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Hubbard College of Administration International

Mission and Objectives

Mission: The Hubbard College of Administration International is dedicated to the creation of a sane and stable world economy in which productive individuals are able to prosper. We are achieving this purpose by training society's future administrators, for it is the administrator that deals in the survival of men and the prosperity of nations.

The Administrative Technology developed by L. Ron Hubbard provides the fundamentals of organization and administration. The **purpose** of Hubbard College of Administration International is to conduct an educational program based on these principles to train true administrators and tomorrow's leaders.

All this technology has been thoroughly tested in the field. Millions of people the world over utilize it to enrich their activities, strengthen their groups, expand their businesses. They know with complete certainty that this is a "real technology," for it works. When applied correctly it brings about the exactly predicted results. Guesswork, trial and error, charisma and luck are no longer needed to create expansion and success. Groups and businesses of all types and sizes operate under the same natural laws and can and should all be successfully administered and organized with these methods. For as the technology spread internationally via the worldwide network of Hubbard Colleges and its graduates who have decided not only to use it in their own businesses but to become consultants to others, we will see an end to economic turmoil, the mismanagement of resources, unethical business practices and inept governments. All it will take for man to realize his long-held dreams is application of the know-how found in the real technology of Standard Administration delivered here at the Hubbard College of Administration International.

The purpose and mission of HCAI is achieved through a program that consists of theory, practical and externship.

The **objective** of our program emphasis the following:

1. Developing **lifelong learning skills** resulting in the ability to use those skills to learn and apply any subject encountered in business or life, through mastery of effective methods of study.
2. Increasing the **responsibility, self-respect, and integrity** of the individual through the study and daily application of principles of ethical conduct to enable him or her to improve conditions in all areas of life as well as in organizations.
3. Improving the **communications skills** of the individual so that he or she can effectively deal with all kinds of people and situations in both business and personal matters.
4. Teaching the individual **how to evaluate and predict human behavior**. An understanding of why people behave the way they do, and what they are likely to do in the future, will improve all aspects of one's life both personal and professional.
5. Teaching the individual, **the basic laws governing the survival and expansion** of all organizations and groups and the technology based on these laws. The focus is on application

of basic laws. Technology means the methods of application of the principles of something, as opposed to mere theoretical knowledge of the thing. Technology is for use. Its application brings results.

6. Developing the individual's **ability to think logically**. The business owner, administrator, manager, or anyone in the workplace has a considerable use for logic. If he or she cannot reason, he or she may make costly and time-consuming errors. If an individual can think logically, he or she can correctly observe data and situations and think his or her way through to reach correct conclusions and take correct actions.
7. Developing the **individual's leadership skills**.
8. Ensuring that the individual can **apply** what he or she has learned to produce the intended results.

History

Hubbard College of Administration International was registered as a nonprofit corporation in the state of California in December of 1990.

Students come to the college campus in Los Angeles, California from all over the United States, and from many countries throughout the world. The demand for persons with the knowledge and skills that Hubbard College of Administration International provides will continue to grow in a service-oriented, international economy.

Legal Control

Hubbard College was registered as a nonprofit corporation in the state of California in December of 1990. The Internal Revenue Service of the United States granted it tax-exempt status in October of 1993.

Board of Directors

Nick Terrenzi, President
Martha Pena, Chief Operations Officer
Scott Waldroff, Board Member
Larissa Cartwright, Board Member
Barbara Sappington, Board Member

Authorizations and Approvals

Hubbard College of Administration International is a private institution approved to operate by the California Bureau for Private Postsecondary Education. Approval to operate means the institution is compliant with the minimum standards contained in the California Private Postsecondary Education Act of 2009 (as amended) and Division 7.5 of Title 5 of the California Code of Regulations.

Hubbard College of Administration International is a member of the California Association of Private Postsecondary Schools.

Disclosures

Hubbard College of Administration International is **not** accredited by an agency recognized by the United States Department of Education (USDE) and students are not eligible for federal or state financial aid programs. A degree program that is unaccredited or a degree from an unaccredited institution is not recognized for some employment positions, including, but not limited to, positions with the State of California.

The provisions of this publication are not to be regarded as an irrevocable contract between the student and Hubbard College of Administration International. Changes are affected from time to time in the general regulations and in the academic requirements. There are, of course, established procedures for making such changes that protect the individual student's interests and the integrity of the school. A curriculum or graduation requirement, when altered, is not made retroactive unless the alteration is to the student's advantage and can be accomplished within the span of time normally required for graduation.

Hubbard College of Administration International does not have a pending petition in bankruptcy, is not operating as a debtor in possession, has not filed a petition within the preceding five years, or has had a petition in bankruptcy filed against it within the preceding five years that resulted in reorganization under Chapter 11 of the United States Bankruptcy Code (11 U.S.C. Sec. 1101 et seq.).

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 1747 North Market, Suite 225, Sacramento, CA 95834, www.bppe.ca.gov, toll-free telephone number (888) 370-7589 or by fax (916) 263-1897. Copies of this catalog are available from the College's website and are available in print from the admissions office.

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.

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 website, www.bppe.ca.gov.

Hubbard College of Administration International assumes no responsibility for the personal property of the student.

If the student obtains a loan to pay for an educational program, the student will have to repay the full amount of the loan plus interest, less the amount of any refund.

If the student has received federal student financial aid funds, the student is entitled to a refund of moneys not paid from federal student financial aid program funds.

If the student defaults on a federal or state loan, both the following may occur:

- (1) The federal or state government or a loan guarantee agency may take action against the student, including garnishing an income tax refund; and

- (2) The student may not be eligible for any other government financial assistance at another institution until the loan is repaid.

Non-Discrimination Statement

The College strictly prohibits harassment of any type against an employee, student, or outside third party because of that individual's sex, age, marital status, sexual orientation, gender identity, race, color, ancestry, physical or mental disability, religion, national origin, or any other protected category identified or inferred in Title VII of the Civil Rights Act of 1964, and not specifically mentioned herein. This document also automatically incorporates any categories of discrimination and harassment that subsequently may be recognized in the future by legal precedent or federal legislation. The College disapproves of and will not tolerate any unlawful harassment of employees or students by faculty, staff, fellow students, or non-employees with whom the College has a business relationship (such as service providers or other vendors). The harassment precluded by this policy includes any harassment against an individual because that individual is perceived to have any of the characteristics mentioned above or is associated with a person who has or is perceived to have any such characteristic. Further, this harassment policy is extended to prohibit abhorrent behavior such as persistent antagonistic, aggressive, or threatening acts or behaviors exhibited through any means (including electronic media) that have the effect of creating a hostile or intimidating learning or working environment for students, faculty and staff. The College assumes the responsibility of taking appropriate action in responding to reported instances of harassment using the Complaint Process outlined in this catalog. Faculty, staff, and students should report instances of harassment experienced personally as well as any third-party witnessing of harassment against other members of the Hubbard community.

A degree program that is unaccredited or a degree from an unaccredited institution is not recognized for some employment positions, including, but not limited to, positions within the State of California. Graduates of an unaccredited institution may face restrictions that could include difficulty in obtaining licensing in a state outside of California.

Hubbard College of Administration International programs are not designed to lead to a position that requires licensure in the State of California, nor does the curriculum provide eligibility for a state licensure exam.

Standard Occupational Codes

Samples of reported job titles in accordance with the Standard Occupational Codes for the vocational programs are as follows:

11-1021.00 - General and Operations Managers

Sample of reported job titles: Business Manager, General Manager (GM), Operations Director, Operations Manager, Production Manager, Store Manager.

11-1011.00 - Chief Executives

Sample of reported job titles: Chief Executive Officer (CEO), Chief Financial Officer (CFO), Chief Operating Officer (COO), Executive Director, Executive Vice President (EVP), Operations Vice President, President, Vice President.

Notice Concerning Transferability of Credits and Credentials Earned at Our Institution

The transferability of credits you earn at Hubbard College of Administration International is at the complete discretion of an institution to which you may seek to transfer. Acceptance of the degree or

certificate you earn in in the program is also at the complete discretion of the institution to which you may seek to transfer. If the credits or degree, 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 Hubbard College of Administration International to determine if your credits or degree, or certificate will transfer.

Articulation Agreements

Hubbard College of Administration International has not entered into any articulation and/or transfer agreements with any other college or university.

Facilities

All residential courses are held at Hubbard College of Administration International. The College is located at 320 North Vermont Avenue in Los Angeles, California. Fully renovated in 2002, the College is housed in a four-story building with more than 20,000 square feet containing four classrooms, a lecture hall, open deck, and café. Ample parking is available. The college is located near a major freeway exit as well as bus routes and a metro train station.

Instructional Equipment and Materials

Each classroom is equipped with devices for playing back recorded lectures, wireless Internet, student worktables, and chairs and is within proximity to the campus library.

The College uses a Learning Management System (LMS) called Enlight for delivery of online courses. This is an advanced learning management system that enables the professor and student to interact in real time. This provides consistent, meaningful engagement between student and professors. All of this aligns with our purpose to continuously improve student experience in the new online environment.

Library

The library facility has extensive reference materials and course packs for each course at the college available for use by students. It also has computers with email and Internet available enabling students to access the Library of Congress. The library is available to students from 9:30 a.m. to 5:30 p.m., Monday through Friday. Materials may be checked-out for use off campus, to check materials out or in please see the Academic Compliance Director.

Admissions Information

Motivation to Learn

Hubbard College of Administration International believes that any individual who is highly motivated to learn should be given the opportunity to study. All individuals who have the desire to further their education and have the potential to succeed should have the opportunity to develop their knowledge and competence. Maturity and a desire for further education are considered as more important than quantitative measures of past school performance.

Self-Determined Enrollment

No applicant will be accepted by Hubbard College of Administration International who is not there of his or her own free will, but who has been ordered to complete a program or courses by his company or organization or who has been compelled to undergo study by a manager, judge, relative or anyone other than the applicant.

Admissions Requirements and Enrollment

Applications are accepted anytime of the year, and students accepted may begin studies at the next scheduled start date for the program enrolled.

Many factors are considered during the application review process. A student's personal qualities, achievement, and motivation for learning are all considered.

1. Forward a completed application for admission form to Hubbard College of Administration International with application fee (degree program only - \$115 Domestic applicants, \$200 foreign applicants).
2. Have, and submit evidence of having earned a high school diploma or equivalent. Hubbard College of Administration International will accept as a recognized equivalent of secondary education a GED, passing score on the California High School Proficiency Exam, a DD214 that indicates high school equivalency, and/or a degree issued to the student that indicates high school graduation and date, and/or documentation of completion of an academic postsecondary degree, from an accredited institution. Ability-to-benefit students are not accepted.
3. Request and forward 3 letters of recommendation. These may be from relatives, neighbors, clergymen, coaches, teachers, employers, employees, or others who are personally acquainted with the applicant.
4. Arrange a personal interview and testing session by contacting the Office of Admission at (323) 660-8685. Personal interviews are required for all applicants, either in-person or via Skype. An interview will allow you to personally get acquainted with the opportunities offered. Interviews will also help us to better understand your needs and help you to obtain your goals. We accommodate visitors anytime of the year and any day of the week by appointment.
5. Testing
All students applying for admission to the degree program must take the following tests:
 - a. Exec-U-Test – This is a personality test that helps the Faculty help the student throughout the program.
 - b. Exec IQ Test – This is an IQ test that tests the student's analytical ability.
 - c. English Proficiency Test – All international students are required to take the **Gray Silent Reading Test** and a minimum score of 40 is required. Applicants who fail the test are eligible to retake the exam after 48 hours. Up to 3 attempts are allowed.

These tests are all administered by the college and must be done by the student online and is evaluated by the Academic Compliance Director. If the student is local to CA, the student is required to come in person for testing and interview. If the student is from another state or country, then the test is administered by the Academic Compliance Director using one of the online platforms.

6. Technology Requirements

- Completion of Questionnaire to assess student's ability to learn in an online delivery mode.
- Attestation of required technology to include, regular daily access to a computer that meets the following minimum Distance Education Equipment Requirements as stated below:

Minimum hardware requirements:

- Laptop computer;
- Internet connection;
- Soundcard;
- Speakers;
- Webcam;
- Microphone

Minimum software requirements:

- Microsoft Word;
- Microsoft Excel;
- Microsoft PowerPoint

Additionally, Windows users should have a minimum of:

- Most recent version of Windows operating system;
- GB of memory storage capacity;
- Most recent version of either: Mozilla Firefox Internet Browser or Google Chrome Internet Browser

Additionally, Mac users should have a minimum of:

- Most recent version of Mac OS operating system;
- GB of memory storage capacity;
- Most recent version of either: Mozilla Firefox Internet Browser or Google Chrome Internet Browser

7. Hubbard College of Administration International provides an online orientation program to familiarize the student with the equipment and resources used in the distance education activities and to orient the student to the distance education learning process.

8. International Students

Hubbard College of Administration International welcomes international students. The College does provide student visa services. International students are eligible for admission based on English proficiency, academic achievement, and financial solvency. Please see other fees section for visa services.

All courses are delivered in English. Hubbard College of Administration International does not provide English-as-a-Second Language (ESL) programs. Applicants whose

native language is not English must demonstrate their proficiency by passing an English proficiency exam, see number 5 above.

9. Foreign Transcript Evaluation

All foreign transcripts must be evaluated and if necessary, translated to meet U.S. equivalency at the students' expense.

The following is a sample of foreign transcript evaluators. Hubbard College of Administration International does not endorse any evaluators.

- a. Foreign Consultants: <http://www.foreignconsultants.com/>
- b. Educational Credential Evaluators: <http://www.ece.org/>
- c. Educational Perspectives: <http://www.educational-perspectives.org/>
- d. International Consultants of Delaware: <http://www.icdel.com/>
- e. International Research Foundation, Inc.: <http://www.ierf.org/>
- f. World Education Services: <http://www.wes.org/>

10. Additional admission requirements for Strategic Management Executive/Consultant and Senior Management Executive/Consultant Certificate Programs. Applicants are required to provide proof of membership in WISE at the time of enrollment.

Online Student Identity Authentication and Privacy

The Learning Management System (LMS) for online students is a restricted access and password protected electronic environment. Prior to entering the LMS, an online student's identity must be verified by way of an assigned unique login and password that is provided to each student upon enrollment and class registration. Verification of student information is provided at no extra cost to the student. Student identity will be maintained in a private format by the College in accord with established institutional privacy and confidentiality policies with access provided only to agents of the College who require immediate and necessary use of the information to fulfill the various academic activities. It is the student's responsibility to strictly preserve the privacy of their login and password information. Students are prohibited from sharing login and password information. Any such intentional compromise of the integrity of the privacy of a student's login and/or password (i.e., sharing of this information) will result in the student being subject to immediate termination from the College. In the event a student believes the privacy associated with their login and password information has been compromised, they are required to contact College officials for an immediate reset of their information. This is provided at no extra cost to the student.

Transfer Credit(s)

Credits earned at other colleges and universities are not transferrable at Hubbard College.

Acceptance of Credits Previously Earned

Credits earned in Certificate and Degree program courses attended at Hubbard College that apply to the current program enrolled, will be accepted, and transferred to the students' current program. Self-Study courses attended are not accepted for transfer credit into the Certificate or Degree programs. There is no fee charged for the acceptance of credits previously earned.

Earning Credit by Examination

To be eligible to apply for Credit by Examination, applicants must enroll in a degree or certificate program through the standard enrollment process.

1. A student applying for credit by examination must pass a comprehensive examination covering all aspects of the course material for the course(s).
2. The comprehensive examination may be taken only once and must be passed with a score of 85% or higher to receive credit.
3. An examination fee of \$50 is charged for each examination administered.
4. If the exam score achieved is less than 85%, the student must take the course and is charged the full tuition rate for the course.
5. Credits earned by Examination are not assigned a letter grade and are not included in the calculation of the Cumulative Grade Point Average but are included in the credits necessary for graduation. The student's academic record will be clearly annotated to reflect that credit was earned by examination.
6. Credit by Examination evaluations will be given during the pre-scheduled examination time established by the Qualifications Division.
7. The maximum amount of credit by examination which Hubbard College of Administration International will accept towards graduation is 25% of the theory courses in a program. If a student feels he/she has enough knowledge or practical experience on the subject being examined for credit, then he or she can attempt to test his or her knowledge and receive credit for the course pursuant to the criteria indicated. However, no practical application courses (externship) shall be credited by an examination.

Experiential Learning

Hubbard College of Administration International does not accept credit earned through experiential learning.

Readmission Procedures

If you were previously dismissed, you must obtain the signature of the Education Committee and clarify any readmission requirements.

Revocation of Admission

Admission to study at Hubbard College of Administration International is a privilege. The College reserves the right to withdraw this privilege at any time it may appear to be in the best interest of the student or the College to do so.

Class Schedules

Hubbard College of Administration International encourages returning adults. Day and weekend schedules provide the flexibility adults need to work classes into their busy schedules.

The days and times of classes are determined at the time of enrollment and are specified on the student's enrollment agreement.

Academic Policies

Language of Instruction

Hubbard College of Administration International does not offer English as a Second Language instruction. All instruction occurs in English. English language proficiency is documented by:

1. the admissions interview;
2. receipt of prior education documentation as stated in the admission policy; and
3. test scores, as applicable.

Method of Instruction

Hubbard College uses a hybrid model of instruction which is comprised of both residential and online instruction. There are in person classroom lectures, faculty practical assignments, online study providing meaningful engagements and extensive externships. The course faculty member helps the student grasp the materials, always stressing understanding and application.

Once the student completes the theory section of the course, he/she moves into the externship course where he/she is assisted and supervised in applying what he/she has learned by faculty members who are working professionals with demonstrated competence and expertise in their areas of instruction, if enrolled in a program with an externship course.

Faculty Response Expectations to Online Instruction

The faculty response time to student submissions is as follows:

Submission	Response # Days
Questions	1
Academic Postings	3
Course projects	7
Final Course Exams	7

Proprietary Materials Policy

Our organization, in delivery of Continuing Education and Training, does not allow our instructors to bring in their own proprietary materials/devices.

Should this procedure change, a policy informing students will be formulated and disseminated within 24 hours disclosing to the student body, prior to the start of the learning event, any instructor's proprietary interest in products, instruments, devices, services, or materials discussed, as well as the source of any compensation related to the presentation.

Course Codes Numbering system

The first part of a college course code indicates the course's general subject and are defined as follows.

ETH – Ethics	ORG – Organizational Behavior/Organizational Development
FP – Finance	PROG – Strategy and Programming
GE – Gen Ed	PR – Public Relations
MAR – Marketing	SA – Sales

The second part of a college course code distinguish between upper-level credit and lower-level course content, and are defined as follows:

Remedial	000
Freshman	100
Sophomore	200
Junior	300
Senior	400

Externship courses that occur throughout the programs are denoted by an “A” at the end of the course number. These courses enable the students to practice the didactic theory they learned in the corresponding course at an off-campus externship location. Students provide evidence of completing a project during their externship to pass the course.

Externship Courses

Experience and production records matter. Real-life experience and demonstration of competence by producing results prepare students to start new jobs, improve skills in existing jobs, or start new endeavors with firsthand knowledge of what is required.

Students learn from experiencing and producing results in the world of work through faculty-supervised externships. Hubbard College of Administration International has relationships with businesses that are happy to provide externship opportunities to our students.

An Externship Contract is signed by the student, the faculty supervisor, and a representative of the organization in which the student is completing the externship that specifies the exact requirements the student must meet, the standards of performance, and the means of documenting and providing evidence that the requirements for satisfactory completion have been met. Externship is a class, and a student's performance is evaluated just like any other course.

In the event a student has an issue with an extern site assigned, the student is encouraged to work with the faculty assigned to resolve any issues, and or to seek reassignment, if available. It is the student's responsibility to ensure they secure transportation to the site assigned.

Course Classroom Hours

Hubbard College of Administration International classroom hours are from 9:30 a.m. to 6:00 p.m., Monday through Friday. The College facilities are available for students on Saturdays from 9:30 am – 3:30 pm.

Student Scheduling

- Course hours are: 9:30 a.m. to 6:00 p.m., Monday through Friday.

Full Time Students are expected to spend a minimum of 45 credit hours per week in class.

Half Time Students are expected to spend 20 credit hours per week in class.

Part Time Students are expected to spend a minimum of 10 hours credit per week in class.

Note: Students with student loan(s) must be at least half time; the definition of half time for this purpose is 12.5 to 20 credit hours in class a week.

Note: Foreign Students with I-20 Visas must be full time and attend class a minimum of 45 credit hours per week.

Leave of Absence Policy

Students must be continuously enrolled in the program from the time of entrance through graduation. Students who must take time off due to medical or other significant reasons may apply for a leave of absence from Hubbard College of Administration International. Students seeking a leave of absence status must provide an expected date of return and receive approval from the Education Committee. A leave of absence will not be granted to any student during the first semester of their program. Students approved for a leave of absence must return on the date scheduled, or the student will be withdrawn. A leave of absence or combination of LOA's may be up to, but not more than, 180 days in a calendar year.

Attendance Policy

Students are expected to attend courses according to the schedule upon which they have agreed and as stated on their enrollment agreement. All faculty keep daily records of attendance. It is the student's responsibility to inform his or her faculty of an unavoidable absence. The faculty may refuse to admit a student who is chronically absent or tardy back into the course. The student must meet with the Student Counselor prior to reentering the course.

Excused Absence: An absence will be considered excused only if the time is made up during another regular course slot that is supervised by the course supervisors/faculty member. Attendance is recorded. All other absences will be considered unexcused.

Unexcused Absence: All absences that are not made up during normal course time hours under supervision of the course supervisor/faculty member are unexcused absences.

No absence will be removed from a student's record but will be recorded as excused or unexcused per the above definitions.

Students attending online are required to participate weekly in each course in which they are enrolled. Minimally, a student must submit a gradable item at least twice each week to be marked present for that week. A gradable item is defined as a threaded discussion, submission of an assignment or completion of a test or quiz. Students are welcome to complete their online coursework on-campus or off-campus. Computer labs are available for student use.

Students who are studying in the US on an I-20 are required to participate in their online course from the campus to receive attendance credit. See the schedule of classes to determine when proctors are available for the courses in which you are enrolled. Students will utilize the computer labs to upload their coursework and may also complete group projects or presentations in person as well.

Any student that has failed to attend class for 14 consecutive, scheduled class days will be withdrawn from the program.

Attendance Probation

Students with excessive absenteeism, which is defined as three (3) unexcused absences in a month, will be placed on attendance probation unless the student has a medical condition, which will require a doctor's note. During the attendance probation, if the student continues to have unexcused absences exceeding three, he or she will be dismissed. Attendance probation will last for a period of one month. If the student demonstrates good attendance within the attendance policy, the probation will be removed.

Re-Enrollment

Re-enrollment will be considered by the Executive Council only after evidence is shown that the condition that caused the interruption for unsatisfactory attendance has been rectified.

Course Drop Policy

As courses are scheduled sequentially, withdrawing from a course is equivalent to withdrawing from the program, unless a request for a Leave of Absence is requested and approved.

Student's Guide to Acceptable Behavior

The Student's Guide to Acceptable Behavior lists the basic things a student must do to gain the most benefit from his or her studies. For any course to function smoothly, there must be some rules or agreements. The rules for the courses delivered by Hubbard College of Administration International are:

1. Be on time for class. If, for some very urgent reason, you are unable to attend class on the date or time that you are scheduled, let the Supervisor know as far as possible in advance.
2. Get sufficient food and sleep while you are completing the course.
3. Do not consume any non-prescription drugs or alcohol during the period you are in class
4. You can smoke on breaks only and only outside the classroom in designated areas.
5. Do not eat or store food in the classroom.
6. If you have any problem understanding any of your materials or if something seems confusing to you, tell the Faculty right away so he/she can help you. Do not ask another student because he or she may have the same question. Always ask the assigned faculty. This rule is very important.

Probation, Suspension and Dismissal Policy

Conditions considered for possible student suspension, probation or dismissal are:

- Excessive tardiness
- Class cuts
- Any type of dishonesty (cheating, plagiarism, knowingly furnishing false information to the institution)
- Intentional disruption or obstruction in the classroom, public meetings, or other school activities
- Physical or verbal abuse of any person on school premises
- Drug abuse
- Theft or damage to school property
- Failure to comply with directions of school officials acting in the performance of their duties.
- Disregard for other rules or guidelines explained in this catalog.

A student who is disruptive and acts contrary to the policies of Hubbard College of Administration International will be routed to the Student Counselor. The routine action of Ethics is to request a reappraisal of behavior and a signed promise of good behavior for a specified time. If the student refuses to so promise, the Student Counselor would then undertake an investigation to determine whether the student should be allowed to continue.

Probation, suspension, or dismissal shall be at the sole discretion of the Hubbard College of Administration International.

Maximum Allowable Time to Complete

Students must successfully complete all program requirements within 150 percent of the program length. Credits awarded by examination will reduce the maximum allowable time frame.

Standards for Student Achievement

Pass with Honors (PH)

The student completes all course work within the expected period and receives 100% on the examination and a “pass with no correction” on all Externship assignments.

Pass (P)

The student completes all course work and receives a score of 85% or higher on the examination and a “pass” on all Externship assignments.

Credit by Examination (CE)

A student who has received credit for a course by taking the examination and received a score of 85% or higher will have this credit applied toward his/her program. The transcript will reflect that this credit was awarded by examination.

Failure (F)

The student receives a score of 84% or lower on the examination and/or a “no pass” on Externship assignments. The course must be repeated to complete a program.

Incomplete (I)

The student does not complete all requirements of the course at the time of grading. Incomplete grades will be given only when unusual circumstances beyond the student’s control prevent completion of the work in a course. Incomplete grades and arrangements for the completion of course work must be approved by the course faculty. In the absence of extenuating circumstances, remaining course work must be completed within three weeks of the targeted completion date or the incomplete grade automatically becomes a “Failure.”

Withdrawal (W)

The student voluntarily withdraws from the course or is dropped from the course.

Students will be informed of their progress in each course on a regular basis by marks given on examinations, papers, other assignments, and a final grade for the course.

Repeating Courses

Any course may be repeated regardless of the grade earned. If a course is repeated, the transcript will note that the course was retaken “RT”. The most current grade assigned will be reflected on the student’s transcript and used for the CGPA calculation. Course repeats are dependent on when the course is to be reoffered and will likely impact the students expected graduation date. Students are charged to retake a course. A maximum of 2 retakes per course is allowed.

Definition of Semester Credits

Hubbard College of Administration International programs are defined in terms of semester credit units. A semester credit is defined as:

15 hours of classroom theory study, with up to 30 hours outside preparation, or
 30 hours of classroom practical study/lab, or
 45 hours of externship

Grading and Grade Reports

Grades and Quality Points-- grades are given for each course attempted, based on the following numerical value and quality-point rating:

<i>Letter Grade</i>	Grade %	Description	Quality Points
A	92.5% – 100%	Very Good to Excellent. Comprehensive knowledge and understanding of the subject matter.	4
A-	89.5% – 92.49%		3.7
B+	86.5% – 89.49%	Good. Moderately broad knowledge and understanding of the subject matter.	3.3
B	82.5% – 86.49%		3
B-	79.5% – 82.49%		2.7
C+	76.5% – 79.49%	Satisfactory. Reasonable knowledge and understanding of the subject matter.	2.3
C	72.5% – 76.49%		2
C-	69.5% – 72.49%		1.7
D+	66.5% – 69.49%	Minimum Passing Grade	1.3
D	60.0% – 66.49%		1
F	Below 60%	Failing. Unacceptable level of knowledge and understanding of subject matter.	0
CE		Credit by Examination, No Quality Points Computed	N/A
TC		Transfer Credit, No Quality Points Computed	N/A
RT		Retake, No Quality Points Computed	N/A
I		Incomplete	0
W		Withdrawal	0

Quality-Point Computation [Grade Point Averages]

Quality points are computed by multiplying the credits allotted to the course by the quality points assigned to each letter grade. The quality-point average is computed by dividing the total quality points earned by the number of credits attempted. The quality-point average is used as the standard for determining honors, scholastic class rank, and academic standing.

The cumulative quality-point average is a measure of the student's total course work attempted at Hubbard College of Administration International. To figure the cumulative quality point average, the total number of quality points (the sum of all course grades multiplied by their quality point values) is divided by the total number of credits attempted.

Graded lessons, assignments or projects submitted from a student in a distance education course are provided back within approximately one (1) to five (5) days from the time of receipt by faculty.

Grade reports are mailed or given to the student within ten days after the completion of each course to each student who has fulfilled all financial obligations. This report shows the grade received in each course, the total credits attempted, the total credits earned, and the quality point computations. If a student repeats a course, the grade from the repeated course is recorded and computed in the quality-point average. However, the fact that the course was repeated is noted on the transcript.

Grade Appeals

Grades submitted by the Examiner in the Department of Validity at the end of each course are not subject to revision based on additional work or a new examination. If a student questions a final grade, the student should first discuss the grade with the Qualifications Secretary. If the student still feels the grade is not appropriate, the student may request a hearing before the Grade Review Committee in the Qualifications Division. Students will receive the results from the hearing, in writing, within 10 days. The decision rendered by the Grade Review Committee in the Qualifications Division is final and may not be appealed.

Satisfactory Academic Progress Policy

Satisfactory Academic Progress Policy/ Satisfactory Academic Progress (SAP) ensures that students are progressing through their program of study both academically and in a timely manner. To be making satisfactory progress toward a degree or certificate, a student must both maintain a minimum cumulative grade point averages and completion rate. The maximum time frame that a student can complete a program is 1.5 times the program length.

- **For students who enrolled on or after 9/1/2020 the following minimum standards apply:**

Degree Programs:

To determine satisfactory progress, a student’s cumulative grade point average and completion rate will be evaluated at the end every 15/16-week semester. after all grades are posted, approximately 10 days after the end of the semester.

The minimum cumulative grade point average (CGPA) and completion rate required for the associate degree program based on semester progression is as follows:

Semester #	Minimum Percentage of Cumulative Credit Hours Earned that were Attempted	Minimum CGPA
1st	50%	2.0
2 and beyond	67%	3.33

Certificate Programs:

To determine satisfactory progress, a student's cumulative grade point average and completion rate will be evaluated when the student has attempted half the program, and again when all the program credits have been attempted.

The minimum cumulative grade point average (CGPA) and completion rate required for Certificate Programs based on semester progression is as follows:

Program Credits Attempted	Minimum Percentage of Cumulative Credit Hours Earned that were Attempted	Minimum CGPA
½, and total program credits	67%	3.33

- **For students who enrolled before 9/1/2020 the following minimum standards apply:**

Courses Attempted	Minimum Percentage of Cumulative Credit Hours Earned that were Attempted	Minimum CGPA
1 to 3	50%	2.0
4 th and beyond	67%	3.33

- **The application of SAP policy minimum standards, as described below applies to all students regardless of their date of enrollment:**

All students are expected to complete the requirements for their program in the scheduled time frame, but in no case may the semester credits attempted exceed 1.5 times the semester credits required to complete the program. At the end of each semester, or evaluation period, if the student has less than the minimum acceptable cumulative grade point average and/or has not earned at least the percentage of attempted credits described in the chart above (required to complete the program within 150% of the program length), he or she will be notified and placed on Academic Warning for the remainder of the current semester/ evaluation period (i.e. if you do not meet SAP criteria for your semester one performance, ten days after the semester ends you will be placed on warning for the next semester, semester two). If a student fails to achieve satisfactory progress by the end of the semester in which they are on Academic Warning, or evaluation period, the student will be notified and withdrawn from the program (unless the student files and is granted an appeal as defined below). If the student regains SAP by the end of the semester/ evaluation period, they will be notified and removed from Academic Warning.

If dismissed, a student will be entitled to a refund of tuition in accordance with the College's refund policy.

Satisfactory Academic Progress Appeals, Probation, and Academic Plans

A student may appeal the College's determination of withdrawal due to failure to re-establish satisfactory progress by the end of the warning period to the Dean based upon extenuating circumstances. These might include the death of a relative, an illness of or injury to the student or other extraordinary situations. The student's appeal must be received on or before the first Wednesday of the first week of the new semester/ evaluation period for the student to be eligible to register for the following semester/ evaluation period. If it is determined that a student should have been withdrawn at the end of the prior semester/ evaluation period for failure to maintain or regain SAP, the student's last day of attendance will be the earlier of their LDA or the end date of the semester/evaluation period resulting in the withdrawal.

The appeal must contain 1) an explanation of why the student failed to meet the SAP standards; and 2) a description of what has changed in the student's situation that will enable him or her to again meet the satisfactory progress standards. Supporting documentation should be submitted if possible.

The Dean will review the information submitted in the context of the student's entire academic record and notify the student of his or her decision within 24 hours. This decision is final. If the appeal is granted, then the student will be placed on probation for the current semester/ evaluation period, and the Dean's notice to the student will outline the requirements of the academic plan the student must follow. The terms of the academic plan must ensure the student will be able to complete the program within the maximum timeframe (1.5 times the program length) and with the required CGPA for graduation.

At the end of the probationary semester, the student's progress will be evaluated based upon the academic plan. If the student is meeting the SAP standards, or he or she has met all the terms of the academic plan, the student will be eligible to remain in school. In all subsequent semesters the student must again meet the SAP standards or the terms of the academic plan.

If the student fails to meet the terms of the academic plan at the end of the probationary semester/ evaluation period, the student will be terminated. Second appeals in this situation will only be granted at the discretion of the Dean and based upon very exceptional circumstances.

Procedure for re-establishing Satisfactory Academic Progress (SAP)

A student who is placed on Academic Warning and re-establishes SAP at the end of the Academic Warning period will be notified and removed from Academic Warning. A student who is placed on Probation and re-establishes SAP at the end of the Probation period will be notified and removed from Probation.

The effect on SAP for all Withdrawal and Incomplete Grades

Grade	Status/ Grading Points	Included in GPA Calculation	Included in Completion Time Calculation
I	Incomplete*	No	Yes
RT	Used to identify a repeated course for which a higher grade was earned and indicated elsewhere on the transcript.	No	Yes
AU	Audited/No Credit**	No	No
TC/CE	Recognizes completion of equivalent credit at this institution or credits earned by examination	No	Yes
W	Assigned to a course in progress when student withdrawals or is dismissed from their program	No	No

The effect on SAP for repeated courses

The higher of the two grades earned for a repeated course will be used in calculating the CGPA. The credits attempted for both courses are included in the calculation of the completion rate.

The effect on SAP for non-punitive grades and non-credit or remedial courses

The College does not offer remedial courses. The grade assignment of AU is a non-punitive grade that does not impact CGPA or completion rate calculations.

The effect on SAP when a student seeks to earn an additional credential

If a student seeks an additional credential, the credits and grades attempted in the original credential that apply to the new credential are included in the determination of a student's satisfactory academic progress, for purposes of completion rate.

The effect on SAP for Extended-Enrollment Status

The College does not offer extended-enrollment status.

The effect on SAP when student changes programs or is re-admitted to the same program.

If a student is re-admitted into the College or changes program of study, the credits and grades that are applicable to the student's current program of study will be included in the CGPA and in credits attempted for determining the student's satisfactory academic progress and the appropriate evaluation level for the student.

The effect on SAP for Transfer Credits and Credits by Examination

The transfer credits accepted will be included in the credits attempted and earned for completion rate. Transfer credits are not included in the CGPA calculation.

Re-entry for students dismissed due to failure to meet SAP

Students who have been dismissed for lack of satisfactory progress may apply to be readmitted into the same curriculum, as the class schedule permits, after 6 months. Such a student will be enrolled for a probationary semester/ evaluation period upon reentry. This procedure applies only to dismissals caused by lack of satisfactory progress and when the student is reentering the same curriculum. It does not apply to voluntary withdrawals.

Program Withdrawal and Re-entry

Conditions may arise that require a student to withdraw from school. A student who withdraws from a course, but does not satisfactorily complete it, will receive a grade of “W” (zero quality points). The “W” has no effect on the Quality-Point Average. The “W” course is not considered a course attempted and does count toward the Maximum Program Length. If a “W” grade was issued, a student must retake the course to receive a passing grade. A student who has withdrawn may request to re-enter. Re-entry must be requested in writing and submitted to the Education Committee for approval.

Examination Disclosure Policy

A student must not discuss any examination with anyone outside the Qualifications Division. A student should pass an examination on the basis that he or she knows and can apply the information, not on the basis that he or she can pass the examination. Only by knowing and being able to apply the information can a student be accomplished at any level.

A significant aspect of promoting academic integrity is to encourage honesty on the part of students and to assist in the development of high standards of honesty and integrity for students and graduates.

All theory courses will be evaluated based on the grading criteria specified by the faculty offering the course. Any externships will be evaluated based on the externship grading criteria established in the program learning outcomes. Students will be informed of the grading criteria through the copy of the syllabus provided before the course or externship start date. There are no program cumulative final exams.

Academic dishonesty includes cheating on tests and projects, plagiarizing, or assisting in these acts. Dishonesty on the part of the student will be considered in the context of the college’s policy on student conduct.

Retention of Student Records

Student records are confidential and are kept by the Registrar Department. Hubbard College of Administration International complies with California state law requiring maintenance of student records for five years, except transcripts, which must and are maintained in perpetuity.

Graduation Requirements

The degree or certificate is granted from Hubbard College of Administration International upon completion of all requirements for the program. To be eligible for graduation, a student must earn an overall average of 3.33 or higher, have passed all courses in the program of study, and have satisfied all financial obligations to the College. A student earning less than a 3.33 quality point average is not eligible for graduation. Students may be required to repeat a course to achieve the requirements of graduation.

A degree or certificate is awarded to students who fulfill all educational, financial, and administrative requirements of the program.

Degree and Certificate Programs

Associate of Applied Science Degree in Management and Administration

The program, nature, and level of occupation for which training is provided, as defined by Standard Occupational Classification (SOC) code, is as follows:

SOC CODE: 11-3011.00 Administrative Services Managers

Sample of reported job titles: Administrative Coordinator, Administrative Director, Administrative Manager, Administrative Officer, Administrative Specialist, Administrator, Business Administrator, Business Manager, Facilities Manager, Office Manager

Program Description and Objectives

Management and administration are vital functions in any type of organization. These functions involve coordinating the activities of people and resources to perform vital tasks that contribute to the achievement of organizational objectives and goals. Managers and administrators must understand people, the nature of organizations and the way they function, leadership methods, and systems for planning and controlling organizational operations. Career opportunities in management and administration are as diverse as the world of business and organization. The following people could benefit from this program:

- People who wish to prepare for entry-level management positions in business or industry.
- People who have acquired occupational or professional training and can combine this background with sound business education to enable them to obtain advancement in the management areas associated with their specialty fields.
- Business owners, professionals, executives, managers, and supervisors who want to learn and apply new skills to their existing organizations.

By the end of this associate of applied science program, graduates will be able to:

- Communicate effectively in a business environment.
- Apply and Maintain business ethics standards
- Effectively implement business principles
- Lead a team to meet production goals

- Manage by Statistics
- Manage a project, keeping it on time and budget
- Write effective business correspondence
- Compare and contrast various organizational designs
- Complete basic non-accounting financial planning for cash flow management
- Market sell and effectively deliver products and services
- Demonstrate the skills, attitudes, and knowledge appropriate for the efficient and effective operation of both businesses and nonprofit organizations during the final externship resulting in case studies that the students use as part of their work portfolio.

Total Semester Credit Hours: 63

Delivery: Hybrid (both residential and online courses)

Approximate Time to Complete:

Full Time: 2 years (4 semesters)

General education subjects include courses teaching core competencies of study skills, science, art, communication, interpersonal relationship skills, communication skills, human behavior, and the humanities, with the purpose of bestowing upon the student an understanding of different cultures, viewpoints, and the essential skills of life-long learning and communication. All general education courses as having a “GE” as part of the course number. All other courses are considered concentration courses.

Business administration subjects include courses teaching coordination of the activities of people and resources to perform useful work and to achieve organizational objectives and goals, financial management toward allocation of resources toward viable projects and goals, organizational theory, organizational debugging skills, the nature of organizations and the way they function, leadership methods, systems for planning and controlling organizational operations, business ethics, management by statistics, basic organization, organizational design and structure, interoffice communication systems, executive basics, leadership, planning and writing programs, increasing efficiency, basic non-accounting financial planning for cash flow management, writing effective company policy, marketing and public relations surveys, public relations, marketing, and sales.

Throughout the degree program, faculty will instruct students how to combine theoretical knowledge with practical application of principles and techniques. The program focuses on application in real business situations. All courses include practical assignments and final exams. Hubbard College of Administration International does not have a cumulative final test or examination required for the completion of the program. Many courses are followed by faculty-supervised projects in which the student must go into a business or organization and directly apply the knowledge and skills learned in the course.

The degree culminates in a final project in a business or organization requiring the student to apply all the knowledge and skills learned in a variety of ways.

Program Outline

Course Number	Course Titles	CONTACT HOURS				Semester Credits
		Lecture	Lab	Practicum Internship Externship	Clock /contact hours	
New Student Orientation						
Semester 1						
GE120	Master of Communication I	10.00	20.00		30.00	1.0
MAN100	Handling the Ups and Downs in Life	15.00	35.00		50.00	2.0
MAN200	Personal Values and Integrity	15.00	35.00		50.00	2.0
GE150	Master of Communication II	10.00	20.00		30.00	1.0
GE160	Master of Communication III	10.00	20.00		30.00	1.0
ORG500	How to Study Effectively	30.00	60.00		90.00	4.0
ORG600	How to Effectively Handle Work	10.00	20.00		30.00	1.0
MAN300	Formulas for Business Success	15.00	30.00		45.00	2.0
ORG300	Organizational Analysis	15.00	30.00		45.00	2.0
Semester 1 Totals		130	270	0	400.00	16.00

Course Number	Course Titles	CONTACT HOURS				Semester Credits
		Lecture	Lab	Practicum Internship Externship	Clock /contact hours	
Semester 2						
ORG150	Organizational Structure	30.00	50.00	20.00	100.00	4.0
MAN400	Management By Statistics	15.00	60.00		75.00	3.0
GE170	Organizational Behavior	60.00			60.00	4.0
GE180	Human Development as a Vital Infrastructure	30.00	60.00		90.00	4.0
Semester 2 Totals		135.00	180.00	20.00	325.00	15.00

Course Number	Course Titles	CONTACT HOURS				Semester Credits
		Lecture	Lab	Practicum Internship Externship	Clock /contact hours	
Semester 3						
GE200	Business Mathematics	30.00			30.00	2.0
GE190	Applied Sciences	15.00			15.00	1.0
MAN150	Executive Basics	10.00	20.00		30.00	1.0
PROG200	Business Planning	15.00	30.00		45.00	2.0
ORG200	Increasing Efficiency	15.00	30.00		45.00	2.0
POL100	How to Write Effective Company Policy	15.00	30.00		45.00	2.0
FP200	Financial Planning	30.00	60.00		90.00	4.0
PR150	Creating Surveys to Gain Marketing Insights	15.00		45.00	60.00	2.0
Semester 3 Totals		145.00	170.00	45.00	360.00	16.0

Course Number	Course Titles	CONTACT HOURS				Semester Credits
		Lecture	Lab	Practicum Internship Externship	Clock /contact hours	
Semester 4						
PR300	Public Relations Management	15.00	60.00		75.00	3.0
MAR200	Marketing Management	15.00	60.00		75.00	3.0
SA200	The art of sales	15.00	60.00		75.00	3.0
INTAAS	Final Degree Internship		20.00	300.00	320.00	7.0
Semester 4 Totals		45.00	200.00	300.00	545.00	16.00
Program Totals		425.00	850.00	365.00	1630.00	63.00

Notice to Prospective Degree Program Students

This institution is approved by the Bureau for Private Postsecondary Education to offer degree programs. To continue to offer degree programs, this institution must meet the following requirements:

- Become institutionally accredited by an accrediting agency recognized by the United States Department of Education, with the scope of the accreditation covering at least one degree program.

- Achieve accreditation candidacy or pre-accreditation, as defined in regulations, by July 1, 2017, and full accreditation by May 1, 2020.

If this institution stops pursuing accreditation, it must:

- Stop all enrollment in its degree programs, and
- Provide a teach-out to finish the educational program or provide a refund.

An institution that fails to comply with accreditation requirements by the required dates shall have its approval to offer degree programs automatically suspended.

CERTIFICATE PROGRAMS

WISE is a non-profit membership organization comprised of businesspeople and professionals in many fields who recognize that the management and administrative principles developed by L. Ron Hubbard have a broad application to improve any group. Hubbard College of Administration provides certificate programs and other educational services to WISE members and the public.

Consultant Training and Certificates

WISE licenses individuals who want to use the management and administrative technology developed by L. Ron Hubbard in consulting activities. WISE requires that such consultants be trained and certified. Hubbard College of Administration provides this training and certification. The four levels of training and certification are described in this section.

Administrative Management Consultant /Executive

The program, nature, and level of occupation for which training is provided, as defined by Standard Occupational Classification (SOC) code, is as follows:

SOC CODE: 11-3011.00 Administrative Services Managers

Sample of reported job titles: Administrative Coordinator, Administrative Director, Administrative Manager, Administrative Officer, Administrative Specialist, Administrator, Business Administrator, Business Manager, Facilities Manager, Office Manager

Program Description and Objectives

The purpose of the Administrative Management Consultant program is to provide entrepreneurs and business owners with essential administrative tools to manage and expand their business in any economic situation. The program provides the skills to be your own consultant and take the business to the next level of expansion. The goal is to provide freedom for the executive or business owner to pursue other dreams and goals. The program also trains students who aspire to become Management Consultants by providing them with the tools and skills necessary to be able to analyze any business and come up with effective solutions to handle any situation good or bad. They are trained to effectively analyze what is working and strengthen these points while discovering what is causing

problems and implement programs to handle or revert the decline. They become valuable troubleshooters that can improve business situations.

By the end of this certificate program, graduates will be able to:

- Communicate effectively in a business consulting environment.
- Demonstrate and implement business ethics in your role as a consultant
- Describe executive functions within an organization
- Write effective business correspondence
- Manage by Statistics
- Develop effective Strategic Planning for Organizational Goals
- Compare and contrast various organizational designs resulting in effective organization flow
- Demonstrate the skills, attitudes, and knowledge appropriate for the efficient and effective operation of both businesses and nonprofit organizations during the final externship resulting in case studies that the students use as part of their work portfolio.

Program Outline

Administrative Management Consultant/Executive 10 Weeks						
Course Number	Course Titles	CONTACT HOURS			Clock /contact hours	Semester Credits
		Lecture	Lab	Practicum Internship Externship		
GE100	Basic Study Manual with Trainer Check Sheet	10.00	20.00		30.00	1.0
GE120	Master of Communication I	10.00	20.00		30.00	1.0
GE150	Master of Communication II	10.00	20.00		30.00	1.0
GE160	Master of Communication III	10.00	20.00		30.00	1.0
CBI	Company Basics I	10.00	20.00		30.00	1.0
CBII	Company Basics II	15.00	30.00		45.00	2.0
ET1	Executive Tools	10.00	20.00		30.00	1.0
INTC1	Administrative Management Consultant Final Externship		5.00	90.00	95.00	2.0
PROGRAM TOTAL		75.00	155.00	90.00	320.00	10.00

Public Relations and Marketing Consultant/Executive

The program, nature, and level of occupation for which training is provided, as defined by Standard Occupational Classification (SOC) code, is as follows:

SOC CODE: 27-3031.00 Public Relations Specialists

Sample of reported job titles: Account Executive, Communications Director, Communications Specialist, Corporate Communications Specialist, Media Relations Specialist, Public Affairs Specialist, Public Information Officer, Public Information Specialist, Public Relations Coordinator, Public Relations Specialist (PR Specialist)

Program Description and Objectives

This program is designed for people who have completed the Administrative Management Consultant Program and wish to acquire further knowledge and skills as a consultant.

This program covers the subject of organization, the functions of organizations, how to design the structure and flows of organizations, the planning process, how to write plans and programs, and marketing, public relations, and sales functions. The program culminates in a final faculty supervised final externship in which the student summarizes the knowledge and skills learned by applying them to help business or organizational clients.

By the end of this certificate program, graduates will be able to:

- Design organizational structures and business flowcharts
- Identify the steps in the business planning process
- Write effective business plans and programs
- Research a target market
- Conduct marketing and public relation surveys
- Develop Public Relations Campaigns
- Create Marketing Programs
- Describe the role of public relations as a component of a business's marketing strategies
- Demonstrate the skills, attitudes, and knowledge appropriate for the efficient and effective operation of both businesses and nonprofit organizations during the final externship resulting in case studies that the students use as part of their work portfolio.

Program Outline

Public Relations and Marketing Consultant/Executive 13 weeks						
Course Number	Course Titles	CONTACT HOURS			Total Clock /contact hours	Total Credits Awarded
		Lecture	Lab	Practical Internship Externship		
FP100	How to Increase Profits through Proper Financial Planning	15.00	30.00		45.00	2.0
HR100	How to Evaluate and Predict Human Behavior	15.00	30.00		45.00	2.0
PR100	Marketing and Public Relations Surveys	10.00	20.00		30.00	1.0
PR200	Public Relations Fundamentals	15.00	30.00		45.00	2.0
MAR100	Marketing	15.00	30.00		45.00	2.0
SA100	How to Create Want for your Products through Effective Sales Techniques	15.00	30.00		45.00	2.0

INTC2	Public Relations and Marketing Management Consultant Final Externship		5.00	90.00	95.00	2.0
-	Program Totals	85.00	175.00	90.00	350.00	13.00

Strategic Management Consultant/Executive

The program, nature and level of occupation for which training is provided, as defined by Standard Occupational Classification (SOC) code, is as follows:

SOC CODE: 15-1199.08 - Business Intelligence Analysts

Sample of reported job titles: Business Intelligence Analyst; Business Intelligence Manager; Commercial Intelligence Manager; Competitive Intelligence Analyst; Consultant, Strategic Business and Technology Intelligence; Director of Enterprise Strategy; Director of Market Intelligence; Director, Global Intelligence; Intelligence Analyst; Manager, Market Intelligence

Program Description and Objectives

This program is designed for those who have attained the Public Relations and Marketing Consultant Certificate program, and who wish to gain new knowledge and skills.

This program covers the functions of quality control, certification of the quality and validity of products and services, personnel enhancement functions, organizational correction functions, establishment functions of an organization, how to help employees learn and become more productive in their jobs, executive and management functions, and how to debug any area of an organization that is not functioning properly. The course culminates in a faculty supervised final externship in which the student combines all the knowledge and skills learned to help business or organizational clients.

By the end of this certificate program, graduates will be able to:

- Describe the basic laws of organization and administration
- QC Production flow
- Troubleshoot slow or stuck production lines
- Define quality control functions within an organization
- Write effective business plans and programs
- Demonstrate the activities required to be a successful executive director within an organization
- Evaluate an organization and create an improvement plan
- Demonstrate the skills, attitudes, and knowledge appropriate for the efficient and effective operation of both businesses and nonprofit organizations during the final externship resulting in case studies that the students use as part of their work portfolio.

Program Outline

Strategic Management Consultant/Executive 14 Weeks						
Course Number	Course Titles	CONTACT HOURS			Clock /contact hours	Semester Credits
		Lecture	Lab	Practicum Internship Externship		
ORG100	Basic Organization	15.00	30.00		45.00	2.0
PROG100	How to Make Planning Become an Actuality	10.00	20.00		30.00	1.0
HR200	How to Achieve Effective Learning	15.00	60.00		75.00	3.0
MH100	Quality Control Mini Hat	10.00	20.00		30.00	1.0
MH300	Executive Director Mini Hat	10.00	50.00		60.00	2.0
PDB100	Hubbard Professional Product Debug Course	15.00	60.00		75.00	3.0
INTC3	Strategic Management Consultant Final Externship		5.00	90.00	95.00	2.0
-	PROGRAM TOTALS	75.00	245.00	90.00	410.00	14.00

Senior Management Consultant/Executive

The program, nature and level of occupation for which training is provided, as defined by Standard Occupational Classification (SOC) code, is as follows:

SOC CODE: 11-1021.00 General and Operations Managers

Sample of reported job titles: Business Manager, Facilities Manager, Facility Manager, General Manager (GM), Operations Director, Operations Manager, Plant Manager, Plant Superintendent, Production Manager, Store Manager

Program Description and Objectives

This course is designed for people who have completed the Strategy Management Consultant Program and who want to gain further knowledge and skills.

This program covers the knowledge and skills required to be able to determine the real causes for any non-optimum business or organizational situations and to be able to write programs that when executed will handle the situation and result in an improved business or organizational condition. The program also requires the student to do a full write-up of the “hat” of the consultant

including the purpose, procedures, all applicable materials, flow charts, results to be produced, and statistics to be kept. A final faculty supervised final externship requires the student to apply all the knowledge and skills learned to help business or organizational clients.

By the end of this certificate program, graduates will be able to:

- Describe typical causes for any non-optimum business or organizational situations
- Write custom plans and programs to address non-optimum business situations
- Develop a full write-up of the “hat” of the consultant including the purpose, procedures, all applicable materials, flow charts, results to be produced, and statistics to be kept
- Demonstrate the skills, attitudes, and knowledge appropriate for the efficient and effective operation of both businesses and nonprofit organizations during the final externship resulting in case studies that the students use as part of their work portfolio.

Program Outline

Senior Management Consultant/Executive 11 Weeks						
Course Number	Course Titles	CONTACT HOURS			Clock /contact hours	Total Credits Awarded
		Lecture	Lab	Practicum Internship Externship		
MH200	Establishment Officer Mini Hat	10.00	40.00		50.00	2.0
CON300	Consultant A to I Full Hat	10.00	20.00		30.00	1.0
DSE100	Elementary Data Series Evaluator	30.00	120.00		150.00	6.0
INTC4	Senior Management Consultant Final Externship		5.00	90.00	95.00	2.0
-	PROGRAM TOTALS	50.00	185.00	90.00	325.00	11.00

Tuition and Fees

Hubbard College of Administration International is a nonprofit institution, and tuition and other fees must cover the instructional and operating costs of the college. Every attempt is made to keep the costs as low as possible without sacrificing adequate facilities and instruction. The college may adjust fees charged at any time, which will and effect enrollments as of the published date.

Associate Degree of Administrative Management

Tuition and Fees	Total Cost	Semester 1	Semester 2	Semester 3	Semester 4
Application Fee Non-Refundable	\$115 Residents and \$200 for International Students	\$115/\$200	\$0.00	\$0.00	\$0.00
Tuition (\$714.29 per credit)	\$45,000.00	\$11,250.00	\$11,250.00	\$11,250.00	\$11,250.00
*Student Tuition Recovery Fund Non-Refundable	\$22.50	\$5.50	\$5.50	\$5.50	\$5.50
Orientation Student Services Fee	\$250.00	\$250.00	\$0.00	\$0.00	\$0.00
Books and Supplies	\$2,336.62	\$2,336.62	\$0.00	\$0.00	\$0.00
Equipment (estimated expense, not paid to the College)	\$850.00	\$850.00	\$0.00	\$0.00	\$0.00
Graduation Fee	\$100.00	\$0.00	\$0.00	\$0.00	\$100.00
Parking Fee Based on \$50 per month for 24 months Non-Refundable, if enrolled as of the first of each month	\$800.00	\$200.00	\$200.00	\$200.00	\$200.00
Student Activity Fee Based on \$89 per month for 24 months Non-Refundable, if enrolled as of the first of each month	\$1424.00	\$356.00	\$356.00	\$356.00	\$356.00
Total Cost Resident Students	\$50,898.12	\$15,363.12	\$11,811.50	\$11,811.50	\$11,911.50
Total Cost International Students	\$50,983.12	\$15,448.12	\$11,811.50	\$11,811.50	\$11,911.50

*\$0.50 for every \$1,000 rounded to the nearest \$1,000 for institutional charges.

Certificate Levels Tuition Fees

Tuition and Fees	Administrative Management Consultant/Executive (10 credits/ 10 weeks)	PR & Marketing Management Consultant/Executive (13 credits/ 13 weeks)	Strategic Management Consultant/Executive (14 credits/ 14 weeks)	Senior Management Consultant/Executive (11 credits/ 11 weeks)
Application Fee (Non-Refundable)	\$75.00	\$25.00	\$25.00	\$25.00
**Tuition (\$750 per credit)	\$7,500.00	\$9,750.00	\$10,500.00	\$8,250.00
*Student Tuition Recovery Fund (Non-Refundable)	\$3.50	\$5.00	\$5.00	\$4.00
Orientation Student Services Fee	\$100.00	\$0.00	\$0.00	\$0.00
Books and Supplies	\$2,069.00	\$262.75	\$394.20	\$273.75
Equipment (estimated expense, not paid to the College)	\$850.00	\$850.00	\$850.00	\$850.00
Graduation Fee	\$50.00	\$50.00	\$50.00	\$50.00
Student Activity Fee	\$247.00	\$296.00	\$296.00	\$247.00
Total Costs for Program Completion	\$10,894.50	\$11,238.75	\$12,120.20	\$9,699.75

*\$0.50 for every \$1,000 rounded to the nearest \$1,000 for institutional charges.

**Estimated cost for a period of attendance and the entire program, as each program is under one semester in length.

Additional Fees/Costs, As Applicable

- I-20 Application (Non-US Residents Only) for Certificate Programs, \$80
- Credit by Examination, \$50 per exam
- Student Consultation, \$25 per hour,
- Transcript, \$5.00 each
- Returned Check Fee, \$20.00,
- Visa Renewal Processing Fee, \$100
- Course Repeat Fee, 50% of the per credit tuition rate
- Interest is charged on any overdue balance at 1.5% per month or 18% per year

Payment of Tuition

Students can pay in advance for their entire program but are only required to pay in advance for the semester to be attended, prior to the semester start date, unless a payment plan has been approved.

Payment Plans

Payment plans may be approved by the Treasurer's office which allows students to pay monthly over the course of the semester to be attended. Interest is charged on any overdue balance at 1.5% per month or 18% per year. Students are required to have an approved, current payment plan prior to the start of the semester, or the student will not be allowed to attend classes.

Past Due Accounts

If any balance is due to Hubbard College of Administration International, certificates, degree, or letters of recommendation will not be issued; nor will the student be permitted to register for the next semester until all financial obligations have been settled in the Treasurer's office.

Student Tuition Recovery Fund

The State of California established the Student Tuition Recovery Fund (STRF) to relieve or mitigate economic loss suffered by a student in an educational program at a qualifying institution, who is or was a California resident while enrolled, or was enrolled in a residency program, if the student enrolled in the institution, prepaid tuition, and suffered an economic loss. Unless relieved of the obligation to do so, you must pay the state-imposed assessment for the STRF, or it must be paid on your behalf, if you are a student in an educational program, who is a California resident, or are enrolled in a residency program, and prepay all or part of your tuition. You are not eligible for protection from the STRF and you are not required to pay the STRF assessment, if you are not a California resident, or are not enrolled in a residency program.

It is important that you keep copies of your enrollment agreement, financial aid documents, receipts, or any other information that documents the amount paid to the school. Questions regarding the STRF may be directed to the Bureau for Private Postsecondary Education, 1747 North Market Blvd., Suite 225, Sacramento, CA 95834 or PO BOX 980818, West Sacramento, CA 95798-0818, (916) 431-6959 or (888) 370-7589.

To be eligible for STRF, you must be a California resident or enrolled in a residency program, prepaid tuition, paid or deemed to have paid the STRF assessment, and suffered an economic loss as a result of any of the following:

1. The institution, a location of the institution, or an educational program offered by the institution was closed or discontinued, and you did not choose to participate in a teach-out plan approved by the Bureau or did not complete a chosen teach-out plan approved by the Bureau.
2. You were enrolled at an institution or a location of the institution within the 120 day period before the closure of the institution or location of the institution or were enrolled in an educational program within the 120 day period before the program was discontinued.

3. You were enrolled at an institution or a location of the institution more than 120 days before the closure of the institution or location of the institution, in an educational program offered by the institution as to which the Bureau determined there was a significant decline in the quality or value of the program more than 120 days before closure.
4. The institution has been ordered to pay a refund by the Bureau but has failed to do so.
5. The institution has failed to pay or reimburse loan proceeds under a federal student loan program as required by law or has failed to pay or reimburse proceeds received by the institution in excess of tuition and other costs.
6. You have been awarded restitution, a refund, or other monetary award by an arbitrator or court, based on a violation of this chapter by an institution or representative of an institution, but have been unable to collect the award from the institution.
7. You sought legal counsel that resulted in the cancellation of one or more of your student loans and have an invoice for services rendered and evidence of the cancellation of the student loan or loans.

To qualify for STRF reimbursement, the application must be received within four (4) years from the date of the action or event that made the student eligible for recovery from STRF.

A student whose loan is revived by a loan holder or debt collector after a period of non-collection may, at any time, file a written application for recovery from STRF for the debt that would have otherwise been eligible for recovery. If it has been more than four (4) years since the action or event that made the student eligible, the student must have filed a written application for recovery within the original four (4) year period, unless the period has been extended by another act of law.

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

Cancellation, Withdrawal, and Refund Policy

STUDENT'S RIGHT TO CANCEL

1. You have the right to cancel your agreement for a program of instruction, without any penalty or obligations, through attendance at the first-class session or the seventh day after enrollment, whichever is later. After the end of the cancellation period, you also have the right to stop school at any time; and you have the right to receive a pro rata refund if you have completed 60 percent or less of the scheduled hours in the current payment period in your program through the last day of attendance.
2. Cancellation may occur when the student provides a written notice of cancellation at the following address: 320 North Vermont Ave., Los Angeles, California 90004. This can be done by mail or by hand delivery.
3. The written notice of cancellation, if sent by mail, is effective when deposited in the mail properly addressed with proper postage.
4. The written notice of cancellation need not take any particular form and however expressed; it is effective if it shows that the student no longer wishes to be bound by the Enrollment Agreement.

5. If the Enrollment Agreement is cancelled the school will refund the student any money, he/she paid, less a registration or administration fee not to exceed \$250.00, and less any deduction for equipment not returned in good condition, within 45 days after the notice of cancellation is received.

WITHDRAWAL FROM THE PROGRAM

You may withdraw from the school at any time after the cancellation period (described above) and receive a pro rata refund if you have completed 60 percent or less of the scheduled hours in the current payment period in your program through the last day of attendance. The refund will be less a registration or administration fee not to exceed \$250.00, and less any deduction for equipment not returned in good condition, within 45 days of withdrawal. If the student has completed more than 60% of the period of attendance for which the student was charged, the tuition is considered earned and the student will receive no refund.

For the purpose of determining a refund under this section, a student shall be deemed to have withdrawn from a program of instruction when any of the following occurs:

- The student notifies the institution of the student's withdrawal or as of the date of the student's withdrawal, whichever is later.
- The institution terminates the student's enrollment for failure to maintain satisfactory progress; failure to abide by the rules and regulations of the institution; absences in excess of maximum set forth by the institution; and/or failure to meet financial obligations to the School.
- The student has failed to attend class for 14 consecutive, scheduled class days.
- The student fails to return from a leave of absence.

For determining the amount of the refund, the date of the student's withdrawal shall be deemed the last date of recorded attendance. The amount owed equals the daily charge for the program (total institutional charge, minus non-refundable fees, divided by the number of hours in the program), multiplied by the number of hours scheduled to attend, prior to withdrawal. For determining when the refund must be paid, the student shall be deemed to have withdrawn at the end of 14 consecutive, scheduled class days. If the student has completed more than 60% of the period of attendance for which the student was charged, the tuition is considered earned and the student will receive no refund.

If any portion of the tuition was paid from the proceeds of a loan or third party, the refund shall be sent to the lender, third party or, if appropriate, to the state or federal agency that guaranteed or reinsured the loan. Any amount of the refund in excess of the unpaid balance of the loan shall be first used to repay any student financial aid programs from which the student received benefits, in proportion to the amount of the benefits received, and any remaining amount shall be paid to the student. Refunds shall be issued within 45 days from the date of the student's withdrawal.

If the student has received federal student financial aid funds, the student is entitled to a refund of moneys not paid from federal student financial aid program funds.

Hubbard College of Administration International does not offer federal or state financial aid. If a student receives a loan to pay for the educational program, the student will have the responsibility to repay the full amount of the loan plus interest, less the amount of any refund.

Student Services

New Student Orientation

Orientation sessions are scheduled for each new student. The purpose of the sessions is to acquaint new students with the College, its programs, policies, personnel, and facilities.

Bookstore

The bookstore inventory includes textbooks, school supplies, and an assortment of college logo items. All book purchases must be paid for by cash, check, Master Card, Visa or American Express.

Student Consulting Services

Hubbard College of Administration International recognizes that personalized service is an important part of education.

Student Consulting Services to assist students are provided to the student at an hourly charge.

A referral program is also available for serious mental health or personal problems.

Individual Academic Assistance

Sometimes students who are having difficulty with their courses may need special individual assistance. This assistance is provided through the Qualifications Division at a cost of \$25 per hour.

Substance Abuse Services

Services include preliminary interview, education, and referral. Services are offered to students who are concerned about their own alcohol or other drug use and to any student concerned about the use of chemicals by someone in their lives.

Career Development

The College offers a broad range of career development services including workshops and seminars. Students are encouraged to use these resources on a continuing basis during their course of studies and after graduation as alumni. The College encourages interaction between students and the business community by sponsoring dinners and career seminars. All students and alumni are encouraged to take advantage of the campus-recruiting program in which representatives from businesses visit the College to interview candidates.

Graduate Placement

Hubbard College of Administration International will assist students in their job search after they successfully complete their studies by offering information on job opportunities and guidance in resume preparation, interviewing techniques and assistance with interview appointments.

Hubbard College of Administration International does not and cannot promise or guarantee employment or level of income or wage rate upon graduation.

Student Activities

Student activities are funded by the monthly student activities fees. Student activities are a valuable part of the total learning experience and are an opportunity for student interaction and participation.

Student Groups and Organizations

Student groups and organizations are established based on the specific common interests and goals of the students.

Volunteer Services for the Community

Hubbard College of Administration International students are encouraged to gain practical experience through volunteer services to the community, including student run services such as business analysis services, seminars and workshops, a free business consultation center, and other projects as the need arises in the community.

Student Affairs Dress Code

Hubbard College of Administration International has established a student dress code in recognition of the fact that appropriate dress is an essential ingredient of success in the business community. Students' dress must be neat, clean, decent, and in good taste. Dress for evening events and other special events would include a coat and tie for men, and a dinner dress or pants outfit for women.

Course supervisors and staff members may require a more stringent code in some cases. From time to time, the dress code may be changed or modified by the College.

Housing

Hubbard College of Administration International does not assume responsibility for student housing, does not have dormitory facilities under its control, nor offers student housing assistance. According to rentals.com for Los Angeles, CA rental properties start at approximately \$1000 per month.

The Director of Technical Services will provide students with lists of housing facilities to assist students with finding living accommodations that are located conveniently near the College.

Parking

The College has a parking lot for the students' use. See fee schedule for parking fees.

Security

The building in which the College is located has a security system that monitors the parking lot and other areas of the building 24 hours a day. Students are asked to report any security matters to the receptionist on the first floor.

Process for Addressing Student Grievances

Any student who has a complaint should direct his or her complaint to the Qualifications Secretary at Hubbard College of Administration International either in person or in writing. The Qualifications Secretary will have the authority to investigate the complaint, decide as to the appropriate handling required, and see that the appropriate handling is carried out.

If the student feels that he or she is not getting a satisfactory resolution of his or her complaint from the Qualifications Secretary, he or she may always directly communicate with the President of Hubbard College of Administration International in person or in writing.

A formal written concern to the President must state the issue and desired outcome and should include any documentation that supports the concern. The President will review the written statement and any supporting documentation, gather facts, and provide a response to the student within five (5) working days. The President's decision is final.

Any questions or problems concerning this school that have not been satisfactorily answered or resolved by the school should be directed to the Bureau for Private Postsecondary Education at 1747 North Market Blvd., Suite 225, Sacramento, CA 95834 or PO BOX 980818, West Sacramento, CA 95798-0818, www.bppe.ca.gov, tollfree telephone number (888) 370-7589 or by fax (916) 263-1897.

Student's Right to Privacy

The Family Educational Rights and Privacy Act of 1974 is a federal law that states: (a) that a written institutional policy must be established and (b) that a statement of adopted procedures covering the privacy rights of students must be made available. The law provides that the institution will maintain the confidentiality of each student's educational records.

Hubbard College of Administration International accords all rights under the law to students who are declared independent. Students who are minors are still accorded the protection of the law with the exception that a parent or guardian will have the right to information in the student's file. No individual organization outside the institution shall have access nor will the institution disclose any information from students' educational records without the written consent of students, except to personnel within the institution or officials of other institutions in which students seek to enroll. Persons or organizations providing students' financial aid, accrediting agencies carrying out their accreditation function, persons in compliance with a judicial order, and persons who, in an emergency, seek to protect the health or safety of students or other persons may also have access. Within the College, only those members of the instructional staff or staff individually or collectively acting in the students' educational interests are allowed access to student records.

At its discretion, the College may provide directory information in accordance with the provision of the Act to include: student's name, address, telephone number, date and place of birth, major field of study, dates of attendance, certificates, degree or awards received, the most recent previous educational agency or institution attended by the student and participation in officially recognized activities. A student may withhold directory information by notifying the office of the Registrar or the office in writing no later than the fifteenth day after registering for courses.

Student Conduct The Way to Happiness

The Way to Happiness is a nonreligious, common sense moral code written by L. Ron Hubbard. This code is contained in a 95-page book that includes for each of the 21 precepts a note on application. This code has been adopted as a guideline for all staff and students at Hubbard College of Administration International.

Moral Precepts from THE WAY TO HAPPINESS

1. Take Care of Yourself.
2. Be Temperate.
3. Do not Be Promiscuous.
4. Love and Help Children.
5. Honor and Help Your Parents.
6. Set a Good Example.

7. Seek to Live with the Truth.
8. Do Not Murder.
9. Do not Do Anything Illegal.
10. Support a Government Designed and Run for All the People.
11. Do Not Harm a Person of Goodwill.
12. Safeguard and Improve Your Environment.
13. Do Not Steal.
14. Be Worthy of Trust.
15. Fulfill Your Obligations.
16. Be Industrious.
17. Be Competent.
18. Respect the Religious Beliefs of Others.
19. Try Not to Do Things to Others That You Would Not Like Them to Do to You.
20. Try to Treat Others as You Would Want Them to Treat You.
21. Flourish and Prosper.

Administrators and Faculty

School Administrators and Staff

President/Executive Director/Chief Executive Officer – Nick Terrenzi
 Vice President of Administration/ Registrar and Treasurer/Chief Operating Officer Martha Pena
 Vice President of Operations/Chief Academic Officer – Arthiraani Ramalingam
 Academic Compliance Director – Mercedes Mira
 Admissions Assistant and Librarian– Edith Muller
 Hubbard College Press Director – Ernest Duran
 Estates Manager – Jose Carpio
 Deputy Office Manager – Mireya Banderas
 Director of External Admin – Sandra Lopez
 Receptionist – Yolanda Cordon

Faculty

Arthiraani Ramalingam, MBA, MS
 Chief Academic Officer, Faculty of Marketing and Strategic Management
 M.S. Advanced Management Studies from Peter F. Drucker School of Management,
 Claremont Graduate University, USA
 Master of Business Administration (MBA) – Bharathidasan University, India
 Post Graduate Diploma in Computer Application (PGDCA) – Bharathidasan University, India
 Bachelor of Science in Microbiology and Biochemistry (BS) – Bharathidasan University, India
 Over 18 years of field experience

Mercedes Mira, B.S. Business Administration
 Academic Compliance Director and Professor of Administrative Studies
 Bachelor of Science Business Administration
 California State University, Los Angeles
 Over 20 years of field experience

Marie Claire Tagliaferro, MA
 Professor of General Ed and Public Relations Management.
 Master of Arts (MA) in Human Development and Family Life from Kansas University.
 Bachelor of Arts (BA) in Human Development and Family Life from Kansas University.
 Bachelor of Arts (BA) in Psychology from Kansas University.
 Bachelor of Arts (BA) in Preschool Education from Universidad Nacional Abierta - Estado Nueva Esparta, Venezuela.
 International Speaker and Publisher,
 40 years of experience as an Executive and Educator in the US.

Carla Coronado, BS Computer Science, MBA
 Faculty of Gen Ed,
 Master of Business Administration (MBA) from (EOI) Escuela de Organizacion Industrial, Madrid, Spain.
 Bachelor of Science in Computer Engineering (BS) from (PUCP) Pontifica Universidad Catolica del Peru
 Over 11 years of field experience

Yarko Manzanares,
 Adjunct Faculty of Management Studies
 Over 25 years of field experience

Academic Calendar

Independence Day	July 3, 2020
Fall Semester 2020 Start Date	September 1, 2020
Labor Day	September 7, 2020
Thanksgiving Holiday	November 26 - November 27, 2020
Fall Semester 2020 End Date	December 18, 2020
Winter Break	December 21, 2020 to January 15, 2021
Spring Semester 2020 Start Date	January 18, 2021
Spring Break	March 6, 2021 to March 13, 2021
Memorial Day	May 31, 2021
Spring Semester 2020 End Date	June 11, 2021

Courses Descriptions

CBI Company Basics I

Prerequisite: SSGE115 Basic Study Manual

1.0 Credit

This course teaches the primary functions of any organization, the basic laws of organization

and administration, and how to design and set up an organization so that it runs effectively. It also covers how to recognize and handle areas of inefficiency which waste manhours and income in an organization. It also addresses areas of written communication, interoffice communication systems, delegation skills, and other ways to increase efficiency.

CBII Company Basics II

Prerequisite: CBI Company Basics I

2.0 Credits

This course covers the theory of organizations, organization design, policy, how to improve the image of an organization, promotional actions of organizations, how to increase efficiency, business ethics, systems of rewards and penalties, organizational conditions, management by statistics, how to set targets and quotas, and basic planning skills.

CON300 Consultant A to I Full Hat

Prerequisite: GE110 How to Achieve Effective Learning

1.0 Credit

The course requires the student to do a full write-up of the “hat” of the consultant including the purpose, procedures, all applicable materials, flow charts, results to be produced, administrative functions and the means of measuring outcomes and success.

DSE100 Elementary Data Series Evaluator

Prerequisite: GE110 How to Achieve Effective Learning

6.0 Credits

This course teaches the student to be able to gather pertinent data, correctly analyze and evaluate the data with logic, and based upon this evaluation of data to determine solutions that will then improve the condition of the organization. The course covers how to do correct investigations and data gathering, how to do a statistical analysis of an organization, how to do evaluations based on logic which produce the correct reasons for organizational situations. This course also contains many practical drills that require the student to apply the data contained in each section as he moves through the course. A final practical exercise requires the student to do a full and proper written evaluation of a business or organization.

ET1 Executive Tools

Prerequisite: CBII Company Basics II

1.0 Credit

This course teaches the basic tools of management and how to use them. It includes information and practical drills on goal setting, the relationship of targets to production, plans, programs, projects, how to write orders, how to get compliance to orders, the different types of positions in an organization, personnel training and enhancement, personnel correction, communications systems, how to use statistics and graphs, how to handle personnel, file systems of organizations, and the use of logic in management decision making.

FP100 How to Increase Profits through Proper Financial Planning

Prerequisite: None

2.0 Credits

This course covers how to manage financial resources to increase cash flow and solvency, build reserves, and correctly allocate financial resources for increased organizational production.

FP200 Financial Planning

Prerequisite: None

4.0 Credits

This course covers how to manage financial resources to increase cash flow and solvency, build reserves, and correctly allocate financial resources for increased organizational production.

The student learns how to must design and carry out a project to improve the financial situation of the business. The course trains the student on financial planning principles and concepts that result in organizational viability consisting of income greater than expenses along with significant amount of reserves to continue expansion.

GE100 Basic Study Manual with Trainer Check Sheet

Prerequisite: None

1.0 Credit

This course teaches the student basic information and skills for learning and applying what he or she has studied in life. This practical knowledge on how to study can be used by adults, college or high school students, teachers, parents, and trainers in industry.

HR200 How to Achieve Effective Learning

Prerequisite: GE120 Master of Communication 1

3.0 Credits

This course trains the student on the basics of study and learning, get trained in specific, highly workable study techniques, and become familiar with Study Technology as a comprehensive tool for the use in studying and learning any subject.

ORG500 How to Study Effectively

Prerequisite: GE120 Master of Communication 1

4.0 Credits

Employees too often come to the business world unprepared and untrained. They also come with poor learning skills, as they have never been taught how to study, how to learn, and how to apply what they have learned. This course teaches the student how to transcend the barriers to study and address the phenomena of misunderstood words. With this information, the student will be able not only to grasp fully what he or she is studying, but also to apply the material proficiently in work and in life.

GE120 Master of Communication I

Prerequisite: None

1.0 Credit

In any workplace, excellent communication and relations among employees are key; they are the oil that lubricates the workflows and allows for coordination. Without excellent communication, lines jam and efficiency drop. This course teaches the basics of human relations. It integrates the basics of communication and understanding of human behavior in a workplace and provides the student with the tools necessary to be able to get along with others without conflicts and upsets.

MAN100 Handling the Ups and Downs in Life

Prerequisite: None

2.0 Credits

Personal problems, whether home or work-related, can take their toll on one's performance at work. This course addresses the influences in a person's life that may cause the student to falter in life and create distress both personally and professionally. It teaches a student to understand why someone who is doing well in life can suddenly do poorly or begin to fail, know the twelve identifying characteristics that will help the student choose his/her friends and associates wisely and provide the student with the tools necessary to help relieve another's burden of an antisocial personality, so they can live well and be happy again.

MAN200 Personal Values and Integrity

Prerequisite: None

2.0 Credit

Compromising one's personal integrity because of social and economic pressure leads to failure and loss. This course addresses the basics of honesty and personal integrity not just in the world of work, but in life as well. It shows the student how to improve a student's sense of self-respect, integrity, confidence, and self-worth so they can alleviate themselves from the misery caused by transgressions and be able to get along with others easily.

GE150 Master of Communication II

Prerequisite: GE120 Master of Communication I

1.0 Credit

The inability to communicate can destroy a career, a business relationship, or a sale. The greater a person's ability to communicate, the greater his or her potential for success. The ability to communicate professionally plays no small role in the demonstration of competence. Communication can be learned and developed. This course teaches the student to communicate without tension or nervousness, to get ideas across clearly and distinctly, and to guide and control communication in business or any situation. This course includes a series of eighteen practical drills on the fundamentals of effective communication.

HR100 How to Evaluate and Predict Human Behavior

Prerequisite: None

2.0 Credits

This course provides tools to help the student understand people and their behavior and to predict what they are likely to do on and off the job. It teaches how to observe, evaluate, and predict human behavior.

ORG600 How to Effectively Handle Work

Prerequisite: None

1.0 Credit

This course addresses the day-to-day problems of work and living. It addresses areas such as how to handle one's job, how to keep a job, how to maintain productivity and efficiency, and how to handle confusions in the workplace and in life. It also addresses the most common problems encountered in the workplace including stress, exhaustion, and burnout. This course provides the fundamental discoveries that will increase the students' ability to deal with the numerous problems which beset most people in today's workaday world thereby giving them the tools to manage and effectively handle work.

ORG150 Organizational Structure

Prerequisite: None

4.0 Credits

This course trains a student to understand the principles of basic organization to increase efficiency and productivity in a business or company towards expansion. The course helps the student understand the organizational structure, functions and departments.

GE170 Organizational Behavior

Prerequisite: None

4.0 Credits

Surviving in the business world can often be a challenge. One of the more challenging aspects of business is the recurring necessity of deciding what is right or wrong, good or bad, moral or immoral. These decisions are often complex and difficult to face. The subject of ethics encompasses this aspect of business. This course shows the negative consequences of unethical behavior in business and addresses what ethics really are, how to apply ethics on a day-to-day basis, and how to improve the workplace through the use of ethics.

GE180 Human Development as a Vital Infrastructure**Prerequisite: None****4.0 Credits**

This course teaches a student on the concepts and principles of the Tone Scale and the Hubbard Chart of Human Evaluation and use them to evaluate and predict the behavior of other people in life and business.

GE200 Business Mathematics**Prerequisite: None****2.0 Credits**

In this course, students apply math fundamentals to business applications. Subject matter presented includes a basic math review, business statistics, profit calculations, payroll, banking, and other business topics.

GE190 Applied Sciences**Prerequisite: None****1.0 Credit**

This course provides the student with an overview of the principles and concepts of science and the scientific method. From that understanding, the student applies the scientific method in the subjects of biology, including: ecology, evolution, genetics and cell division.

INTAAS Final Degree Externship**Prerequisite: Associate of Applied Science Degree courses****7.0 Credits**

This faculty-supervised final externship requires the student to apply all the knowledge and skills learned by working in a business or organization as a management or administrative intern. The student must sign a final externship contract with his or her faculty supervisor and a representative of the organization that states exactly what the student will be required to do and the evidence and documentation of actions and results required for satisfactory completion of the final externship.

INTC1 Administrative Management Consultant Final Externship**Prerequisite: Completion of all other courses in the Administrative Management****Consultant/Executive Program****2.0 Credits**

This faculty supervised final externship requires the student to apply the knowledge and skills learned on the program to help business and organizational clients. The arrangements for the final externship are worked out on an individual basis with each student.

INTC2 Public Relations and Marketing Management Consultant Final Externship**Prerequisite: Completion of all courses in the Public Relations and Marketing****Consultant/Executive****2.0 Credits**

This faculty supervised final externship requires the student to apply the skills and knowledge learned on the program to help organizational or business clients. The arrangements for the final externship are worked out on an individual basis with each student.

INTC3 Strategic Management Consultant Final Externship

Prerequisite: Completion of all courses in the Strategic Management Consultant/Executive

2.0 Credits

This faculty supervised final externship requires the student to apply the knowledge and skills learned on the program to help business or organizational clients. The specific arrangements for the final externship are worked out on an individual basis with each student.

INTC4 Senior Management Consultant Final Externship

Prerequisite: Completion of all courses in the Senior Management Consultant/Executive Courses

2.0

Credits

This faculty supervised final externship requires the student to apply the knowledge and skills learned on this program to help business or organizational clients. Arrangements for the final externship are worked out on an individual basis with each student.

MAN150 Executive Basics

Prerequisite: None

1.0 Credit

This course teaches the fundamentals of holding a position of managerial or administrative responsibility in an organization. It covers the topics of management functions, leadership, and the duties and skills of an executive.

GE160 Master of Communication III

Prerequisite: GE120 and GE150 Master of Communication I & II

1.0 Credit

An executive or an administrator must be someone who can get things done through others. Getting compliance with administrative actions or orders can be frustrating due to the barriers and procrastination of others. This course contains 22 practical drills that teach the student how to get others to get things done and how to get compliance by controlling others positively and get things done by efficiently managing a team.

MAN300 Formulas for Business Success

Prerequisite: None

2.0 Credits

This course teaches the exact operating states or conditions of any business or organizational activity and the steps to take based on the operating state or condition to improve the business or organizational activity.

MAN400 Management by Statistics

Prerequisite: MAN300 Formulas for Business Success

3.0 Credits

This course teaches how to use statistics and graphs to show how much any business or organizational area is producing. It also shows how to use statistics to analyze the operations of an organization and how to use statistics for management decision-making.

MAR200 Marketing Management

Prerequisite: None

3.0 Credits

Marketing is an important function in any business. This course teaches the basic elements and tools of marketing and ways to plan marketing strategy and devise marketing and promotional campaigns.

MH100 Quality Control Mini Hat**1.0 Credits****Prerequisite: GE110 How to Achieve Effective Learning**

This course is designed to teach the student the basic knowledge and skills required to properly carry out the Quality Control functions of a business or organization. It covers the importance of documenting correct procedures and methods of operation, establishing a full library of documented procedures and methods of operation, how to keep organizational knowledge from going out of use or becoming lost, how to certify the validity and quality of organizational products and services, how to correct personnel who make mistakes or are nonproductive in their jobs, and how to correct an organization so that it functions more effectively.

MH200 Establishment Officer Mini Hat**Prerequisite: GE110 How to Achieve Effective Learning****2.0 Credits**

This course is designed to teach the student the basic knowledge and skills required to properly organize a business or organization including administrative and communication systems, scheduling of organizational activities, organizational structure and functions, the number and job categories of staff and employees needed, and how to help the staff and employees learn to function better on their jobs.

MH300 Executive Director Mini Hat**Prerequisite: GE110 How to Achieve Effective Learning****2.0 Credits**

This course is designed to teach the newly posted Executive Director the basic purposes, duties and skills needed so that he can immediately function on his or her new post. This course covers a model hat for an executive, what an executive director is supposed to accomplish, how to get others to get their jobs done, how to debug targets or projects that are stalled and not moving forward, how to do executive inspections, how to write programs, how to delegate responsibility, how to write orders and get compliance with orders.

ORG100 Basic Organization**Prerequisite: GE110 How to Achieve Effective Learning****2.0 Credits**

This course teaches the primary functions of any organization, the basic laws of organization and administration, and methods of designing and setting up an organization so that it runs effectively. It trains a student to understand the causes of wasting resources, inefficiency and unnecessary extra work made by others and how to create an efficient, productive and upset-free work environment using the concepts and principles of basic organization to increase efficiency and productivity in a business or company.

ORG200 Increasing Efficiency**Prerequisite: None****2.0 Credits**

This course teaches the student how to recognize and handle areas of inefficiency that waste man-hours and income in an organization. It also addresses areas of written communication, interoffice communication systems, delegation skills, and other ways to increase efficiency.

ORG300 Organizational Analysis**Prerequisite: None****2.0 Credits**

The purpose of this course is to give the student practice in doing organizational analysis, spotting situations that need to be handled and handling them in companies and organizations.

PDB100 Hubbard Professional Product Debug Course**Prerequisite: GE110 How to Achieve Effective Learning****3.0 Credits**

This course covers how to do a proper inspection of an organization, analysis of organizations, product debug technology, product debug checklist, targets and production, how to find and replace false data, handling misunderstood words, financial planning tips, staff training programs, personnel program pitfalls, how to bring order to confused areas, business ethics, how to write targets, and how to organize a company and get it to function

POL100 How to Write Effective Company Policy**Prerequisite: None****2.0 Credits**

This course teaches the importance of establishing policy and addresses how to write and issue organizational policy, how and when to implement policy, and how policy can be used to expand an organization.

PR100 Marketing and Public Relations Surveys**Prerequisite: None****1.0 Credit**

Surveys are the tools by which one finds out what customers and potential customers think and feel. Surveys give information that is vital to effective marketing, promotion and public relations activities, and campaigns. This course teaches the basics of using surveys for marketing and public relations.

PR200 Public Relations Fundamentals**Prerequisite: None****2.0 Credits**

Good public relations are vital to the expansion of any business or organization. This course teaches the basic duties and purposes of the public relations professional, the elements of public relations, and the basic tools of public relations.

PROG200 Business Planning**Prerequisite: None****2.0 Credits**

Planning is working out how one is going to accomplish set objectives. A properly written plan is a road map to success. This course teaches the student workable techniques for formulating plans and programs. It teaches how to get programs carried out and moving to achieve business or organizational goals and objectives. The elements of successful plans and programs are defined and taught.

SA100 How to Create Want for Your Products Through Effective Sales Techniques.**Prerequisite: GE150 Master of Communication II****3.0 Credits**

The purpose of this course is to train a student to understand the concepts and principles of management by statistics to run a company based on quotas, targets, production and statistics.

PR150 Creating Surveys to Gain Marketing Insights**Prerequisites: None****2.0 Credits**

This course trains the student on survey principles and concepts on specific techniques to understand what various publics think and what they will react to as far as products and services and be able to do surveys.

PR300 Public Relations Management**Prerequisites: None****3.0 Credits**

This course trains the student on principles and concepts in handling public relations for an organization or individual(s) that increase their value, support, goodwill and productivity.

SA200 The Art of Sales.**Prerequisite: None****3.0 Credits**

This course teaches a student to comfortably sell products or services he helped market and increase revenue for the company.

MAR100 Marketing Management**Prerequisite: None****2.0 Credits**

This course teaches the basic elements and tools of marketing and ways to plan marketing strategy and devise marketing and promotional campaigns.

PROG100 How to Make Planning Become an Actuality**Prerequisite: None****1.0 Credit**

This course teaches the student workable techniques for formulating plans and programs. It teaches how to get programs carried out and moving to achieve business or organizational goals and objectives. The elements of successful plans and programs are defined and taught.

ADDENDUM

Individual Self Study Courses and Descriptions

Following are individual courses that are offered as part of the college Continuing Education department, they are not intended to lead to a vocation and are not represented to do so. Each course has a final written examination at the completion of the course. All apprenticeships will be evaluated throughout the duration based on learning outcomes expected in each task of the apprenticeship. The course descriptions and clock hours for each course is described below:

SSEFH100 Executive Full Hat**275 Hours****Prerequisite: None**

In our society various jobs are identified by different hats. For example, a fireman's hat, an artist's beret, and a construction worker's hard hat are all identifiable. The word "hat" is a slang term meaning the specialized duties of one's job. A full hat would include all the necessary skills and knowledge to successfully wear the "hat."

This course covers basic study skills, the basics of organizations, the functions of organizations, the basic tools of an executive, the functions and duties of an executive and the knowledge and skills needed to carry out the functions and duties of an executive. A faculty supervised final practical application requires the student to apply all the knowledge and skills learned in the course while functioning as an executive director of a business or professional practice. Enrollment in this course requires WISE membership at the time of admissions.

SSETH100 Ethics for Business Survival**Prerequisite: None****90 Hours**

Surviving in the business world can often be a challenge. One of the more challenging aspects of business is the recurring necessity of deciding what is right or wrong, good or bad, moral or immoral. These decisions are often complex and difficult to face. The subject of ethics encompasses this aspect of business. This course shows the negative consequences of unethical behavior in business and addresses what ethics really are, how to apply ethics on a day-to-day basis, and how to improve the workplace through the use of ethics.

SSETH100A Ethics for Business Survival Apprenticeship**Prerequisite: Ethics for Business Survival Course****45 Hours**

This faculty-supervised apprenticeship requires the student to apply the knowledge and skills learned in the *Ethics for Business Survival* course in a real business or organizational environment. The student must undertake a project in which he or she recognizes an ethics situation that needs correction and devises and implements a workable solution.

SSETH200 Formulas for Business Success**Prerequisite: None****45 Hours**

This course teaches the exact operating states or conditions of any business or organizational activity and the steps to take based on the operating state or condition to improve the business or organizational activity.

SSETH200A Formulas for Business Success Apprenticeship**Prerequisite: Formulas for Business Success Course****45 Hours**

This faculty supervised apprenticeship requires the student to apply the knowledge and skills learned in the *Formulas for Business Success* course in a real business or organizational environment. The student must go into a business or organizational situation, determine the correct operating state or condition of the organization or one of its activities, determine the steps needed to improve the condition, and get the steps applied resulting in an improvement of the condition.

SSETH300 Management by Statistics**Prerequisite: Formulas for Business Success Course****45 Hours**

This course teaches how to use statistics and graphs to show how much any business or organizational area is producing. It also shows how to use statistics to analyze the operations of an organization and how to use statistics for management decision-making.

SSETH300A Management by Statistics Apprenticeship**Prerequisite: Management by Statistics courses****45 Hours**

This faculty supervised apprenticeship requires the student to apply the knowledge and skills learned in the *Management by Statistics* course in a real business or organizational environment. The student must also implement statistics to accurately measure the business or activity. Using the statistics, the student must do an analysis finding what causes statistics to improve and apply the proper formula to strengthen this. The student must also determine the cause of declining statistics and apply the proper formula to improve the condition.

SSFP210 Financial Planning**Prerequisite: Formulas for Business Success****120 Hours**

This course covers how to manage financial resources to increase cash flow and solvency, build reserves, and correctly allocate financial resources for increased organizational production.

SSFP240A How to Increase Profits through Proper Financial Planning Apprenticeship**Prerequisite: Financial Planning****90 Hours**

This faculty-supervised apprenticeship requires the student to apply the knowledge and skills learned in the *Financial Planning* course in a business or organization. The student must design and carry out a project to improve the financial situation of the business. Students who are currently employed can complete the externship in their own organization.

SSFP250 Financial Planning for Business Owners and Professionals**275 Hours****Prerequisite: None**

This course is a non-technical, non-accounting course, which teaches small business owners and professionals how to manage their financial resources on a short term, medium term, and long-term basis to increase profits and build reserves. The course includes basic study skills, management strategies, how to use statistics and graphs in decision-making, executive basics, planning skills, and financial management skills. All of these elements combine to enhance financial planning and decision-making.

SSGE115 Basic Study Manual**Prerequisite: None****50 Hours**

This course teaches the student basic information and skills for learning and applying what he or she has studied in life. This practical knowledge on how to study can be used by adults, college or high school students, teachers, parents, and trainers in industry.

SSGE110 How to Achieve Effective Learning**Prerequisite: None****180 Hours**

Employees too often come to the business world unprepared and untrained. They also come with poor learning skills, as they have never been taught how to study, how to learn, and how to apply what they have learned. This course teaches the student how to transcend the barriers to study and address the phenomena of misunderstood words. With this information, the student will be able not only to grasp fully what he or she is studying, but also to apply the material proficiently in work and in life.

SSGE120 Master of Communication I**Prerequisite: None****45 Hours**

In any workplace, excellent communication and relations among employees are key; they are the oil that lubricates the workings and allows for coordination. Without excellent communication, lines jam and production slow. This course teaches the basics of human relations.

SSGE120A Master of Communication I Externship**Prerequisite: Master of Communication I****45 Hours**

This faculty-supervised externship requires the student to apply what he or has learned in the *Master of Communication I* course while functioning in a real workplace environment.

SSGE130 Handling the Ups and Downs in Life**Prerequisite: None****45 Hours**

Personal problems, whether home or work-related, can take their toll on one's performance at work. This course addresses the influences in a person's life that may cause him or her to falter in life and create distress both personally and professionally.

SSGE130A Handling the Ups and Downs in Life Apprenticeship**Prerequisite: Handling the Ups and Downs in Life Course****45 Hours**

This faculty-supervised apprenticeship requires the student to apply what he or she has learned in the *Handling the Ups and Downs in Life* course to help him/herself or another person to handle influences in life that cause stress.

SSGE140 Personal Values and Integrity**Prerequisite: None****25 Hours**

Compromising one's personal integrity because of social and economic pressure leads to failure and loss. This course addresses the basics of honesty and personal integrity not just in the world of work, but in life as well.

SSGE140A Personal Values and Integrity Apprenticeship**Prerequisite: Personal Values and Integrity Course****25 Hours**

This faculty-supervised apprenticeship requires the student to apply what he or she has learned in the *Personal Values and Integrity* course in real workplace situations.

SSGE150 Master of Communication II**Prerequisite: None****45 Hours**

The inability to communicate can destroy a career, a business relationship, or a sale. The greater a person's ability to communicate, the greater his or her potential for success. The ability to communicate professionally plays no small role in the demonstration of competence. Communication can be learned and developed. This course teaches the student to communicate without tension or nervousness, to get ideas across clearly and distinctly, and to guide and control communication in business or any situation. This course includes a series of eighteen practical drills on the fundamentals of effective communication.

SSGE155 How to Evaluate and Predict Human Behavior**Prerequisite: None****90 Hours**

This course provides tools to help the student understand people and their behavior and to predict what they are likely to do on and off the job. It teaches how to observe, evaluate, and predict human behavior.

SSGE165A How to Evaluate and Predict Human Behavior Apprenticeship**Prerequisite: How to Evaluate and Predict Human Behavior Course****45 Hours**

This faculty-supervised apprenticeship requires the student to apply the knowledge and skills learned in the *How to Evaluate and Predict Human Behavior* course to complete a project in a real business or organizational environment.

SSGE175 How to Effectively Handle Work**Prerequisite: None****45 Hours**

This course addresses the day-to-day problems of work and living. It addresses areas such as how to handle one's job, how to keep a job, how to maintain productivity and efficiency, and how to handle confusions in the workplace and in life. It also addresses the most common problems encountered in the workplace including stress, exhaustion, and burnout.

SSGE178A How to Effectively Handle Work Apprenticeship**Prerequisite: How to Effectively Handle Work Course****45 Hours**

This faculty-supervised apprenticeship requires the student to apply the knowledge and skills learned in the *How to Effectively Handle Work* course in a real business or organizational environment and in life. The student, while working in an organization, must undertake projects to help him/herself and others using the information learned in the course.

SSIBC100 Improving Business Communication**Prerequisite: None****230 Hours**

A major factor in the success of any business or organization is the speed and quality of communication. This course is designed to give the student the tools needed to improve communications in his or her workplace. The course includes basic study skills, information and drills on interpersonal communication, effective interoffice communications, and communications tools for increasing efficiency and communications skills that enable one to get others to get things done.

SSIBC200 Improving Interpersonal Relationships**Prerequisite: None****270 Hours**

The ability to successfully work with all types of people, including those who are difficult to get along with, is vital to success at work. The purpose of this course is to help the student to effectively relate to others in the workplace whether they are coworkers, employees, seniors, customers or others. It covers basic study skills, communication skills, interpersonal relationship skills, and business and personal ethics issues. Also included are practical exercises and drills in which the student must practice the knowledge and skills learned.

SSMAN100 Executive Basics**Prerequisite: Formulas for Business Success****Management by Statistics courses****45 Hours**

This course teaches the fundamentals of holding a position of managerial or administrative responsibility in an organization. It covers the topics of management functions, leadership, and the duties and skills of an executive.

SSMAN100A Executive Basics Apprenticeship**Prerequisite: SSMAN100 Executive Basics Course****45 Hours**

This faculty-supervised apprenticeship requires the student to apply the knowledge and skills learned in the *Executive Basics* course by carrying out executive duties in a business or organization. The student must work under an executive in the organization to get familiar with the functions and the organization. The student then must carry out some basic executive duties such as writing and getting compliance to orders, conducting a staff meeting, and other actions to be agreed upon by the executive in the organization, the faculty supervisor, and the student.

SSMAN200 Effective Leadership

Prerequisite: None

50 Hours

An effective leader is very valuable in our society. The importance of leadership cannot be downplayed. This course identifies the elements of effective leadership and ways to achieve them.

SSMAN200A Effective Leadership Apprenticeship

Prerequisite: Effective Leadership Course

45 Hours

This faculty-supervised apprenticeship requires the student to apply the knowledge and skills learned in the *Effective Leadership* course. This requirement is accomplished by working with an executive or manager to restore and/or strengthen his or her skills as a leader. Students who are currently employed can complete this externship in their own organization.

MAN250 Master of Communication III

Prerequisite: GE150 Master of Communication II

45 Hours

An executive or an administrator must be someone who can get things done through others. Getting compliance with administrative actions or orders can be frustrating due to the barriers and procrastination of others. This course contains 22 practical drills that teach the student how to get others to get things done and how to get compliance.

SSMAR100 Marketing Management

Prerequisites: The Basics of Survey Technology

90 Hours

Marketing is an important function in any business. This course teaches the basic elements and tools of marketing and ways to plan marketing strategy and devise marketing and promotional campaigns.

SSMAR100A Marketing Apprenticeship

Prerequisite: Marketing Management

45 Hours

This faculty-supervised apprenticeship requires the student to apply the knowledge and skills learned in the *Marketing* course. This externship may be done by assisting a marketing professional in the design and implementation of a project for a client or it may be done by the student working directly with a business or organization to design and carry out a marketing project.

SSMAR250 Marketing Basics

Prerequisite: None

275 Hours

Marketing is a vital function for businesses or organizations offering a product or service. This course provides an introduction to the basic elements of marketing. It covers basic study skills, how to conduct surveys and gather market information, advertising, sales promotion, development of advertising strategy, media strategy and sales promotional strategy. It covers the basic elements of public relations as they relate to the marketing functions.

SSMS100 Management Strategies

Prerequisite: None

240 Hours

Businesses and organizations move through different operating states from infancy through maturity. They also experience different operating states on a shorter-term basis. Whether or not an organization expands or contracts, endures or succumbs, is dependent upon the knowledge and ability to execute the correct management strategy for the correct operating state. This course addresses the stages of growth and decline and the appropriate strategies for each condition. It covers basic study

skills, identification of the various operating conditions of an organization or any section of an organization and the steps that can be taken to improve the operating condition at any given time. It also covers how to measure the production of an organization or its parts, how to keep and graph statistics, and how to use statistics for management decision making. It includes a faculty supervised Final Practical Application in which the student must use the knowledge and skills learned in the course to help a business or organizational client. Enrollment in this course requires WISE membership at the time of admissions.

SSOM100 Office Management Training

Prerequisite: None

270 Hours

Management involves more than just knowing what should be done in a business or organization; it also involves knowing how to get others to do what should be done. Anyone in charge of others has to be able to get others to get things done. This course teaches the knowledge and skills needed to effectively manage people. It covers basic study skills, interpersonal relationship skills, communication skills, business ethics, how to evaluate and predict human behavior, and tools to help others operate more ethically, productively and effectively. A faculty supervised Final Practical Application requires the student to apply the knowledge and skills learned in business and organizational management situations. Enrollment in this course requires WISE membership at the time of admissions.

SSORG110 Basic Organization

Prerequisite: Formulas for Business Success Course, Management by Statistics **90 Hours**

This course teaches the primary functions of any organization, the basic laws of organization and administration, and methods of designing and setting up an organization so that it runs effectively.

SSORG120A Basic Organization Apprenticeship

Prerequisite: Basic Organization Course

90 Hours

This faculty-supervised apprenticeship requires the student to go into a business or organization, do an analysis of the organizational functions and structure, and use the knowledge and skills learned in the *Basic Organization* course to write and present recommendations to improve the organizational functions and structure. Students who are currently employed may complete this externship in their own organizations.

SSORG210 Increasing Efficiency

Prerequisite: None

45 Hours

This course teaches the student how to recognize and handle areas of inefficiency that waste man-hours and income in an organization. It also addresses areas of written communication, interoffice communication systems, delegation skills, and other ways to increase efficiency.

SSORG210A How to Increase Efficiency in Your Company Apprenticeship

Prerequisite: Increasing Efficiency Course

45 Hours

This faculty-supervised apprenticeship requires the student to go into a business or organization, recognize and handle areas of inefficiency that waste man-hours and income in an organization.

SSPD100 Organizational Trouble Shooter Level I

Prerequisite: None

290 Hours

This course is designed for WISE members who want to learn to identify and handle non-optimum areas of their own companies effectively. This course is designed to teach the knowledge and skills needed to find the reasons for and the steps to take to handle any person or area that is not functioning well, is inefficient or nonproductive in a business or organization. Hubbard Professional Product Debug technology covers how to do a proper inspection of an organization, analysis of organizations, product debug technology, product debug checklist, targets and production, how to find and replace false data, handling misunderstood words, financial planning tips, staff training programs, personnel program pitfalls, how to bring order to confused areas, business ethics, how to write targets, how to organize a company and get it to function. It also includes a faculty supervised Final Practical Application in which the student uses the knowledge and skills learned with business or organizational clients. Enrollment in this course requires WISE membership at the time of admissions.

SSPD200 Organizational Trouble Shooter Course Level II

Prerequisite: None

290 Hours

This course is designed for WISE members who want to be able to use the analyses and evaluation skills to improve situations in their own businesses or organizations. The course covers how to think logically, how to analyze and evaluate data and situations, and how to determine the real reasons for a business or organizational condition. It covers how to use existing resources to correct the situation or improve the condition. It includes a faculty supervised Final Practical Application in which the student must use the knowledge and skills learned in the course to help a business or organizational client. Enrollment in this course requires WISE membership at the time of admissions.

SSPM100 Post Mini Hat

Prerequisite: None

180 Hours

This course is for people who are currently employed and who have begun a new post in an organization. This course is designed to help someone to function on a new post in an organization. It covers basic study skills, the key duties and functions of the new post. A faculty supervised Final Practical Application requires the student to use the knowledge and skills learned in the course while working in a business, professional practice or other organization. Enrollment in this course requires WISE membership at the time of admissions.

SSPR250 Public Relations Basics

Prerequisite: None

275 Hours

Good public relations are an important element of any business or organization. This course covers the basic elements of public relations including publicity, promotion, opinion research, special events and press agency. This course should bring about a complete overall image of the extent and power of the public relations profession and provide the basic skills needed to conduct public relations programs and activities.

SSPROG100 Making Planning Become an Actuality

Prerequisite: None

45 Hours

Planning is working out how one is going to accomplish set objectives. A properly written plan is a road map to success. This course teaches the student workable techniques for formulating plans and programs. It teaches how to get programs carried out and moving to achieve business or

organizational goals and objectives. The elements of successful plans and programs are defined and taught.

SSPROG100A How to Make Planning Become an Actuality Apprenticeship

Prerequisite: How to Make Planning Become an Actuality **45 Hours**

This faculty-supervised apprenticeship requires the student to apply the knowledge and skills learned in the *Planning Course* by writing and carrying out a plan to accomplish a goal or objective in a business or organization. The plan must include targets to be hit by a number of people. Students who are currently employed can complete this externship in their own organization.

SSPOL160 How to Write Effective Company Policy

Prerequisite: None **45 Hours**

This course teaches the importance of establishing policy and addresses how to write and issue organizational policy, how and when to implement policy, and how policy can be used to expand an organization.

SSPOL160A How to Write Effective Company Policy Apprenticeship

Prerequisite: POL100 How to Write Effective Company Policy **45 Hours**

This faculty-supervised apprenticeship requires the student to apply the knowledge and skills learned in the *Policy* course in a business or organization. The student must study the existing policies of the organization, determine areas in which policy needs to be developed, develop and present the needed policy and get it issued correctly in the organization. Students who are currently employed can complete this externship in their own organization.

SSPR110 The Basics of Survey Technology

Prerequisite: GE120 Master of Communication I **90 Hours**

Surveys are the tools by which one finds out what customers and potential customers think and feel. Surveys give information that is vital to effective marketing, promotion and public relations activities, and campaigns. This course teaches the basics of using surveys for marketing and public relations.

SSPR110A Marketing and Public Relations Surveys Apprenticeship

Prerequisite: SSPR100 The Basics of Survey Technology **45 Hours**

This faculty-supervised apprenticeship requires the student to apply the knowledge and skills learned in the *Survey* course in a business or organization. The externship may be done by assisting a professional market researcher on a project for a client or it may be done by the student working directly to conduct surveys for a business or organization. Students who are currently employed may complete this externship for their own organization.

SSPR220 Public Relations Fundamentals

Prerequisite: The Basics of Survey Technology **90 Hours**

Good public relations are vital to the expansion of any business or organization. This course teaches the basic duties and purposes of the public relations professional, the elements of public relations, and the basic tools of public relations.

SSPR220A Public Relations Apprenticeship

Prerequisite: Public Relations Course

45 Hours

This faculty-supervised apprenticeship requires the student to apply the knowledge and skills learned in the *Public Relations* course in a business or organization. The student must identify a public relations situation, design a campaign or program to handle the situation, and carry out the steps of the program to achieve a successful result. Students who are currently employed can complete this externship in their own organization.

SSSA150 How to Create Want for Your Products Through Effective Sales Techniques

Prerequisites: Improving Business through Communication

90 Hours

Effective salesmanship can be learned. This course teaches the fundamentals of personal selling. It includes many practical drills on the various elements of personal selling and sales situations.

SSSA150A Sales Apprenticeship

Prerequisites: SA100 How to Create Want for Your Products Through Effective Sales Techniques

90 Hours

This faculty-supervised apprenticeship requires the student to apply the knowledge and skills learned in the *Sales* course in real personal selling situations. The student must work in a business or organization in personal selling to prospect customers, make sales presentations, and close sales. Students who are currently employed may complete this externship in their own organizations.

SSSA250 Sales Basics

Prerequisites: None

295 Hours

Effective salespeople are very valuable to any business organization. Good salesmanship can be learned. This course focuses on personal selling and the fundamentals of good salesmanship. The selling process from product knowledge, prospecting, sales presentations, and personal selling skills are covered. It includes basic study skills, communications skills as well. Role playing and drills on sales techniques and sales situations are used to help the student apply the knowledge to personal selling situations.

SSSFH100 Specialist Full Hat

Prerequisites: None

290 Hours

This course is designed for people who are currently employed and who hold a specialist post in an organization. The course covers basic study skills, the basics of organizations, the functions of organizations, the basic tools of an executive, the functions and duties of a specialist, and the knowledge and skills needed to carry out the functions and duties of a specialist. The course also includes a faculty supervised. Final Practical Application in which the student must use the knowledge and skills learned in the course while working in an organization. Enrollment in this course requires WISE membership at the time of admissions.

SSSUP100 Course Room Training and Supervision

Prerequisites: GE 110 How to Achieve Effective Learning

290 Hours

This course is designed for people who want to be employed as training course supervisors in self-paced study course rooms. Enrollment in this course requires WISE membership at the time of admissions.

With the continuing avalanche of technologies and information deluging people in the workplace, it is becoming increasingly clear that the quality of one's working life depends in great

measure upon the ability to learn and to apply what one has learned. New information and new technology is useless unless one can retain what he has read, understand it and apply it. This course teaches the knowledge and skills required to run a course room effectively and to graduate students who know and can apply what they have studied and who can be successful in the subject area. This course also contains practical assignments and drills to enable the student to become proficient in applying what he learns on the course.

Self-Study Courses Tuition and Fees

Course	Application Fee	*Student Tuition Recovery Fund Non-Refundable	Orientation Student Services Fee	Books and Supplies	Tuition	**Total Cost
Basic Study Manual	\$0.00	\$0.00	\$0.00	\$23.95	\$600.00	\$623.95
How to Achieve Effective Learning	\$0.00	\$1.00	\$0.00	\$110.00	\$1,800.00	\$1,911.00
Master of Communication I	\$0.00	\$0.00	\$0.00	\$62.00	\$750.00	\$812.00
Handling the Ups and Downs in Life	\$0.00	\$0.00	\$0.00	\$62.00	\$300.00	\$362.00
Personal Values and Integrity	\$0.00	\$0.00	\$0.00	\$65.00	\$300.00	\$365.00
Master of Communication II	\$0.00	\$0.00	\$0.00	\$85.00	\$800.00	\$885.00
How to Evaluate and Predict Human Behavior	\$0.00	\$0.50	\$0.00	\$110.00	\$1,000.00	\$1,110.50
How to Effectively Handle Work	\$0.00	\$0.00	\$0.00	\$110.00	\$800.00	\$910.00
Ethics for Business Survival	\$0.00	\$0.50	\$0.00	\$75.00	\$1,000.00	\$1,075.50
Formulas for Business Success	\$0.00	\$0.00	\$0.00	\$110.00	\$800.00	\$910.00
Management by Statistics	\$0.00	\$0.00	\$0.00	\$110.00	\$800.00	\$910.00
Executive Basics	\$0.00	\$0.00	\$0.00	\$110.00	\$800.00	\$910.00
Effective Leadership	\$0.00	\$0.00	\$0.00	\$75.00	\$800.00	\$875.00
Basic Organization	\$0.00	\$0.50	\$0.00	\$75.00	\$1,200.00	\$1,275.50
Making Planning Become an Actuality	\$0.00	\$0.50	\$0.00	\$75.00	\$1,000.00	\$1,075.50
How to Increase Efficiency in Your Company	\$0.00	\$0.00	\$0.00	\$75.00	\$800.00	\$875.00
Financial Planning	\$0.00	\$0.50	\$0.00	\$75.00	\$1,500.00	\$1,575.50
How to Write Effective Company Policy	\$0.00	\$0.00	\$0.00	\$75.00	\$400.00	\$475.00
The Basics of Survey Technology	\$0.00	\$0.50	\$0.00	\$75.00	\$1,500.00	\$1,575.50
Public Relations Fundamentals	\$0.00	\$0.50	\$0.00	\$75.00	\$1,500.00	\$1,575.50
Marketing Management	\$0.00	\$0.50	\$0.00	\$75.00	\$1,500.00	\$1,575.50
How to Create Want for Your Products Through Effective Sales Techniques	\$0.00	\$0.50	\$0.00	\$110.00	\$1,000.00	\$1,110.50

Course Room Training and Supervision	\$0.00	\$2.50	\$0.00	\$0.00	\$4,995.00	\$4,997.50
Executive Full Hat	\$0.00	\$2.50	\$0.00	\$98.95	\$4,995.00	\$5,094.45
Specialist Full Hat	\$0.00	\$2.50	\$0.00	\$98.95	\$4,995.00	\$5,094.45
Post Mini Hat Course	\$0.00	\$1.50	\$0.00	\$23.95	\$3,000.00	\$3,025.45
Organizational Trouble Shooter Level I	\$0.00	\$2.50	\$0.00	\$150.00	\$4,995.00	\$5,147.50
Organizational Trouble Shooter Level II	\$0.00	\$2.50	\$0.00	\$250.00	\$4,995.00	\$5,247.50
Management Strategies	\$0.00	\$2.00	\$0.00	\$350.00	\$3,975.00	\$4,327.00
Office Management Training	\$0.00	\$2.00	\$0.00	\$295.00	\$4,500.00	\$4,797.00
Financial Planning for Business Owners and Professionals	\$0.00	\$2.00	\$0.00	\$260.00	\$4,500.00	\$4,762.00
Improving Business Communication	\$0.00	\$0.50	\$0.00	\$75.00	\$1,125.00	\$1,200.50
Public Relations Basics	\$0.00	\$2.00	\$0.00	\$150.00	\$4,500.00	\$4,652.00
Marketing Basics	\$0.00	\$2.50	\$0.00	\$150.00	\$4,995.00	\$5,147.50
Sales Basics	\$0.00	\$1.50	\$0.00	\$110.00	\$3,000.00	\$3,111.50
Improving Interpersonal Relationships	\$0.00	\$2.50	\$0.00	\$394.00	\$4,995.00	\$5,391.50

***\$0.50 for every \$1,000 rounded to the nearest \$1,000 for institutional charges. For institutional charges of one thousand dollars (\$1,000) or less, the assessment is zero dollars (\$0).**

****Estimated cost for a period of attendance and the entire program, as each program is under one semester in length.**