

**BACHELOR OF SCIENCE  
CAPSTONE PROGRAM  
SPECIALIZED PROFESSIONAL STUDIES  
FUNERAL SERVICE**

**2011-2012**

For graduates of the Pittsburgh Institute of Mortuary Science with the Associate in Specialized Business Degree.

Student's Name \_\_\_\_\_

Entrance Date \_\_\_\_\_

**TRANSFER CREDITS**

\_\_\_ A.S. Specialized Business (PIMS) **96**

**PREREQUISITES TO THE PROGRAM**

\_\_\_ ENGL 151 English Composition II **3**

**DEPARTMENT MAJOR REQUIREMENTS **30****

\_\_\_ NSET 101 Intro. Nat. Sci. & Eng. Tech. **3**

\_\_\_ PSYC 203 Theories of Personality **3**

\_\_\_ PSYC 204 Abnormal Psychology **3**

\_\_\_ PSYC 418 Adult Development **3**

\_\_\_ PSYC \_\_\_\_\_ **3**

(Electives - 200+ level)

\_\_\_ PSYC \_\_\_\_\_ **3**

(Electives - 200+ level)

**Choose one concentration:**

**1. Concentration to Environmental Health**

\_\_\_ BIOL 334 Occupational Safety/Health **3**

\_\_\_ BIOL 341 Environmental Health **3**

\_\_\_ BIOL \_\_\_\_\_ **3**

Electives - 200+level

\_\_\_ BIOL \_\_\_\_\_ **3**

Electives - 200+level

**2. Concentration in Business Administration**

\_\_\_ BMGT 204 Salesmanship **OR** **3**

\_\_\_ BMGT 205 Principles of Marketing **3**

\_\_\_ BMGT 208 Principles of Management **3**

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(ACCT 101, ACCT 102, BMGT 207, or BMGT or CMPS electives - 200+ level)

# Program Objectives

## B.S. Capstone Program in Specialized Professional Studies Funeral Service

### Upon successful completion of this program, a student will be able to:

1. Increase their breadth of knowledge in the psychological aspects for the funeral services industry.
  - a. Summarize the different personality types and to contrast the differences between them.
  - b. Differentiate between abnormal behavior patterns, classify them using the American Psychological Association classifications.
  - c. Discuss the stages of psychological development of children and adults and to relate these to funeral service counseling and client care.
2. Advance within the profession or proceed to graduate level education
  - a. Increase their exposure to advanced topics in biology and environmental health suitable to advancement to positions as medical examiners or coroners, and for admission to medical school [Environmental concentration only].
  - b. Broaden their backgrounds in the business operation, sales and management sufficient for entry into MBA programs and for business ownership [Business Management concentration only].
3. Communicate through oral and written means the relevant issues of practice within the funeral services industry.
  - a. Be able to locate, interpret, utilize and communicate the results of research in solving environmental health problems [Environmental concentration only].
  - b. Prepare documents and presentations using Microsoft office applications.
  - c. Perform statistical and data processing and display using MS Excel and MathCAD
  - d. Develop sales and marketing plans [Business Management concentration only].
4. Understand the role and responsibilities of Funeral Directors, Embalmers and Pre-Need Councilors within society
  - a. Differentiate between ethical and unethical practices and appreciate the need for ethical and respectful behavior in the treatment of human remains and the services provided to loved ones at their time of bereavement.
  - b. List the regulatory policies of local, state and federal governments and apply such policies to the safe operation of funeral preparations and services.
  - c. Develop plans for the handling, storage, transportation of embalming chemicals and of human remains [Environmental concentration only].