

- BUSA 2255 Personal Selling** (3-0-3)  
Includes principles of selling with practical applications such as careers in sales, sales psychology, sales techniques and customer service. Covers concepts and techniques of making an effective sales presentation from prospecting to follow-up.  
Corequisite: None.  
Prerequisite: READ 0099 or a minimum reading CPE score of 74.  
Offered: Every other summer – even years.
- CHEM 1151K Introductory Chemistry** (3-2-4)  
This course covers the basic principles of chemistry including atomic structure, bonding, solution chemistry, organic chemistry, and a brief introduction to biochemistry. Laboratory exercises supplement the lecture material. Cannot be used with CHEM 1211 or PHSC 1012 to satisfy Area D.  
Prerequisites: Completion of all Learning Support requirements or permission of the Division Dean.  
Offered: All semesters.
- CHEM 1211K Principles of Chemistry I** (3-3-4)  
First course in a two-semester sequence covering the fundamental principles and applications of chemistry designed for science majors. Topics to be covered include composition of matter, nomenclature, stoichiometry, solution chemistry, gas laws, thermochemistry, quantum theory and electronic structure, periodic relations, and bonding. Laboratory exercises supplement the lecture material. Cannot be used with CHEM 1151K or PHSC 1012 to satisfy Area D.  
Prerequisites: Completion of one year of high school chemistry with a minimum grade of "C" or CHEM 1151K and placement in MATH 1111 or completion of MATH 0099.  
Offered: All semesters.
- CHEM 1212K Principles of Chemistry II** (3-3-4)  
Second course in a two-semester sequence covering the fundamental principles and applications of chemistry designed for science majors. Topics include molecular structure, intermolecular forces, properties of solutions, reaction kinetics and equilibria, thermodynamics, and electro-chemistry. Laboratory exercises supplement the lecture material.  
Prerequisite: CHEM 1211K.  
Offered: All semesters.
- CHEM 2240K Principles of Organic Chemistry I** (3-3-4)  
This course will cover the properties, methods of preparation, and mechanisms of the principle classes of carbon compounds. Laboratory instruction will include basic techniques for preparation, purification and identification of organic compounds. Laboratory exercises supplement the lecture material.  
Prerequisite: CHEM 1212K or consent of Division Dean.  
Offered: Fall, Summer.
- CHEM 2241K Principles of Organic Chemistry II** (3-3-4)  
This is a continuation of CHEM 2240K. Laboratory exercises supplement the lecture material. Prerequisite: CHEM 2240K.  
Offered: Spring, Summer.