

MERCHANDISING

Professor HERBERT W. HESS, Group Chairman.

SOPHOMORE YEAR		Hours per week
P. E. 2.	Physical Education	2
Eng. 3.	Composition (one term)	} 2
Eng. 42.	Nineteenth Century Novelists (one term)	
	Foreign Language	3
Merch. 1.	Merchandising	3
Fin. 1.	Money and Credit	3
C. & T. 5.	Railroad and Ocean Transportation	3
Eng. 20.	Public Speaking	2
	Electives	3

(Suggested course:

Acct. 7. Theory and Interpretation of Accounts.)

JUNIOR YEAR

P. E. 3.	Physical Education	2
	Foreign Language, Science or Mathematics	3
	History	3
P. S. 4.	City Government	2
Merch. 2.	Salesmanship	3
	Electives	6

(Suggested courses:

Ins. 1. Stock and Produce Exchange Markets.

G. & I. 7. Manufacturing Industries of the U. S.

Soc. 2. American Social Problems.

Fin. 2. Banking.

C. & T. 1. Business of American Commerce.

Psych. 2. Psychology.)

SENIOR YEAR

P. E. 4.	Physical Education	2
	Research in Merchandising	2
	History	2
Merch. 3.	Advertising	3
Fin. 3.	Corporation Finance	} 3
	or	
Ins. 3.	Insurance	
Econ. 4.	Economic Doctrines	2