cope with the ever-increasing complexity of business activities in this global economy. A total of seven courses build strong foundation skills in core subject areas and develop analytical, critical, and creative thinking. Elective courses guide students into several functional areas of management affording students the ability to develop skills necessary to take on the many challenges present in this constantly evolving field.

Certificate Requirements

To receive the Certificate in Business Administration from Southern States University, students must successfully complete the four (4) required core courses and three (3) electives for a total of 27 credit hours which is equivalent to 270 contact hours. Students must complete the requirements within a five (5) quarter period.

Upon completion of the program, Certificate Graduates will be able to:

- Apply critical thinking skills in evaluating information so as to make informed, ethical business decisions.
- Explore relevant theories and practical solutions to different problems that continue to confront business managers in various settings.
- Employ knowledge of the various business and management components and constructs. strategic initiatives, and leadership principles currently used in global business environments.
- Have the skills necessary to help advance their career opportunities towards a management level position upon completion of the program.

Certificate in Business Administration Courses

Core Requirements (4 courses) **15 Quarter Credits**

BU-500	Quantitative Business Fundamentals	3.0 Quarter Credits
BU-502	Applied Business Research and Communication Skills	4.0 Quarter Credits
BU-504	Integrated Marketing Communications	4.0 Quarter Credits
BU-521	Organizational Leadership	4.0 Quarter Credits

Elective Courses (3 courses) **12 Quarter Credits**

BU-501	Financial Accounting	4.0 Quarter Credits
BU-510	Operations Management	4.0 Quarter Credits
BU-517	Business Law	4.0 Quarter Credits
BU-524	Strategic Management	4.0 Quarter Credits
BU-530	Globalization of Business	4.0 Quarter Credits

Certificate Program Requirements

	Classes:	**Credits:**
Core Courses – Certificate in Business Administration	4	15
Electives - Certificate in Business Administration	3	12
Total Completion Requirements - Certificate in Business Administration	**7**	**27**

Certificate in Strategic Management

Southern States University's Certificate in Strategic Management at the graduate level is a one-year program designed to help prepare students for dealing with a world of business and industry that is constantly changing and evolving. With its emphasis on providing a solid academic and theoretical business foundation combined with modern management skills, the program is structured to ensure its students acquire an in-depth understanding of strategic management. A total of seven courses build strong foundation skills in core subject areas and develop analytical, critical, and creative thinking. Elective courses guide students into several functional areas of management that complement the study of strategic management.

Certificate Requirements

To receive the Certificate in Strategic Management from Southern States University, students must successfully complete the five (5) required core courses and two (2) electives for a total of 27 credit hours which is equivalent to 270 contact hours. Students must complete the requirements within a five (5) quarter period.

Upon completion of the program, Certificate Graduates will be able to:

- Apply critical thinking skills in evaluating information so as to make informed, ethical business decisions.
- Assist in the development of a strategic plan.
- Employ knowledge of the various business and management components and constructs, strategic initiatives, and leadership principles currently used in today's business environments.
- Have the skills necessary to help advance their career opportunities towards a management level position upon completion of the program.

Certificate in Strategic Management Courses

Core Requirements (5 courses)		**19 Quarter Credits**
BU-500	Quantitative Business Fundamentals	3.0 Quarter Credits
BU-506	Managerial Economics	4.0 Quarter Credits
BU-510	Operations Management	4.0 Quarter Credits
BU-524	Strategic Management	4.0 Quarter Credits
BU-536	Global Strategy and Management	4.0 Quarter Credits

Elective Courses (2 courses)		**8 Quarter Credits**
BU-501	Financial Accounting	4.0 Quarter Credits
BU-517	Business Law	4.0 Quarter Credits
BU-521	Organizational Leadership	4.0 Quarter Credits
BU-530	Globalization of Business	4.0 Quarter Credits

Certificate Program Requirements

	Classes:	**Credits:**
Core Courses – Certificate in Business Administration	5	19
Electives - Certificate in Business Administration	2	8
Total Completion Requirements - Certificate in Business Administration	**7**	**27**

Certificate in Information Technology

The Certificate in Information Technology program is designed to give participants the knowledge, skills, and abilities to begin a career in an IT-related field. The certificate addresses the role of IT in organizations and the various technologies comprising the broader area of information technology, and their interworking. A total of seven courses at the graduate level build strong foundation skills in core subject areas and develop analytical, critical, and creative thinking. Elective courses guide students into functional IT subjects, or allow a broader focus, affording students the ability to develop skills necessary to take on the many challenges present in this constantly evolving field. Students who join the program should expect to acquire the core knowledge and skills needed to understand and assist in the development and management of IT systems.

Requirements

To receive the Certificate in Information Technology from Southern States University, students must successfully complete the four (4) required core courses and three (3) electives for a total of 26 credit hours, which is equivalent to 260 contact hours. Students must complete the requirements within a five (5) quarter period.

Upon completion of the program, graduates will be able to:

- Demonstrate a good understanding of the role of IT in organizations and the various technologies comprising the broader area of information technology, and their interworking.
- Demonstrate understanding of the information systems life–cycle.
- Exhibit information systems project management skills.
- Assist in the design a complete IT system with database, networking, and other technologies and tools comprising IT.
- Have the skills necessary to obtain at least an entry-level job in an IT-related position within one year of graduation from the program.

Certificate in Information Technology - Courses

Required Courses (4 courses)		**14 Quarter Credits**
IT-500	IT Foundations	2.0 Quarter Credits
IT-501	Information Technology Systems	4.0 Quarter Credits
IT-502	Systems Analysis and Design	4.0 Quarter Credits
IT-510	Database Systems	4.0 Quarter Credits

Electives (Choose 3 courses)		**12 Quarter Credits**
IT-513	Computer Networks	4.0 Quarter Credits
IT-516	Web Information Systems	4.0 Quarter Credits
IT-517	Electronic Commerce Systems	4.0 Quarter Credits
IT-520	Information Security	4.0 Quarter Credits
IT-530	Cloud Computing	4.0 Quarter Credits
IT-531	Data Analytics	4.0 Quarter Credits
IT-532	Computer Forensics	4.0 Quarter Credits
IT-533	Ethical Issues in IT	4.0 Quarter Credits

Certificate in IT Program Requirements

	Classes:	**Credits:**
Certificate in IT - Required Courses	4	14
IT Electives	3	12
Certificate in IT - Total Graduation Requirements	**7**	**26**

CERTIFICATES (graduate level)

INSTRUCTIONAL MODALITIES AND OPTIONS

Southern States University's graduate certificate programs at the graduate level are offered through two instructional modalities:

- On-campus residential instruction
- Online distance learning

On Campus Residential Education

Residential instruction occurs in a classroom setting throughout the year at various Southern States University locations. Students are encouraged to visit our website at www.ssu.edu to view the current course schedule. Once enrolled, students are encouraged to use SSU's on-campus and virtual libraries, and local public libraries to find resources and information they need as they progress through their individual program of study.

Online Distance Learning

For online instruction, students access SSU's online courses via the internet, utilizing a web based e-learning and course management platform and collaborate via an internet e-learning portal with Faculty and other students on a regular basis. In this modality, courses require that students complete at least an equivalent amount of work as required for a traditionally delivered course so that the acquired levels of knowledge, skills and/or competencies are at least equivalent to those acquired in a traditional format. Faculty may employ the same types of learning activities found in traditional courses, such as case studies, research projects and examinations, as well as require interaction with the Faculty and the other students via chat sessions and online discussion boards. Typically, interaction occurs throughout the week, with assignments returned weekly.

Students may take up to 50% of the total required program classes via an online modality.

International students with F-1 visas may only enroll in online courses if they are simultaneously taking the required minimum residential courses in SSU's Certificate programs.

To participate in distance learning instruction, students must be able to use a computer and have internet access. Students must have a computer with the following minimum configuration:

- Windows 7 or Vista, or Mac OS 10.x or above
- Internet access with a minimum 56KB/s modem speed. SSU recommends a high speed connection such as DSL or a cable modem.
- 1GHz or greater Pentium processor
- Sound Card and Speakers and/or headphones
- 8X or faster CD-ROM
- 512MB of RAM (or greater) is recommended
- Firefox 3 or Internet Explorer 5.0 or higher
- Microsoft Office or equivalent (Word, Excel and PowerPoint)

CERTIFICATES (graduate level)

ADMISSION RULES AND STANDARDS

English Language Proficiency Policy for all Certificate-Seeking Students

Regardless of country of birth or citizenship, immigrant or nonimmigrant status, all applicants to Southern States University degree programs must demonstrate English language proficiency. Demonstration of English language proficiency can be satisfied if the applicant submits a diploma or transcript showing that the applicant has graduated from a government-recognized secondary school (or above) in a system in which English is the official language of instruction. Otherwise, the applicant will need to meet the minimum English Language Proficiency standard though one of the following:

- TOEFL (Test of English as a Foreign Language) result of 61 or above on the iBT (Internet Based Test), 500 or above on the PBT (Paper Based Test),
- IELTS (International English Language Testing System) result of 5.0 or above. Test scores more than two years old will not be accepted.
- (For applicants inside the U.S.) Achieve a score of at least 80% on SSU's English Placement Test (EPT). This test consists of listening, speaking, reading, and writing sections.
- Have previously studied in an English-medium, USDE-recognized accredited university level program and maintained a minimum 3.0 GPA for Business Administration Certificate program applicants for at least one academic term.

Test scores more than two years old will not be accepted.

Students applying for admission to a graduate Certificate program are required to satisfy the following admission requirements:

- Complete and submit an Application for Admission
- Submit the non-refundable application fee of $100
- Provide verification of completion of a Bachelor's Degree in the form of an official transcript of record from a USDE-recognized accredited institution, and submit official transcripts from all other universities or colleges previously attended; if a degree is awarded, **transcripts from outside the U.S. must be evaluated by an NACES approved organization** (http://www.naces.org/members.htm);
- Submit a written, single-spaced essay of at least 1000 words detailing educational and work history, goals as they relate to education and work history, and the relationship between these goals and future career aspirations
- Submit two official Letters of Recommendation (professional or academic references only)
- Provide a current resume

Additional Admissions Requirement for the Certificate in Information Technology

In addition to the above items, a student applying to the *Certificate in Information Technology must submit the following:*

- Provide verification of at least one math course at the undergraduate-level beyond college algebra with a grade of B or better.

International Certificate Students

In addition to the above items, international students applying for admission to a Certificate program must submit the following:

- Financial documentation confirming that the student has adequate resources to ensure that s/he can meet all obligations throughout the period of study. An official bank statement or bank letter not more than three months old reflecting a minimum positive balance must be submitted either in the student's personal name or the student's financial sponsor's name (in which case an Affidavit of Financial Support is also required). The minimum balance required is determined by program choice, selection of payment option, and number of dependents;
- Copy of passport, including information page, Visa, and I-94 validity page;
- International students must show proof of medical insurance prior to the student's first day of their program. Failure to produce valid proof of insurance may result in an inability to enroll in classes and maintain status.

Readmission to the Certificate Program after Withdrawal or Dismissal

Students who have withdrawn or been dismissed from the University may apply for readmission to their respective programs after the conclusion of at least one academic term without classes, provided they have paid off all tuition and fees from their previous enrollment. Readmitted students reenter the program subject to the Catalog requirements in effect at the time of readmission. Students seeking readmission must satisfy the following admission requirements:

- Complete and submit a new Application for Admission
- Submit the non-refundable application fee of $100
- Submit an updated resume
- Submit proof of health insurance
- Any other documents required for regular admission, unless SSU already has those documents on file
- Students who have been dismissed from the University must submit a written, single-spaced essay of at least 1000 words addressing the details of the dismissal and explaining why and how the student believes readmission to the program will result in a successful outcome.

In addition to the above items, international students applying for readmission must submit the following:

- Financial documentation confirming that the student has adequate resources to ensure that s/he can meet all obligations throughout the period of study. An official bank statement not more than three months old reflecting a minimum positive balance must be submitted either in the student's personal name or the student's financial sponsor's name (in which case an Affidavit of Financial Support is also required). The minimum balance required is determined by program choice, selection of payment option, and number of dependents;
- Copy of passport, including information page, Visa, and I-94 validity page;

Students who return to the Certificate programs after voluntarily withdrawing or being dismissed will have all of their existing grades and GPA carry forward subject to all Catalog policies regarding Repeats.

Therefore, students who have used all their potential Repeats and are not maintaining a 3.0 GPA will not be readmitted into the program.

If a student dismissed due to their failure to meet Satisfactory Academic Progress standards or due to Academic Misconduct is readmitted and then dismissed again for academic reasons, that student is no longer eligible for readmission.

CERTIFICATES (graduate level)

SCHOLASTIC RULES, REGULATIONS, AND ACADEMIC POLICIES

Attendance

As regular attendance and academic achievement are closely linked, University policies concerning student attendance are necessary for ensuring students are meeting the terms of satisfactory academic progress.

It is the policy of the University that once a student is registered in a course, s/he is required to be regular and punctual in class attendance. Class absence DOES NOT excuse the student from learning course material, from submitting required assignments on time, and/or from fulfilling other course requirements. An excused absence is defined as an absence due to legitimate mitigating circumstances (e.g., death in the family, sickness of the student, etc.) that can be documented. When an excused absence is accepted, the student shall still be held to the same standard for making up missed class work, assignments and/or examinations.

Faculty maintain records of student attendance in SSU classes and supply these records to the University for the purposes of advising and/or monitoring the performance of students, especially those on academic probation. At SSU more than four absences (including excused absences) in a course is considered excessive. Students who have more than four absences in a class will receive a failing grade ("F"). Absences are counted from the first official meeting of the class regardless of the date of a student's enrollment. Consequently, a student who registers late must carefully monitor their regular attendance during the remainder of the term.

Regarding online courses, it is the policy of the University that students are required to participate every week in their online course(s) by accessing all the required reading material and assignments made available for a course through the school's online course management system and by submitting or completing the weekly assignments by their due dates. Students that do not submit or complete the required assignments (including online discussions) will be marked absent for the entire week in which those assignments were due. Students who have more than four absences in an online class will receive a failing grade ("F").

Credit Hours

In the Certificate program, Southern States University uses a quarter system in which credit hours are awarded based on the assessment of the knowledge, skills, or competencies acquired. For traditionally delivered courses, each unit of credit is equivalent to, at a minimum, either one hour of classroom study and outside preparation, two hours of laboratory work, three hours of internship or practicum, or a combination of the three times the number of weeks in the term. For nontraditionally delivered courses, each unit of awarded credit is determined to ensure that at least an equivalent amount of work to that in a traditionally delivered course is required, so that the acquired levels of knowledge, skills, and/or competencies is at least equivalent to those acquired in a traditional format.

Certificate Grading System

Grade	Definition	Grade Points
A		4.0
A-		3.7
B+		3.3
B		3.0
B-		2.7
C+		2.3
C		2.0
D		1.0
F		0.0
NP	Not Pass	N/A
P	Pass	N/A
I	Incomplete	N/A
W	Withdrawal	N/A
R	Repeated Course	N/A
AU	Audit	N/A

Grading Definition Explanations

- N/A – Indicates points will not be included in grade point average calculation.
- "P" - Pass. Indicates credit granted with no grade points being assigned.
- "NP" - Not Pass. Indicates no credit or grade points being granted.
- "I" - Incomplete. Given to a student who has not completed mandatory assignments, quizzes, or examinations, at the discretion of the instructor. An incomplete grade will only be given to students who have completed at least seventy percent of a course and cannot continue due to unforeseen circumstances. Final discretion is given to the instructor as to whether this grade is appropriate. Incomplete(s) must be removed no later than one quarter following the quarter in which the "I" is received. An "I" not removed within one quarter will become an "F". No grade points are assigned for an "I" grade. An "F" will be calculated into the grade point average.
- "W" - Withdrawal from the class. This occurs if a student chooses to withdraw from a class after the close of business following the seventh day of the quarter start date. Students can withdraw from a class until the end of the seventh week of the quarter (at the close of business). For specific withdrawal deadlines, students are encouraged to consult the Academic Calendar. Withdrawals remain on the transcript, and no grade points are assigned. "W" is a permanent grade.
- "R" - Repeat. Certificate students may be required to, or may choose to repeat only one class in order to improve academic performance. Students may not repeat courses in which a grade of "B" or better has been earned. The first attempt will be notated with an "R" on official transcripts, but will not be included into GPA calculations. Students will be charged the full tuition rate when repeating a course. Note: If students fail more than one class, they will be administratively dismissed from the program.

For international students, an administrative dismissal will lead to termination of your visa status by the Designated School Official (DSO).

- "AU" - Audit. Students can audit a class. This does not require students to actively participate in regularly graded activities. Audited classes are subject to a special tuition rate and have no effect on GPA calculations or Satisfactory Academic Progress (SAP).

Computing Cumulative Grade Point Averages (GPA)

A student's cumulative grade point average is calculated only from courses for which the student is assigned grade points, and then using the following process: a) Multiply the number of credits for each course by grade points associated with the grade earned; b) Total the grade points earned for all the courses attempted, c) Divide the total grade points earned by the total number of credits for those classes.

Grade Appeals Policy

The University recognizes Faculty's authority to determine student grades. Faculty are required to articulate and document their course requirements and standards of performance in their course syllabi. All grades submitted to the Registrar, reflecting these articulated course requirements and standards of performance, are assumed to be accurate and final. If a student has an issue about an assigned grade, the student should first consult with the Faculty. If, at the conclusion of any such consultation, the student does not believe the issue has been resolved and believes there are legitimate grounds for appealing the grade, the student may file a formal Grade Appeal.

A formal Grade Appeal can be filed when a student can document any of the following:

- An error in calculating the grade has occurred, including situations in which properly and timely submitted assignments have not been accounted for;
- There has been a failure of the Faculty to properly notify students of the course requirements and standards of performance;
- A student's grade is the result of any unlawful discrimination or sexual harassment as comports with the University's policies regarding discrimination.

To be considered, a student's Grade Appeal must be submitted within one academic quarter after the grade has been submitted, and must include any and all evidence and documentation that demonstrates the occurrence of one (or more) of the above-listed grounds for appeal.

A student may file a formal Grade Appeal by submitting a Grade Appeal Form to the Chief Academic Officer detailing the reason or reasons for the appeal of the grade (as articulated above) and including any supporting documentation. The burden is on the student to prove the existence or occurrence of one (or more) of the grounds for appeal.

Grade Appeals will be forwarded to Faculty for a response, and this response must be submitted to the Chief Academic Officer within 10 days of receipt. A final decision by the Chief Academic Officer will be rendered within 30 days of the receipt of the Faculty's response. The decision of the Chief Academic Officer is final and cannot be appealed.

CERTIFICATES (graduate level)

COURSE LISTING

Course Numbering

Southern States University's course numbering system differentiates courses that are appropriate for particular populations of students and helps advisers and students find appropriate courses by providing an indication of the expectations for the level at which the course is taught.

CERTIFICATE COURSES (500 to 599)

Courses within this range designate courses primarily for graduate students.

Courses numbered at the 500 level are for graduate level students. Within this level, even though prerequisites may not be stated, such courses may expect special proficiency or maturity in the discipline. Therefore, there is the expectation that students will complete courses numbered 500 through 519 before courses numbered 520 through 529; courses numbered 530 through 539 are generally designed for students who have completed courses numbered 500 through 529. Where prerequisites are indicated students are required to fulfill the necessary requirements before being permitted to enroll in that course.

Prerequisites

The prerequisite system is designed to ensure that students have sufficient knowledge and ability to succeed in progressively more challenging courses. A student may petition for an exception to a prerequisite if the student can demonstrate sufficient knowledge or ability through another means (e.g., relevant prior course work, assessment levels, certification, license or work experience). A petition form may be obtained from the University Registrar.

Course Number	Course Title	Credits
BU-500	Quantitative Business Fundamentals	3.0

Business management requires a knowledge of quantitative and analytical decision-making methodologies for gathering, organizing, analyzing, and evaluating data and information. This MBA Orientation course is designed to provide students with an introduction to the foundational analytical concepts and quantitative methodologies in the areas of finance, accounting, economics, and statistics. This course is not designed to substitute for the traditional full courses in Accounting, Economics, Finance and Statistics that are part of SSU's MBA program; it covers the analytical frameworks in these disciplines and supplies an appropriate quantitative preparation essential to ensuring that students are "up-to-speed" and prepared for SSU's required MBA program courses.
Prerequisite: None

BU-501 Financial Accounting 4.0

This course provides an introduction to accounting procedures and practices. Students will explore the relationship between business and accounting, and how to analyze business transactions. The course will also explain how the accounting cycle operates and the differences between accrual and cash basis accounting. It will also explain how to determine different methods of inventory and asset valuation, and it will elucidate the importance of earnings and corporate governance.
Prerequisite: BU-500

BU-502 Applied Business Research and Communication Skills 4.0

This course provides an introduction to graduate business studies focusing on the applied business research and communication skills necessary to be successful in both an academic MBA program and the current economic environment and workplace. It covers information literacy, research and research methodologies, oral and written communication skills as well as critical thinking, problem solving and decision-making paradigms. As designed, the course will familiarize students with the tools necessary for the successful presentation of theories and concepts as they apply to real world managerial scenarios including business decision-making. Prerequisite: None

BU-504 Integrated Marketing Communications 4.0

Integrated Marketing Communications will provide an in-depth study of promotional activities, such as advertising, personal selling, sales promotions, and direct marketing, including use of the internet. Emphasis will be placed on strategic planning or promotional activities in order to communicate with customers to achieve marketing objectives. This course will also explore the relationship of integrated marketing communications with other elements of promotional activities. Prerequisite: None

BU-506 Managerial Economics 4.0

This course is designed to help students analyze and think through economic problems as an executive manager or as a consumer. It teaches the skills needed to develop a working understanding of the basic principles of economics, for the purpose of making decisions within a complex business and economic environment. It also emphasizes the quantitative and qualitative applications of economics to business analysis. Prerequisite: BU-500

BU-510 Operations Management 4.0

Operations Management is the implementation of the business plan by developing and executing a system which transforms inputs into finished goods or services. This course provides an overview of the concepts and quantitative methods by which managers can oversee a firm's operations and develop a competitive advantage through those operations. Topics will include forecasting, project planning, aggregate planning, inventory modeling, scheduling, materials requirements planning, strategies for location, process, layout, and supply chain management. Prerequisite: None

BU-517 Business Law 4.0

This course will provide an overview of the ethical issues and laws that affect business sustainability. Students will also learn the relationship between ethics and laws, and how they have an overall impact on the stakeholders in an organization. Students will analyze various sources, statutes, and regulatory issues that affect domestic and international business operations. Prerequisite: None

BU-521 Organizational Leadership 4.0

This course will analyze the impact of leadership on organizational effectiveness. It will attempt to differentiate between a leader and a manager, and how each can be vital to an organization's success. Students will also learn new attributes of successful leaders, including interpersonal skills, attitudes, and behaviors, which can facilitate effective leadership within different types of organizations. Prerequisite: None

BU-524 Strategic Management 4.0

In this course, students will develop the ability to identify and frame complex strategic issues in operations, design operating strategies that address those issues, and take effective action to achieve the full potential of the decisions. This course will also explore the economic principles of business strategy, and develop an analytical framework for identifying and evaluating alternative strategies. It focuses on the major managerial issues associated with project management, and the tools and techniques that can be used to address them. Prerequisite: None

BU-530 Globalization of Business 4.0

Students will identify and analyze various concepts and frameworks associated with the global business environment, including strategic analysis, growth and opportunity identification, and structure from both a cultural and an organizational perspective. Students will also explore international management practices and how they differ based upon the configuration of an organization. Prerequisite: None

BU-536 Global Strategy and Management 4.0

Students in this class will look at various issues that confront organizations that are multi-domestic, transnational, and international. Case study analysis will be used to determine whether specific actions or strategies were successful. Particular attention will be given to strategies, including joint ventures, strategic alliances, acquisitions, mergers, foreign direct investments and various methods of importing and exporting. Prerequisite: None

IT-500 IT Foundations 2.0

IT Foundations covers several most commonly used aspects of information technology, at a level which can be easily be grasped by non–majors. It presents HTML and Webpage creation, elements of human–computer interaction, digital representation of numeric, textual, and multimedia data, networks and databases, social impacts of IT, security mechanisms and privacy issues, and programming in JavaScript. Prerequisite: None

IT-501 Information Technology Systems 4.0

Information Technology Systems initially covers overviews of information systems in organizations, hardware, software, database systems, the Internet and Web. It then covers various aspects of business information systems such as electronic and mobile commerce, enterprise systems, decision support systems, and knowledge management. It then covers the various aspects of information systems development namely, investigation, analysis, design, implementation, maintenance, and review. Then security, privacy, and ethical issues in information systems are covered. Prerequisite: IT 500

IT-502 Systems Analysis and Design 4.0

This course in systems analysis and design covers: Information systems analysis fundamentals, requirements elicitation and modeling, structured analysis, specification, design and implementation, system documentation and maintenance, and quality assurance and implementation in information systems. Prerequisite: IT 500

IT-510 Database Systems 4.0

Database systems covers the essentials of database design and management. Emphasis is placed on logical design of database systems, entity-relationship model, relational model, object-oriented model, normalization, query languages, query processing, query optimization, integrity assertions and security, and database administration. Prerequisite: IT 500

IT-513 Computer Networks 4.0

Computer Networks covers the protocol layers underlying modern networks. Specific topics covered are: Overview of history of computer networks leading up the modern day Internet and Wireless networks; protocol layers such as application layer (e.g., HTTP, FTP, SMTP, DNS), transport layer (e.g., TCP, UDP), and network layer (e.g., IP), link layer (LANs, multi-access networks); overview of wireless and mobile networks; and network security. Prerequisite: IT 501

IT-516 Web Information Systems 4.0

Web Information Systems covers the major technologies driving the development of web pages, dynamic content in web pages, web servers, and databases. It also covers Rich Internet Applications (RIA), database accesses via web applications, and web application development. Prerequisite: IT 501, IT 510

IT-517 Electronic Commerce Systems 4.0

Electronic Commerce Systems covers the key elements comprising electronic commerce. Topics covered are: E-commerce business models, E-commerce categories and applications (B2B, B2C, and C2C), E-commerce infrastructure (Internet, web, and mobile platforms), E-commerce payment systems, E-commerce security, E-commerce marketing and advertisement, online retailing and services, online auction strategies, social and ethical issues in E-commerce. Prerequisite: IT 510, IT 513

IT-520 Information Security 4.0

Information Security focuses on various important aspects of security in a present-day information system. This course covers: Historical developments and components of information security, business needs of information security, legal, ethical, and professional issues in information security, risk management, planning for security, security technology and tools, cryptography and cryptographic tools, implementing information security, and information security maintenance. Prerequisite: IT 501, IT 513

IT-530 Cloud Computing 4.0

Cloud Computing presents the fundamentals, mechanisms, architecture, and models of cloud computing, as well as working with a cloud computing system. This course covers: Fundamental concepts and models in cloud computing, cloud computing deployment models, cloud computing architecture layers, security in cloud computing, cloud infrastructure and management mechanisms, cloud service models, and cloud services and cost optimization techniques. Prerequisite: IT 513

IT-531 Data Analytics 4.0

Data Analytics initially covers the basics of big data, analytics process model, data collection, sampling, and preprocessing. It then covers predictive analytics techniques (e.g., linear regression, logistic regression, decision trees, support vector machines), descriptive analytics techniques (association rules, sequence rules, segmentation), survival analysis (measurements, Kaplan-Meier analysis, parametric survival analysis), social networks analysis (metrics, relational neighbor classifier, relational neighbor classifier, collective inference), benchmarking and data quality, and applications of analytics techniques in several commonly used applications. Prerequisite: IT 510

IT-532 Computer Forensics 4.0

Computer Forensics covers investigative processes, procedures, and challenges, the technologies behind various hardware and software from where evidence can be gathered, the technologies used in the search, collection, examination, and analysis of digital evidence, and presentation of computer forensic evidence in a court of law. Prerequisite: IT 520

IT-533 Ethical Issues in IT 4.0

Ethical Issues in IT provides an in-depth study of various aspects of ethical practices in the uses and applications of information technology. Emphasis is placed on computer-related codes of ethics, ethics and responsibility of IT professionals and users, computer and Internet crimes, intellectual property issues, social networking ethical issues, privacy and anonymity, and impacts of globalization. Prerequisite: IT 501

CERTIFICATES (graduate level)

TRANSFER CREDIT

External Transfers

Transfer credit is not allowed in the Certificate Programs. Credit from SSU's Master of Business Administration (MBA) or Master of Science in Information Technology (MSIT) programs is not allowed.

Internal Transfers

All credits earned in SSU's Certificate in Business Administration and Certificate in Strategic Management are internally transferable to SSU's Master of Business Administration (MBA) program; similarly, all credits earned in SSU's Certificate in Information Technology are internally transferable to SSU's Master of Science in Information Technology (MSIT) program. All grades and GPA points will carry over to the new program, subject to all Catalog policies.

NOTICE CONCERNING TRANSFERABILITY OF CREDITS AND CREDENTIALS EARNED AT OUR INSTITUTION

The transferability of credits you earn at Southern States University is at the complete discretion of an institution to which you may seek to transfer. Acceptance of the Certificate you earn in Marketing is also at the complete discretion of the institution to which you may seek to transfer. If the credits or certificate that you earn at this institution are not accepted at the institution to which you seek to transfer, you may be required to repeat some or all of your coursework at that institution. For this reason you should make certain that your attendance at this institution will meet your educational goals. This may include contacting an institution to which you may seek to transfer after attending Southern States University to determine if your credits or degree will transfer.

Southern States University has not entered into articulation or transfer agreements with any other college or university.

GRADUATE CERTIFICATES SATISFACTORY ACADEMIC PROGRESS (SAP)

In order to progress satisfactorily through an educational program, students must meet the following standards of Satisfactory Academic Progress (SAP) or they will be dismissed from the University.

1) All students must complete their program within the Maximum Time Frame (MTF), which is 1.5 times the expected time for program completion.
2) Maximum credit hours reflect the maximum allowable quarterly credits before a student is required to graduate or is disqualified from a program.
3) Graduate students must maintain a minimum cumulative grade point average (GPA) of 3.0 to meet graduation requirements. (See Grading section under Scholastic Rules, Regulations and Academic Policies for information on how to calculate GPA.)
4) Withdrawals remain on the transcript, and no grade points are assigned. "W" is a permanent grade. A withdrawal does not affect the cumulative grade point average (CGPA).
5) No grade points are assigned for an "I" grade. A "I" or incomplete does not affect the cumulative grade point average (CGPA).
6) Students may be required to, or may choose to repeat a class in order to improve academic performance. Certificate students may repeat up to one course. Classes may only be repeated one time. Students may not repeat courses in which a grade of "B" or better has been earned. The new grade will be included in the GPA computation and the first attempt will be removed. The first attempt will be notated with an "R" on official transcripts, but will-not be included into GPA calculations. Students will be charged the full tuition rate when repeating a course.
7) Students can audit a class. This does not require students to actively participate in regularly graded activities. Audited classes are subject to a special tuition rate and have no effect on GPA calculations or Satisfactory Academic Progress (SAP).
8) Transferred credit receives no grade for each transferred class, and the credit is not entered into grade point average. Transfer credit does not affect the Maximum Time Frame.

Program	Credits Required for Graduation	Maximum Time Frame	Maximum Credit Hours
Certificate in Business Administration	27	5 Quarters	40 Credit Hours
Certificate in Strategic Management	27	5 Quarters	40 Credit Hours
Certificate in Information Technology	26	5 Quarters	39 Credit Hours

The following measurements are used to determine Satisfactory Academic Progress:

4. A percentage of the Maximum Time Frame (MTF);
5. Minimum cumulative (GPA);
6. Minimum Successful Completion Rate (MSCR)

Program	Total Required Credits Attempted	Percentage of Total Required Credits Attempted	Minimum Cumulative GPA	Minimum Successful Completion Rate
Certificate in Business Administration	15	55%	3.0	60%
	27	100%	3.0	67%
Certificate in Strategic Management	15	55%	3.0	60%
	27	100%	3.0	67%
Certificate in Information Technology	13	50%	3.0	60%
	26	100%	3.0	67%

Both the Minimum Successful Completion Rate and the Cumulative GPA are evaluated at the end of each academic year (an academic year is three quarters in which courses are attempted in each quarter). Additionally, the Minimum Cumulative GPA is evaluated at the end of every academic quarter.

Students who have reached 100% of their MTF are ineligible for Academic Probation, and are subject to immediate dismissal from the University

Policies on Satisfactory Academic Progress (SAP)

- Students are required to abide by attendance policies to achieve Satisfactory Academic Progress.
- The following grades will lower the percentage of courses successfully completed because of their inclusion in courses attempted:
  - ❖ D or F, which are both failing grades
  - ❖ NP or No Pass
  - ❖ I or Incomplete
  - ❖ W or Withdrawal
- Course repetitions will be counted twice in the percentage of courses attempted, but will only be applied once toward the number of courses completed.
- Courses that have been audited or transferred from another institution are not calculated into the GPA for purposes of SAP.
- If a student completes or leaves the SSU Certificate program and later seeks readmission, or a higher degree at SSU, the Certificate credits/grades will carry over to the new SSU program for purposes GPA and SAP.

Academic Probation

Students who fail to abide by the terms of SAP will be placed on academic probation. Graduate program students must maintain an overall grade point average of 3.0 for all graduate work attempted. A grade-point average of less than 3.0 will result in the student being placed on academic probation.

A student is also subject to academic probation if s/he has three or more 'Incompletes' at any time. An "Incomplete" for more than one quarter reverts to an "F" (failing) grade.

When a student is placed on probation because of a substandard grade-point average, the student is required to meet with an Academic Advisor. A plan for improving the grade-point average to 3.0 or above is made. Graduate students are allowed two quarters to correct their academic deficiencies (if they do not exceed the Maximum Time Frame). The University recommends that any coursework in which a letter grade of "C" was earned should be repeated while on academic probation.

If a student corrects their academic deficiencies within the allowable time frame they will be removed from probationary status.

SAP Dismissal

Students who are on Academic Probation will be dismissed from the University if they fail to abide by the terms of their Academic Probation and/or do not rectify their academic deficiencies in the time allotted.

For International Students: Students who have been dismissed for lack of Satisfactory Academic Progress will fall out of status, resulting in termination of their SEVIS I-20.

Satisfactory Academic Progress Dismissal Appeals Policy

Satisfactory Academic Progress (SAP) defines the standards that University students must meet to continue their studies; failure to meet these standards will result in dismissal from the University. Prior to being dismissed from the University, when a determination has been made that a student is not meeting SAP, that student will be placed on academic probation (see above section on Academic Probation for probationary terms). If the student fails to meet the terms of their academic probation and correct their academic deficiencies, they will be summarily dismissed from the University (SAP Dismissal).

If a student has been dismissed due to not meeting SAP standards, and wishes to appeal his/her dismissal, the student should first consult with his/her Academic Advisor. If, at the conclusion of any such consultation, the student does not believe there are legitimate grounds for their dismissal, they may file an SAP Dismissal Appeal with the Chief Academic Officer.

An SAP Dismissal Appeal is normally granted when a student can document that a) they have met the terms of their academic probation, and b) legitimate mitigating circumstances, beyond the student's control, were present which affected their academic performance (i.e., personal illness or accident, illness or accident of immediate family or family member, loss of housing, military duty, etc.). An SAP Dismissal Appeal must address the student's compliance with the terms of their probation and explain the mitigating circumstances that led to the substandard academic performance during the probationary period that resulted in their dismissal. Supporting documentation (e.g., doctor's notes, military orders, etc.) must be included with the appeal to substantiate the mitigating circumstances.

The Chief Academic Officer is looking for evidence that a student has met the terms of their academic probation and adequately identified and resolved the issues that led to their substandard academic performance before granting an appeal and permitting them to continue their studies on a reinstatement probationary quarter. Students should provide an explanation of how the circumstances have been

resolved, changed or will be different if they are reinstated and permitted to continue their studies. It is strongly recommended that a student meet with their Academic Advisor before submitting their appeal.

To be considered, a student's SAP Dismissal Appeal must be submitted within 15 days after they have been notified of their dismissal and must include any and all evidence and documentation. A student's appeal is considered complete when it is submitted and students will not be permitted to supply any additional facts and/or documentation on their own volition; however, a student may be asked for additional information if it is deemed necessary by the Chief Academic Officer.

A final decision by the Chief Academic Officer will be rendered within 15 days of the SAP Dismissal Appeal submittal. The decision of the Chief Academic Officer is final and cannot be appealed.

The appeals process does not affect the maximum time frame. An appeal does not stop the clock on graduating within the specific time period.

Qualifying Appeals

If a student qualifies for an appeal based on mitigating circumstances, the student will be placed on a reinstatement probationary quarter. At the end of a student's reinstatement probationary quarter, the student will either: 1) be dismissed; 2) remain on reinstatement for one additional quarter; or 3) be returned to good standing. Requirements and criteria for each of these are as follows:

4. The student is dismissed if:
    a. They withdrew from all courses during the quarter; or
    b. The GPA for the reinstatement probationary quarter was below 3.0.
5. The student remains on reinstatement probation for one additional quarter if the student's GPA for the reinstatement probationary quarter was at least 3.0, but the student's cumulative GPA remains below 3.0. At the end of the second reinstatement probationary quarter, the student is dismissed if:
        i. The student withdrew from all courses during the quarter; or
        ii. They have not corrected their academic deficiencies and their cumulative GPA is below 3.0.
6. The student returns to good standing if:
    a. The student has completed the quarter; and
    b. The student's cumulative GPA has improved to at least 3.0.

PROFESSIONAL PROGRAM

Short-Term, Non-Degree, Non-Credit Courses

Overview

Southern States University's Professional Program consists of individual, short-term professional courses of four weeks each that take place in the classroom. These courses are geared towards individuals that are exploring a new field or want to augment their knowledge and skills in their profession. Each course is a non-degree, non-credit course that presents an introduction to a respective subject matter while applying analytical, communications, team-work, and critical -thinking skills. Throughout each course, students follow textbook-based or case study materials while having lectures, class discussions, and group projects. At the end of each course, students present their group project involving their strategic recommendations of real-world scenarios.

A typical Professional Program class consists of 15 to 30 students. Each course has required learning materials. Classes are offered during the day or evening to fit a variety of schedules. Each course lasts four weeks for a total of 72 hours of meeting time, which is 18 hours per week.

Courses:

- Marketing
- Entrepreneurship
- Business Law
- Operations Management
- Strategic Management
- Public Speaking

Upon completion of a course, a Professional Program student will be able to:

- Apply the learned subject-matter in a professional-setting.
- Explore the subject-matter beyond the basic level.
- Apply analytical, communications, team-work, and critical -thinking skills in their own personal and professional lives.

Attendance Requirement

As regular attendance and successful student learning are closely linked, University policies concerning student attendance are necessary for ensuring students are meeting their learning goals.

It is the policy of the University that students are required to be regular and punctual in class attendance. In order to receive a "Certificate of Completion" in a course, a student needs to have a minimum of 60 hours of attendance (83% attendance) and complete the course. Full attendance requires full participation in class.

Instructional Modalities

Southern States University's Professional Program courses are offered via on-campus residential instruction only. Residential instruction occurs in a classroom setting throughout the year at various Southern States University locations. Students are encouraged to visit our website at www.ssu.edu to view the current course schedule. Once enrolled, students are encouraged to use SSU's on-campus and online libraries, and local public libraries to find resources and information they need as they progress through their program of study.

Admission Rules and Standards

Admission to each course in the Professional Program is open to the public as long as the following are submitted:

- Complete and submit an Application for Admission
- Submit the non-refundable application fee of $100
- Provide verification of completion of a high school diploma (from a state-recognized school), High School Equivalency, or Certificate of Equivalency/Proficiency

English Language Proficiency

Regardless of country of birth or citizenship, immigrant or nonimmigrant status, all applicants to the Professional Program are expected to have English language proficiency. It is advised that students have English-language skills at the intermediate or higher levels.

International Students and Visitors (non-U.S. residents)

The Professional Program is available to anyone residing in or visiting the U.S. International students already studying in the U.S. should consult their own Designated School Official (DSO) to see if enrollment in this program is in compliance with their visa requirements.

COURSE DESCRIPTIONS

Course Number	Course Title	Clock Hours
PEP 001	**Marketing**	**72 hours**

This is a short-term, non-credit course that is part of the Professional Program at Southern States University. Using reading and case study materials from the Harvard Business School, this course presents the foundations in marketing. Topics such as Marketing Fundamentals, Marketing Strategy, 5 Cs and 4Ps in Marketing, Consumer Behavior, Consumer Buying Process, Consumer Decision-Making, Market Segmentation, Targeting, and Product Positioning are the main focus of this course that will equip the student with a basic understanding of marketing strategy. At the end of the course, students will analyze and present their strategic recommendations in marketing plan for an existing company. **Prerequisite:** None. **Co-requisite:** None. **Advised English Proficiency**: Intermediate or Higher Level.

PEP 002	**Entrepreneurship**	**72 hours**

This is a short-term, non-credit course that is part of the Professional Program at Southern States University. Using reading and case study materials from the Harvard Business School, this course presents the foundations in entrepreneurship. Topics such as Business Models and Entrepreneurial Ventures, Entrepreneurship, Startup, Venture Life Cycle, Marketing and Sales in the New Venture, Entrepreneurial Finance, and Business Plan are the main focus of this course that will equip the student with a basic understanding of the entrepreneurship world. At the end of the course, students will analyze and present their strategic recommendations in business plan for a start-up company. **Prerequisite:** None. **Co-requisite:** None. **Advised English Proficiency**: Intermediate or Higher Level.

PEP 003	**Operations Management**	**72 hours**

This is a short-term, non-credit course that is part of the Professional Program at Southern States University. Using reading and case study materials from the Harvard Business School, this course presents the foundations in operations management. Topics such as Operations Management, Process Improvement, Logistics, Supply Chain Management, Performance Measurement, Quality Management, Service Quality, and Operations Strategy Plan are the main focus of this course that will equip the student with a basic understanding of the tools in operations management. At the end of the course, students will analyze and present their strategic recommendations in an operations strategy plan for an existing company. **Prerequisite:** None. **Co-requisite:** None. **Advised English Proficiency**: Intermediate or Higher Level.

Course Number	Course Title	Clock Hours
PEP 004	**Strategic Management**	**72 hours**

This is a short-term, non-credit course that is part of the Professional Program at Southern States University. Using reading and case study materials from the Harvard Business School, this course presents the foundations in strategic management. Topics such as Strategy, Competitive Advantage, Five Forces Model, Industry Analysis, Competitive Advantage, Strategic Planning, Sustainable Competitive Advantage, Value Proposition, Balanced Scorecard, Implementing Strategy, and Strategic Plan are the main focus of this course that will equip the student with a basic understanding of the tools in strategic management. At the end of the course, students will analyze and present their business recommendations in a strategic plan for an existing company. **Prerequisite:** None. **Co-requisite:** None. **Advised English Proficiency**: Intermediate or Higher Level.

PEP 005	**Business Law**	**72 hours**

This is a short-term, non-credit course that is part of the Professional Program at Southern States University. Using reading and case study materials from a reputable business law textbook, this course presents an overview of the ethical issues and laws that affect business sustainability. Students will also learn the relationship between ethics and laws, and how they have an overall impact on the stakeholders in an organization. The course will analyze various sources, statutes, and regulatory issues that affect U.S. business operations. At the end of the course, students will analyze and present their analysis of an existing business law case. **Prerequisite:** None. **Co-requisite:** None. **Advised English Proficiency**: Intermediate or Higher Level.

PEP 006	**Public Speaking**	**72 hours**

This is a short-term, non-credit course that is part of the Professional Program at Southern States University. This course introduces students to rhetoric in oral discourse and includes the principles, theories, and practices of speech communication in interpersonal, small group, and public situations. Students will learn the components of speech organization, audience analysis, delivery, and presentation. At the end of the course, students will present several types of speeches geared towards the business community. **Prerequisite:** None. **Co-requisite:** None. **Advised English Proficiency**: Intermediate or Higher Level.

SAMPLE COURSE SCHEDULE

PERIOD	MONDAY	TUESDAY	WEDNESDAY	THURSDAY
12:30 pm - 1:30 pm	Lecture			Field Trips 9 am – 2 pm
1:30 pm - 1:45 pm	Break			
1:45 pm - 3:00 pm	Lecture			
3:00 pm - 3:15 pm	Break			
3:15 pm - 4:00 pm	Case Study Class Discussion			
4:00 pm - 4:15 pm	Break			
4:15 pm - 5:00 pm	Group Project			

SOUTHERN STATES UNIVERSITY

CATALOG SUPPLEMENT

Revised 9/29/2015

TUITION, FEES, INCIDENTAL PROGRAM COSTS, AND REFUND POLICIES. PG. 139-147

ACADEMIC CALENDAR 2014-2015 PG. 148-150

FACULTY PG. 151-154

ADMINISTRATION AND STAFF PG. 155

TUITION, FEES, INCIDENTAL PROGRAM COSTS AND REFUND POLICIES

Bachelor of Business Administration (BBA)

Program Costs

Total Tuition 180 Quarter Credits x $125/unit	$22,500*
Non-refundable Student Tuition Recovery Fund (STRF) Fee	$0.00

A normal academic course load for BBA students consists of 13.5 credit hours per term, which would result in tuition fee charges of $1,687.50/term plus library fees of $75/term and a $40 payment processing fee/payment on the Quarterly Payment Plan.

Master of Business Administration (MBA)

Program Costs

Total Tuition 65 Quarter Credits x $155/unit	$10,075*
Non-refundable Student Tuition Recovery Fund (STRF) Fee	$0.00

A normal academic course load for MBA students consists of 8 credit hours per term, which would result in tuition fee charges of $1,240.00/term plus library fees of $75/term and a $40 payment processing fee/payment on the Quarterly Payment Plan.

Current students are bound by the pricing and terms included in their Enrollment Agreement, which is consistent with the SSU Catalog in effect at the time of initial enrollment.

***Tuition and Fees Subject to Change at Any Time with Prior Notice**

Master of Science in Information Technology (MSIT)

Program Costs

Total Tuition 56 Quarter Credits x $325/unit	$18,200*
Non-refundable Student Tuition Recovery Fund (STRF) Fee	$0.00

A normal academic course load for MSIT students consists of 8 credit hours per term, which would result in tuition fee charges of $2,600.00/term plus library fees of $75/term and a $40 payment processing fee/payment on the Quarterly Payment Plan.

Current students are bound by the pricing and terms included in their Enrollment Agreement, which is consistent with the SSU Catalog in effect at the time of initial enrollment.

***Tuition and Fees Subject to Change at Any Time with Prior Notice**

Supplementary Fees*
Degree Programs

Mandatory Fees		Amount
Application Fee (non-refundable)		$100
Library and Technology Fee		$ 75 per quarter
Payment Processing Fee		$40 per tuition payment
Graduation Fee		$150
ID Card		$20
Orientation Fee		$ 75 * not applicable for returning students
Evaluation/Critique of Final Project (MBA & MSIT Only)		$500
Optional Fees:		
General Degree Evaluation	*2 Weeks Service	$80
	*5 Days Service	$155
	*24 Hours Service	$255
Detailed Degree Evaluation	*2 Weeks Service	$170
	*5 Days Service	$245
	*24 Hours Service	$350
Transcript Fee		$25
ID Card Replacement Fee		$20
Payment Plan Change Fee (except monthly to quarterly)		$50
Add/Drop Fee (following Add/Drop Deadline)		$ 40 /per course
Class Audit Fee		$350 /per class
Withdrawal Fee (from the University)		$100
Diploma Reprint Fee		$100
Diploma Rush Fee		$100
CPT/OPT/COS (Change Of Status) Consultation Fee		$100
I-20 Replacement Fee		$30
International Courier Fee		$85
International Booking Fee (applies only to documents sent to SSU from outside the U.S.)		$400
Domestic Courier Fee		$25
Returned Check Fee		$35
Bank Wire Transfer Fee		$30

***Tuition and Fees Subject to Change at Any Time with Prior Notice**

Effective: 7/14/2015

Decrease in Interest Rate for $350 Payment Plan of Degree Program Students

The interest rate of $350 payment plan has been decreased from 8% to 3%. Southern States University will continually maintain current quality of programs and services. The interest rate decrease will be only affected within the final tuition payment of students who have chosen and will choose 350 payment plan under both MBA program and BBA program.

$350 Payment Plan-with 3% interest rate

MBA Program

- 26 payments of **$350** (every 4 weeks) plus 26 payments of **$65 ($40 processing fee +$25 library and Tech fee/payment)** (every 4 weeks) =**$415 every 4 weeks**

- There will be **one final tuition payment of $1,277.25** ($975 ($10,075-$9,100) plus 3% financing interest on ($10,075) of $302.25). **It can be paid in 2 installments of $638.625.**

- Total tuition payment:
$350*26 + ($40+$25)*26 +$975 +3%*$10,075 =$9,100 + $1,690+$975 + $302.25
= $12,067.25 plus all fees applicable.

BBA Program

- 52 payments of **$350** (every 4 weeks) plus 52 payments of **$65 ($40 processing fee +$25 library and Tech fee/payment)** (every 4 weeks) =**$415 every 4 weeks**

- There will be **one final tuition payment of $4,975** ($4,300($22,500-$18,200) plus 3% financing interest on ($22,500) of $675). **It can be paid in 2 installments of $2487.50.**

- Total tuition payment:
$350*52 + ($40+$25)*52 +$4300 +3%*$22,500 =$18.200 + $3,380+$4,300 + $675
= $ 26555 plus all fees applicable.

*- If a student fail a class he/she has to pay the **$350/4 weeks** payment plan **plus** the total price for the failed class before starting the quarter*

8%interest rate-BBA (Old)

	4 weeks Payment	Estimated # of months per Quarter	Estimated Total Tuition	Estimated Total to be Paid	What is included
❒	$350 Payment plan	52	$23,550.00	$27,680.00	Tuition +Lib&Tech fee + P Fee + 8% Interest fee

3%interest rate-BBA (New)

	4 weeks Payment	Estimated # of months per Quarter	Estimated Total Tuition	Estimated Total to be Paid	What is included
❒	$350 Payment plan	52	$23,550.00	$26,555.00	Tuition +Lib&Tech fee + P Fee + 3% Interest fee

8%interest rate-MBA (Old)

	4 weeks Payment	Estimated # of months per Quarter	Estimated Total Tuition	Estimated Total to be Paid	What is included
❒	$350 Payment plan	26	$10,075.00	$12,571.00	Tuition +Lib&Tech fee + P Fee + 8% Interest fee

3%interest rate-MBA (New)

	4 weeks Payment	Estimated # of months per Quarter	Estimated Total Tuition	Estimated Total to be Paid	What is included
❒	$350 Payment plan	26	$10,075.00	$12,067.25	Tuition +Lib&Tech fee + P Fee + 3% Interest fee

STUDENT TUITION RECOVERY FUND

The State of California created the Student Tuition Recovery Fund (STRF) to relieve or mitigate economic losses suffered students who are California residents, or are enrolled in a residency program attending certain schools regulated by the Bureau for Private Postsecondary and Vocational Education.

You may be eligible for STRF if you are a California resident or are enrolled in a residency program, prepaid tuition, paid the STRF assessment, and suffered an economic loss as a result of any of the following:

1. The school closed before the course of instruction was completed.
2. The school's failure to pay refunds or charges on behalf of a student to a third party for license fees or any other purpose, or to provide equipment or materials for which a charge was collected within 180 days before the closure of the school.
3. The school's failure to pay or reimburse loan proceeds under a federally guaranteed student loan program as required by law or to pay or reimburse proceeds received by the school prior to closure in excess of tuition and other costs.
4. There was a material failure to comply with the Act or this Division within 30 days before the school closed or, if the material failure began earlier than 30 days prior to closure, the period determined by the Bureau.
5. An inability after diligent efforts to prosecute, prove, and collect on a judgment against the institution for a violation of the Act.

However, no claim can be paid to any student without a social security number or a taxpayer identification number.

You must pay the state-imposed assessment for the Student Tuition Recovery Fund (STRF) if all of the following applies to you:

1. You are a student, who is a California resident, or are enrolled in a residency program, and prepay all or part of your tuition either by cash, guaranteed student loans, or personal loans, and
2. Your total charges are not paid by any third-party payer such as an employer, government program or other payer unless you have a separate agreement to repay the third party.

You are not eligible for protection from the STRF and you are not required to pay the STRF assessment, if either of the following applies:

1. You are not a California resident, or are not enrolled in a residency program, or
2. Your total charges are paid by a third party, such as an employer, government program or other payer, and you have no separate agreement to repay the third party."

Questions regarding the STRF may be directed to the Bureau for Private Postsecondary Education, P.O. Box 980818, West Sacramento, CA 95798-0818, www.bppe.ca.gov, 1-800-370-7589.

Intensive English Program (IEP) Fees*

Program Costs	
Tuition (4 weeks) – Early Morning Program - 18 hours/week	$195
Tuition (4 weeks) – Morning Program - 18 hours/week	$350
Tuition (4 Weeks) – Afternoon Program - 18 hours/week	$195
Tuition (4 Weeks) – Evening Program - 18 hours/week	$250
TOEFL Preparation - 18 hours/week	$350
Accent Reduction/Pronunciation - 2 hours/week	$100
Mandatory Fees	
Application Fee (non-refundable)**	$100
Non-refundable Student Tuition Recovery Fund (STRF) Fee (Assessed Quarterly)	$.00
Textbook Fee (per level)	$65
IEP Course Materials Fee (Assessed Quarterly)	$25
Incidental Fees	
International Booking Fee (applies only to documents sent to SSU from outside the U.S.)	$400
International Courier Fee	$85
Domestic Courier Fee	$25
I-20 Replacement Fee	$30
Document Reprint Fee	$30
Bank Wire Fee	$30
Payment Processing Fee (on all payments more than $200)	$20
Returned Check Fee	$35
Airport Transfer (optional)	$50
Accommodation Placement Fee (optional)	$150
American Homestay Fees (optional and upon availability)	$650-$875

***Tuition and Fees Subject to Change at Any Time with Prior Notice**

Undergraduate-Level Business Certificate Programs

	Program Costs
Total Tuition 40.5 Quarter Credits x $125/unit	$5,063*
Non-refundable Student Tuition Recovery Fund (STRF) Fee	$0.00

A normal academic course load for Certificate students consists of 13.5 credit hours per term, which would result in tuition fee charges of $1,687.50/term plus library fees of $75/term and a $40 payment processing fee/payment on the Quarterly Payment Plan.

Current students are bound by the pricing and terms included in their Enrollment Agreement, which is consistent with the SSU Catalog in effect at the time of initial enrollment.

Graduate-Level Business Certificate Programs

	Program Costs
Total Tuition 27 Quarter Credits x $155/unit	$4,185*
Non-refundable Student Tuition Recovery Fund (STRF) Fee	$0.00

A normal academic course load for Certificate students consists of 8 credit hours per term, which would result in tuition fee charges of $1,240.00/term plus library fees of $75/term and a $40 payment processing fee/payment on the Quarterly Payment Plan.

Current students are bound by the pricing and terms included in their Enrollment Agreement, which is consistent with the SSU Catalog in effect at the time of initial enrollment.

***Tuition and Fees Subject to Change at Any Time with Prior Notice**

Graduate-Level Certificate in Information Technology

Program Costs

Total Tuition 26 Quarter Credits x $325/unit	$8450*
Non-refundable Student Tuition Recovery Fund (STRF) Fee	$0.00

A normal academic course load for Certificate students consists of 8 credit hours per term, which would result in tuition fee charges of $2600.00/term plus library fees of $75/term and a $40 payment processing fee/payment on the Quarterly Payment Plan.

Current students are bound by the pricing and terms included in their Enrollment Agreement, which is consistent with the SSU Catalog in effect at the time of initial enrollment.

***Tuition and Fees Subject to Change at Any Time with Prior Notice**

Supplementary Fees*
Certificate Programs

Mandatory Fees		Amount
Application Fee (non-refundable)		$100
Library and Technology Fee		$ 75 per quarter
Payment Processing Fee		$40 per tuition payment
Completion Fee		$150
ID Card		$20
Orientation Fee		$ 75 * not applicable for returning students
Optional Fees:		
General Degree Evaluation	*2 Weeks Service	$80
	*5 Days Service	$155
	*24 Hours Service	$255
Detailed Degree Evaluation	*2 Weeks Service	$170
	*5 Days Service	$245
	*24 Hours Service	$350
Transcript Fee		$25
ID Card Replacement Fee		$20
Payment Plan Change Fee (except monthly to quarterly)		$25
Add/Drop Fee (following Add/Drop Deadline)		$ 40 /per course
Class Audit Fee		$350 /per class
Withdrawal Fee (from the program)		$100
OPT Assistance Fee		$100
I-20 Replacement Fee		$30
International Courier Fee		$85
International Booking Fee (applies only to documents sent to SSU from outside the U.S.)		$400
Domestic Courier Fee		$25
Returned Check Fee		$35
Bank Wire Transfer Fee		$30

***Tuition and Fees Subject to Change at Any Time with Prior Notice**

COURSE FEES*

Costs Per Course	
Tuition (each course)	$1200
Mandatory Fees (per course)	
Application Fee (non-refundable)	$100
Non-refundable Student Tuition Recovery Fund (STRF) Fee	$0.00
Course Materials Fee (varies by course)	$50-$150
Incidental Fees (per course)	
International Booking Fee (applies only to documents sent to SSU from outside the U.S.)	$400
International Courier Fee	$85
Domestic Courier Fee	$25
Document Reprint Fee	$30
Bank Wire Fee	$30
Payment Processing Fee (on all payments more than $190)	$20
Returned Check Fee	$35
Airport Transfer (optional)	$50
Accommodation Placement Fee (optional)	$150
American Homestay Fees (optional and upon availability)	$650-$875

***Tuition and Fees Subject to Change at Any Time with Prior Notice**

ACADEMIC CALENDARS 2015-16

DEGREE & CERTIFICATE PROGRAMS:

Fall 2015 (Degree & Certificate Programs)

Registration Deadline:	September 19, 2015
Orientation Class for New MBA Students:	October 5
First Day of Classes:	October 12, 2015
Last Day to Drop for 100% Refund:	October 19, 2015
Last Day to Withdraw:	November 23, 2015
Final Day of Classes:	December 19, 2015
Grades Posted:	December 29, 2015

Holidays: No Class on Thursday, Friday, and Saturday, November 26

NOTE: Holiday class cancellations are made-up with either an online or in-class meeting. Contact your instructor for details.

Winter 2016 (Degree & Certificate Programs)

Registration Deadline:	December 19, 2015
Orientation Class for New MBA Students:	January 4 to 6, 2016
First Day of Classes:	January 11, 2016
Last Day to Drop for 100% Refund:	January 18, 2016
Last Day to Withdraw:	February 22, 2016
Final Day of Classes:	March 19, 2016
Grades Posted:	March 26, 2016

Holiday: No Class on Monday, February 15, 2015 (Presidents Day)

NOTE: Holiday class cancellations are made-up with either an online or in-class meeting. Contact your instructor for details.

Spring 2016 (Degree & Certificate Programs)

Registration Deadline:	March 19, 2016
Orientation Class for New MBA Students:	April 4 to 6, 2016
First Day of Classes:	April 11, 2016
Last Day to Drop for 100% Refund:	April 18, 2015
Last Day to Withdraw:	May 30, 2016

Final Day of Classes:	June 18, 2016
Grades Posted:	June 25, 2016

Holiday: No Class on Monday, May 30, 2016 (Memorial Day)*Anticipated Commencement Ceremony: Sunday, July 2, 2016

NOTE: Holiday class cancellations are made-up with either an online or in-class meeting. Contact your instructor for details.

Summer 2016 (Degree & Certificate Programs)

Registration Deadline:	June 18, 2016
Orientation Class for New MBA Students:	July 11 to 13, 2016
First Day of Classes:	July 18, 2016
Last Day to Drop for 100% Refund:	July 25, 2016
Last Day to Withdraw:	August 29, 2016
Final Day of Classes:	September 24, 2016
Grades Posted:	October 2, 2016

Holidays: No Class on Monday, September 5, 2016 (Labor Day)

NOTE: Holiday class cancellations are made-up with either an online or in-class meeting. Contact your instructor for details.

ACADEMIC CALENDAR -- INTENSIVE ENGLISH PROGRAM:

Fall 2015
First Day of Instruction – August 25, 2015
Last Day of Instruction – November 20, 2015

Winter 2016
First Day of Instruction – November 23, 2015
Last Day of Instruction – February 18, 2016

Spring 2016
First Day of Instruction – February 22, 2016
Last Day of Instruction – May 20, 2016

Summer 2016
First Day of Instruction – May 24, 2016
Last Day of Instruction – August 23, 2016

PROFESSIONAL PROGRAM SCHEDULE

TENTATIVE SCHEDULE

September/October 2015	Marketing:	September 14 – October 8, 2015
November 2015	Operations Management:	November 2 – November 25, 2015
January 2016	Business Law:	January 4 – January 28, 2016
February 2016	Entrepreneurship:	February 1 – February 25, 2016
March 2016	Public Speaking:	March 7 – March 31, 2016
May 2016	Strategic Management:	May 2 – May 26, 2016

Note: These dates are subject to change

DEGREE AND CERTIFICATE PROGRAM FACULTY

Southern States University's faculty is constantly growing and changing to better assist SSU students in gaining the knowledge they will need to succeed in the business community. Listed below are current degree and certificate program Faculty and the location(s) where they are teaching.

SAN DIEGO/ ONLINE FACULTY

Samila Amanyraoufpoor
D.B.A., Finance, Alliant International University
M.B.A., Global Management, University of Phoenix
B.A., German Language, AZAD Islamic University, Tehran, Iran
Program
MBA, BBA, Certificates
Teaching Location:
Online

Claudia Araiza
Ph.D., Economics, Claremont Graduate University
M.A., Economics, San Diego State University
B.A., Economics & International Business, San Diego State University
Program
MBA, BBA, Certificates
Teaching Locations:
San Diego, Online

Raef Assaf
D.B.A., International Business, Argosy University
M.B.A., Marketing, Wayne State University
B.S., Marketing, Wayne State University
Program
MBA, BBA, Certificates
Teaching Locations:
Online

Peggy Bilbruck
Ed.D., Educational Leadership and Curriculum Development, University of Phoenix
M.B.A., University of Phoenix
B.S.B.M., Business Management, University of Phoenix
Program
MBA, BBA, Certificates
Teaching Locations:
Online

Yun-Chin Davis
D.B.A., California International Business University
M.B.A., Hawaii Pacific University
M.A., Human Resources Management, Hawaii Pacific University
B.S., Meterology, Chinese Culture University
Program
MBA, BBA, Certificates
Teaching Location:
San Diego

Eileen Gonzales
M.S., Material Physics, University of California, San Diego
B.S., Physics, University of California, San Diego
Program
BBA
Teaching Location:
San Diego

Matthew Isom
M.A., English, San Diego State University
B.A., Comparative Literature, University of California, Santa Cruz
Program
BBA
Teaching Location:
San Diego

Gary Lawson
D.P.A., Public Administration, University of La Verne
Ph.D., Health Services Management, Southwest University
M.A.O.M., Organizational Management, University of Phoenix
M.A., Health Services Management, Southwest University
B.A., Communications, California State University, Fullerton
Program
MBA, BBA, Certificates
Teaching Location:
Online

Gary Letchinger
J.D., University of California – Hastings College of Law, San Francisco
M.A., Philosophy, University of Michigan, Ann Arbor
B.A., Liberal Arts, University of Illinois, Urbana
Program
MBA, BBA, Certificates

Teaching Location:
San Diego, Online

Luke Martin
J.D., California Western School of Law
B.A., English, University of North Texas
B.A., Political Science, University of North Texas
Teaching Location:
San Diego, Online

Yvan Nezerwe
D.B.A., Finance, Alliant International University
M.B.A., Finance, Alliant International University
B.S., International Business, United States International University-Nairobi Kenya
Program
MBA, BBA, Certificates
Teaching Location:
San Diego, Online

Craig Ostrander
M.B.A., California State University, San Marcos
B.A., Business Administration-Marketing, Eastern Michigan University
Program
MBA, BBA, Certificates
Teaching Location:
San Diego

Harold Rucker
J.D., University of San Diego School of Law
M.A, Political Science, San Diego State University
B.A., Public Administration, California State College, Long Beach
A.A., Political Science, L.A. Harbor College
Program
MBA, BBA, Certificates
Teaching Location:
San Diego

John Scholte
M.Div., Western Theological Seminary
B.A., Religion, Hope College
Program
BBA, Certificates
Teaching Locations:
San Diego

Colin Stevens
M.P.P., Public Policy, University of California at Irvine
B.A., Economics, University of California at Los Angeles
Program
MBA, BBA, Certificates
Teaching Locations:
San Diego

William Taylor
M.B.A., Hawaii Pacific University
B.S., Accounting, Hawaii Pacific University
A.S., Business Administration, Shelby State Community College
Program
MBA, BBA, Certificates
Teaching Locations:
San Diego

Tiffany Vukasinovich
M.S., Engineering Management, University of California at Los Angeles
B.S., Chemical Engineering, University of California at Berkeley
Program
MBA, BBA, Certificates
Teaching Location:
San Diego

NEWPORT BEACH FACULTY

Iyad Afalqa
M.B.A., University of California at Irvine
B.S., Biological Sciences, University of Wisconsin-Milwaukee
Program
MBA, BBA, Certificates
Teaching Location:
Newport Beach

Matthew Alcala
M.A., Psychological Research, California State University, Long Beach
B.A., Psychology, University of California at Los Angeles
Program
BBA
Teaching Location:
Newport Beach

Samila Amanyraoufpoor

D.B.A., Finance, Alliant International University
M.B.A., Global Management, University of Phoenix
B.A., German Language, AZAD Islamic University, Tehran, Iran
Program
MBA, BBA, Certificates
Teaching Location:
Newport Beach

Raef Assaf
D.B.A., International Business, Argosy University
M.B.A., Marketing, Wayne State University
B.S., Marketing, Wayne State University
Program
MBA, BBA, Certificates
Teaching Locations:
Newport Beach

Peggy Bilbruck
Ed.D., Educational Leadership and Curriculum Development, University of Phoenix
M.B.A., University of Phoenix
B.S.B.M., Business Management, University of Phoenix
Program
MBA, BBA, Certificates
Teaching Locations:
Newport Beach

Duane Carter
J.D., Irvine University School of Law
M.A., Education, Whitworth University
B.A., History and Psychology, Saint Martin's College
Program
MBA, BBA, Certificates
Teaching Location:
Newport Beach

Eileen Gonzales
M.S., Material Physics, University of California, San Diego
B.S., Physics, University of California, San Diego
Program
BBA
Teaching Location:
Newport Beach

Kari Laitinen
Executive .J.D., Law, Concord Law School
M.B.A., Pepperdine University
B.A., History, Brigham Young University
Program
MBA, BBA, Certificates
Teaching Location:
Newport Beach

Gary Lawson
D.P.A., Public Administration, University of La Verne
Ph.D., Health Services Management, Southwest University
M.A., Organizational Management, University of Phoenix
M.A., Health Services Management, Southwest University
B.A., Communications, California State University, Fullerton
Program
MBA, BBA, Certificates
Teaching Location:
Newport Beach

John Scholte
M.Div., Western Theological Seminary
B.A., Religion, Hope College
Program
BBA, Certificates
Teaching Locations:
Newport Beach

Colin Stevens
M.P.P., Public Policy, University of California at Irvine
B.A., Economics, University of California at Los Angeles
Program
MBA, BBA, Certificates
Teaching Locations:
Newport Beach

Cindy Tran
J.D., UCLA School of Law
M.B.A., University of California, Riverside
B.A., Economics, University of California, Riverside
Program
MBA, BBA, Certificates
Teaching Location:
Newport Beach

William Wimberly
M.I.S.M., Information Systems Management, DeVry University
B.A., Psychology, University of Arkansas at Little Rock
Program
MBA, BBA, Certificates
Teaching Location:
Newport Beach

PROFESSIONAL PROGRAM FACULTY

SAN DIEGO FACULTY

Claudia Araiza
Ph.D., Economics, Claremont Graduate University
M.A., Economics, San Diego State University
B.A., Economics & International Business, San Diego State University
Teaching Location:
San Diego

Gary Letchinger
J.D., University of California – Hastings College of Law, San Francisco
M.A., Philosophy, University of Michigan, Ann Arbor
B.A., Liberal Arts, University of Illinois, Urbana
Teaching Location:
San Diego

Luke Martin
J.D., California Western School of Law
B.A., English, University of North Texas
B.A., Political Science, University of North Texas
Teaching Location:
San Diego

Craig Ostrander
M.B.A., California State University, San Marcos
B.A., Business Administration-Marketing, Eastern Michigan University
Teaching Location:
San Diego

Harold Rucker
J.D., University of San Diego School of Law
M.A, Political Science, San Diego State University
B.A., Public Administration, Cal State College, Long Beach
A.A., Political Science, L.A. Harbor College
Teaching Location:
San Diego

Tiffany Vukasinovich
M.S., Engineering Management, University of California at Los Angeles
B.S., Chemical Engineering, University of California at Berkeley
Teaching Location:
San Diego

Harold Rucker
J.D., University of San Diego School of Law
M.A, Political Science, San Diego State University
B.A., Public Administration, Cal State College, Long Beach
A.A., Political Science, L.A. Harbor College
Teaching Location:
San Diego

John Scholte
M.Div., Western Theological Seminary
B.A., Religion, Hope College
Teaching Location:
San Diego

Tiffany Vukasinovich
M.S., Engineering Management, University of California at Los Angeles
B.S., Chemical Engineering, University of California at Berkeley
Teaching Location:
San Diego

NEWPORT BEACH FACULTY

Samila Amanyraoufpoor
DBA, Finance, Alliant International University
MBA, Global Management, University of Phoenix
BA, German Language, AZAD Islamic University, Tehran, Iran
Teaching Location:
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B.A., History, Brigham Young University
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INTENSIVE ENGLISH PROGRAM FACULTY

SAN DIEGO FACULTY

Matthew Zobin, - Fashion Valley
B.S., University of Wisconsin-La Crosse

Paul Edward Kohlmeier, - Fashion Valley
B.A., University of California, San Diego
TESOL/TEFL Certificate

Barbara Vandyken, - Fashion Valley
B.A., National University

Esmeralda Hernandez, - Fashion Valley
B.S., San Diego State University
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NEWPORT BEACH FACULTY

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B.S., History, Minor in Education, Western Michigan University
CLAD Certificate, Western Michigan University

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B.A., Pedagogics and Languages (German, English and Russian).

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B.A., English, University of California, Irvine
M.A., English, University of California, Santa Barbara

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BA Psychology, University of Oregon

Bill Fetta - Newport Beach
Master in Education, Nova Southeastern University, Ft. Lauderdale
B.S. Applied Management, Azusa Pacific University

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B.A., Religious Studies, Minor in Middle Eastern and Asian Studies, Stonehill College
Oxford Seminars TESOL/TESL Certification

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B.A, Sociology, University of California, Santa Cruz
M.A., Journalism, University of California, Berkeley
American Language Institute TEFL Certification

LA JOLLA FACULTY

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B.A., Michigan State University
TESOL/TEFL Certificate

Victor Svistoonoff – La Jolla Campus
B.A., University of California, Berkeley

Cindy Quynh Truong – La Jolla Campus
B.A, University of California, Berkeley

David D'leon- La Jolla Campus
Master Degree in Paralegal Studies
CELTA Certificate

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Ruby Wang – Human Resources and Finance
Bryant Dolbow - Career Services Coordinator/DSO
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