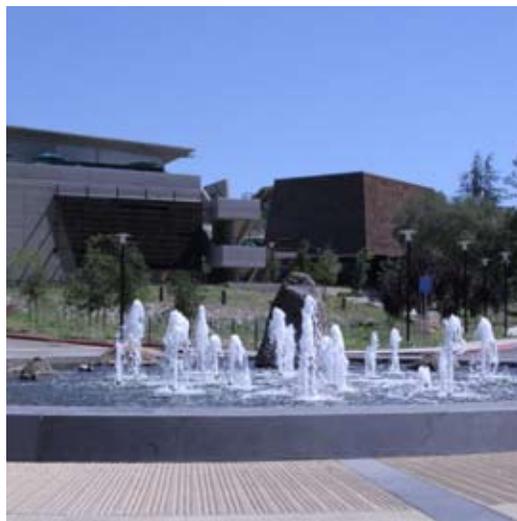
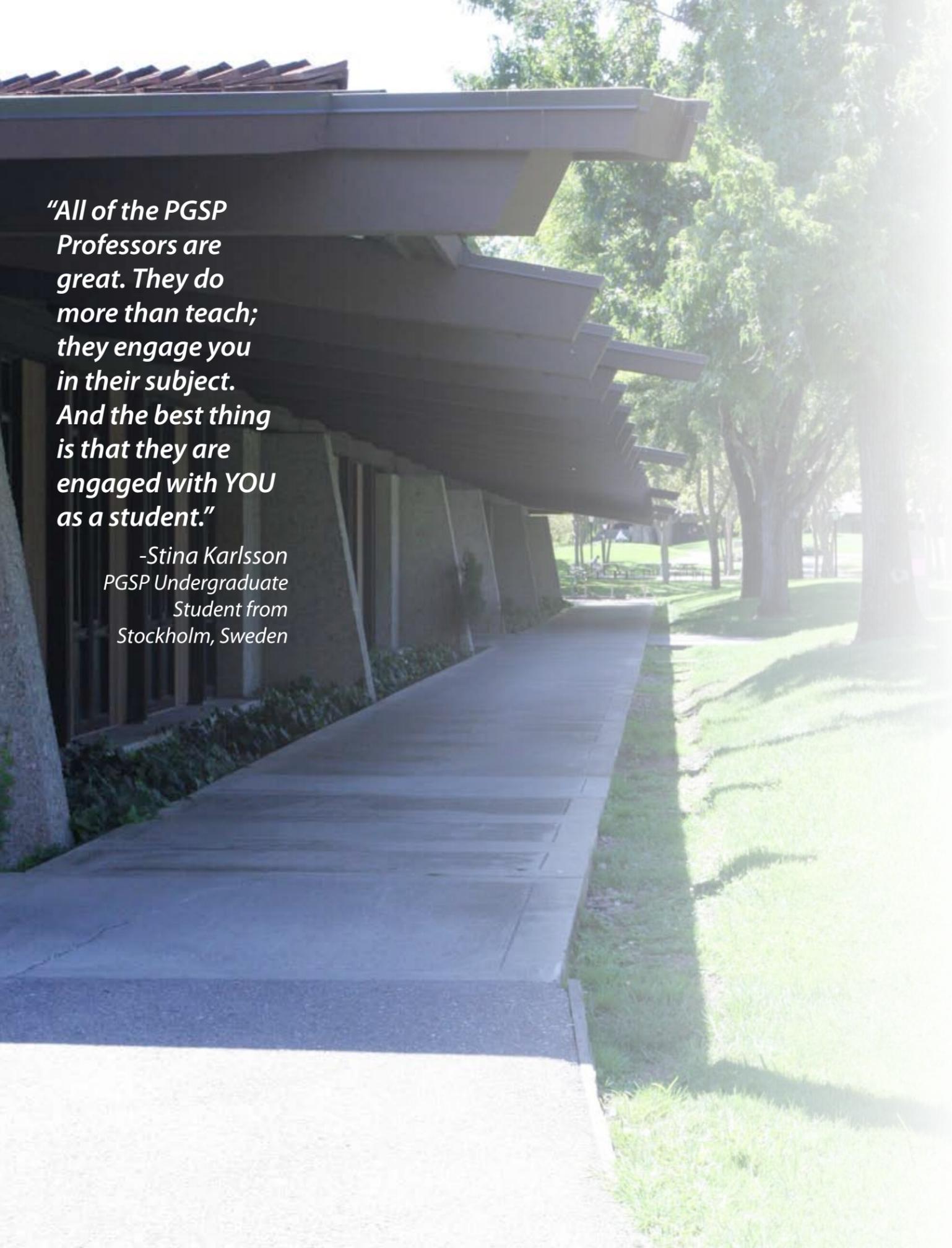


THE BUSINESS  
PSYCHOLOGY PROGRAM  
A TWO-YEAR BACHELOR'S DEGREE COMPLETION PROGRAM  
FOR INTERNATIONAL STUDENTS



ENHANCING HUMAN  
AND ORGANIZATIONAL PERFORMANCE



**“All of the PGSP Professors are great. They do more than teach; they engage you in their subject. And the best thing is that they are engaged with YOU as a student.”**

*-Stina Karlsson  
PGSP Undergraduate  
Student from  
Stockholm, Sweden*



### **Welcome!**

Thank you for your interest in the Pacific Graduate School of Psychology and the Business Psychology Bachelor of Science degree completion program.

### **Bachelor of Science Degree Completion Program.**

PGSP offers a 2-year Bachelor of Science degree completion program designed for international students who are interested in business, psychology and organization development, are transferring from a community college, and want a fast track to professional or further academic opportunities. In partnership with the Foothill—De Anza Community College District, the PGSP Business Psychology program offers the distinct advantage of being located on the Foothill College campus in Los Altos Hills, California. You will have access to Foothill’s state-of-the-art facilities, student services and picturesque location.

### **Business Psychology.**

PGSP offers an innovative and highly structured undergraduate curriculum in business psychology. The program is designed for students who are interested in business and want to learn the fundamental organizational, management, and interpersonal skills to be successful in diverse situations. The theme of the Business Psychology program is “Enhancing Human and Organizational Performance.”

### **Why Business Psychology?**

#### **Your education.**

Education is the most valuable commodity you can have to prepare yourself for a career, to make a decent salary, and to support yourself and your family. But the purpose of your undergraduate education is not necessarily to train yourself for a particular job. In fact, very few students become specialists in the undergraduate subjects they study. Your major does not determine your ultimate line of work. Rather, your education and major develops your intellectual capacity to thrive in a wide variety of professions.

#### **Your major.**

One of the first questions we hear from people considering psychology as a college major is, “What can I do with a degree in psychology?” The answer to this question is, “Anything.” Psychology in business and industry can play an effective role in increasing productivity, human development and employee satisfaction.

Business Administration & Management and Psychology are the first and second most popular undergraduate majors in the U.S., and for good reasons. By studying business, you will gain the administrative and management skills that can be applied in both for-profit and nonprofit organizations worldwide. Studying psychology teaches you the intellectual and personal skills necessary to understand human behavior, the human mind, and how to see the world and people from different perspectives. Business Psychology majors receive the best of both disciplines and learn how to effect change in individuals, groups and organizations—as a result, *enhancing human and organizational performance.*



“Business leaders are increasingly turning to psychology to facilitate organizational change and help individuals perform more effectively, solve problems, and grow professionally in today’s global, multicultural work environment.”

*- Helena Ting  
Professor and Director  
PGSP Business Psychology Program*



“Knowledge of psychology in business is fundamental to many professions. Students with business and psychology background are well-prepared to pursue careers in management, sales, marketing, and human resources.”

*- William Froming, Ph.D.  
VP for Academic Affairs  
PGSP*



### PGSP Academic Programs in Psychology

#### Post-Graduate

Ph.D. in Clinical Psychology (APA Accredited)

Joint Degrees in Clinical Psychology  
J.D. / Ph.D.  
M.B.A. / Ph.D.

Certificate Programs in Forensic and Neuropsychology

PGSP—STANFORD Psy.D. CONSORTIUM (APA Accredited)

M.S. in Psychology (Distance Learning)

M.S. in Clinical Psychology (PGSP-AIGLÉ)

#### Undergraduate

B.S. in Psychology and Social Action (WASC Accredited)

B.S. in Business Psychology (WASC Accredited)

## Business and Psychology at PGSP

PGSP is focused on providing personalized programs for its students. We are dedicated to the goal of creating intelligent and compassionate graduates who have knowledge of themselves and others and the skills to improve the quality of people's lives and the organizations they work in. The new Business Psychology Program is an expansion of PGSP's deep commitment to the integration of research, the core foundation of psychology, and professional business practices. This Program capitalizes on our expertise in psychology to serve the business community and is one of the first Business Psychology programs of its kind offered to undergraduate students in the United States.

PGSP students are people who want to make a difference in the world—and to be effective working with people at every level and in diverse global situations. Current undergraduate students come from Serbia, Sweden, Uganda, China, Korea, Sri Lanka and Vietnam.

PGSP faculty come from diverse cultures and speak many different languages including Chinese, French, Hindi, and Spanish. They are sound academicians and business professionals with the highest degrees in their respective fields: clinicians, researchers and experienced business leaders who also teach. PGSP professors are passionate about their work and about learning, teaching and inspiring students.

## About Pacific Graduate School of Psychology

PGSP is a private professional school of psychology, educating undergraduate and graduate students through a variety of Bachelor's, Master's, Certificate, Distance-Learning and Doctoral programs. Established in 1975 to serve society, PGSP is a diverse learning community dedicated to the search for knowledge and its dissemination. Located in Redwood City, California, PGSP brings together a community of highly talented faculty and partners working side-by-side to bring scientific rigor, theoretical knowledge and practical application to the study of psychology.

## Accreditations

### Western Association of Schools and Colleges.

PGSP is accredited by the Western Association of Schools and Colleges (WASC), one of six regional institutional-accrediting associations in the U.S. WASC fosters excellence in elementary, secondary, adult, and postsecondary education by encouraging school improvement through a process of continuing evaluation and by recognizing, through accreditation, schools that meet an acceptable level of quality, in accordance with established criteria. PGSP's Bachelor of Science programs: Business Psychology, and Psychology and Social Action, are WASC accredited.

### American Psychological Association.

The Ph.D. program in Clinical Psychology and the PGSP-Stanford Psy.D. Consortium are accredited by the American Psychological Association (APA)'s Commission on Accreditation, a specialized professional-accrediting organization.

## Careers in Business Psychology

### Business Psychology means global career flexibility and interpersonal skills.

When hiring new graduates, employers do not expect them to be already trained to do a particular job. Companies expect to train them at the entry level. However, companies are most interested in hiring people with excellent intellectual skills, who are smart enough to learn on the job. Businesses hire hundreds of psychology graduates every month in management positions and in a wide variety of industries. For example, high tech companies hire not only engineers, but also graduates for marketing, sales, human resources and other managerial positions.

A typical college student today will change jobs 10-14 times over the course of their career. Students who have good educations and degrees, and those who are flexible and able to quickly adapt to changing global environments, will have an advantage in finding new opportunities. It is not always easy. But the job market values people who are smart.

According to the American Psychological Association, about 90,000 students graduate with a Bachelor's degree in psychology each year, and 95% of them are gainfully employed within six months. Five percent go on to graduate school, and the rest go into jobs directly. Graduates entering the workforce go into jobs like marketing, sales, management, manufacturing, finance, and the service sectors—you name it, and they do it. They can do it because they have great interpersonal skills. They understand how people think, operate, and what motivates them. Business Psychology graduates have what employers are looking for.

### Your future.

The modern world continuously evolves and changes. We estimate that 30% of all job categories have disappeared in the last 25 years, partly due to changing technology. In another 25 years, 30% of today's job categories will also disappear. A degree in business psychology prepares you well for this rapidly changing world and prepares you to help others navigate it. You will gain the ability to observe, analyze, and solve problems when facing novel challenges. You will learn to be a critical thinker and problem-solver, and to work effectively with other people. With these skills, you will become flexible and adaptable in diverse situations. This means that you can perform different types of work in a wide variety of jobs.

### U.S. Department of Labor estimates:

- Today's learner will have 10-14 jobs by age 38
- 1 of 4 workers today works for a company that has employed them for less than 1 year
- More than 1 out of 2 work for a company that has employed them for less than 5 years

### Former Secretary of Education, Richard Riley, estimates:

- The top 10 in-demand jobs in 2010 did not exist in 2004
- We are currently preparing students for jobs that do not yet exist to solve problems that we do not even know are problems yet



*"PGSP's Bachelor's degree program is innovative and exciting—it combines the advantages of a private school and a public institution. The courses are challenging; the professors and staff are supportive and easy to work with; and I love the small classroom size."*

*- Shahram Shafeeq Hassan  
PGSP Graduate Student  
from Sri Lanka*

*"You will acquire knowledge and skills that are versatile. In a world where no one stays in one job for the rest of their lives, you can apply what you learn about people in many ways, in many different jobs."*

*- Ann Billbrey  
PGSP Student*



**YOUR ROADMAP TO A FUTURE IN BUSINESS**

**BENEFITS >**

- Expand your knowledge of the world
- Learn about new opportunities
- Learn about yourself and acquire new interests
- Increase your earning ability

- Take advantage of urgent market needs
- Maximize your career by starting sooner
- Maximize your earning potential by graduating sooner

- Learn about human behavior and how the mind works
- Study a wide variety of subjects, courses, and applications
- Increase your capacity to understand yourself and others
- High demand for general business and human services
- Lay the foundation for a career in business, management, education and law
- Learn how to organize and help people

**ATTEND PGSP'S BACHELOR OF SCIENCE DEGREE COMPLETION PROGRAM**

- Earn your Bachelor of Science degree in Business Psychology in only two years
- Begin contributing to business sooner
- Begin earning a good living sooner

- Enjoy a higher earning potential
- Choose from a greater selection of positions

- Enjoy an even higher earning potential
- Enter Academia fulltime
- Choose to further specialize
- Enjoy a greater range of potential careers

- Enjoy the satisfaction of profoundly helping people live full and productive lives
- Leave a legacy for future generations

**START HERE**

**SHOULD I CONTINUE MY EDUCATION?**

**SHOULD I CONTINUE MY EDUCATION IMMEDIATELY?**

**SHOULD I STUDY BUSINESS PSYCHOLOGY?**

**SHOULD I CHOOSE A TWO-YEAR BACHELOR'S DEGREE COMPLETION PROGRAM?**

**SHOULD I PURSUE A MASTER'S DEGREE?**

**SHOULD I PURSUE A DOCTORAL DEGREE?**

**CONTINUE CONTRIBUTING TO SOCIETY THROUGH PSYCHOLOGY**

**OPTIONS >**

**WORK AT AN ASSOCIATE'S DEGREE LEVEL**

**Typical Earnings:\***  
\$ 34,600 per year  
\$ 1,384,320 /40 yr career

**Typical Positions:**

- Small Office Manager
- Medical Receptionist
- Institutional Orderly
- Office Administrator

**FIND YOUR PASSION AND PURSUE IT!**

**ATTEND ANOTHER 4-YR COLLEGE OR UNIVERSITY**

- Typically more expensive
- High Student/Faculty ratio
- Acceptance rate low
- Large, crowded classes
- Difficult to get individual attention & advice
- May need to move or commute longer
- Takes longer to graduate

**WORK AT A BACHELOR'S DEGREE LEVEL**

**Typical Earnings:\***  
\$ 46,176 per year  
\$ 1,847,040 /40 yr career

**Typical Positions:**

- Project Manager
- Compensation Analyst
- Labor Relations Specialist
- Benefits Administrator
- Organizational Development Specialist
- Sales Representative
- Recruiter
- Trainer

**WORK AT A MASTER'S DEGREE LEVEL**

**Typical Earnings:\***  
\$ 54,720 per year  
\$ 2,188,800 /40 yr career

**Typical Positions:**

- General Manager
- Change Management Consultant
- Organizational Development Manager
- Career Counselor
- Recruiting Manager
- Labor Relations Counselor
- Account Executive
- Sales Manager
- Market Analyst
- Human Resources Manager

**WORK AT A DOCTORAL DEGREE LEVEL**

**Typical Earnings:\***  
\$ 69,168 per year  
\$ 2,766,720 /40 yr career

**Typical Positions:**

- Industrial Organization Management
- Senior Business Executive
- Entrepreneurial Specialist
- Environmental Psychology
- Neuropsychology or Psychobiology
- Psychometrics or Quantitative Psychology
- Forensic Psychology
- Academic
- Law

*\* Source: National Association of Colleges and Employers (NACE). For comparison only.*



*“Our Business Psychology courses prepare international students with critical thinking and problem-solving skills that enable them to be successful and thrive in all types of organizations across the globe.”*

*–Paul Marcille  
PGSP Professor*

**Upper Level General Education**

- Philosophy (Ethics)
- Race, Ethnicity and Gender
- International Political Economy
- Social Problems

**Psychology Courses**

- Learning and Memory
- Statistics and Research Methods
- Personality Theory and Assessment
- Social Psychology
- Developmental Psychology
- Abnormal Psychology
- Psychological Writing and Communication Skills
- Business Psychology Project 1
- Business Psychology Project 2

**Business Courses**

- Organizational Development
- Motivation and Work Satisfaction
- Employee Relations and Interpersonal Skills
- Fundamentals of Management
- Human Resources Management
- Staffing, Compensation and Financial Planning
- Team Development
- Creative Training Skills
- Performance Development and Management
- Personality and Change Management

**The Business Psychology Program**

**Integrated curriculum.**

PGSP offers 2 years of junior and senior-year coursework for students who have completed 90 quarter unit hours or 60 semester unit hours of coursework and their general educational requirements—and now want to go on to major in psychology.

PGSP offers undergraduate students one of the first Business Psychology programs of its kind in the United States. The foundation of the Business Psychology program is a unique curriculum in which you study a combination of upper level courses in a wide range of general education, psychology, and business subject areas.

**The PGSP difference—psychology and business.**

Many of the PGSP Business Psychology professors also teach at the graduate level, and they all have years of research, clinical and consulting experience. They enrich their courses with these experiences and bridge the typical gaps that separate academia from the practical business environment.

Most traditional undergraduate business programs focus solely on business courses but do not address how to understand and manage people. Often missing are essential courses that provide students with a broader understanding of the cultural, political, economic and social issues that influence our lives. To better prepare students for professional careers, the Business Psychology program combines the study and application of psychology with general and specialized business courses. In this program, we teach not only business courses but also subjects that provide additional perspectives on human development and performance management. These courses are in the social sciences and business administration and include subjects such as organizational development, politics, philosophy, performance development and management – all chosen to complement the business psychology curriculum.

**Cohort learning and student counsel.**

The PGSP Business Psychology program uses a graduate school model of teaching. Students study in a cohort throughout their two years of classes. Unlike typical undergraduate programs, in which students share only one or two classes, students work and learn together in all their classes from beginning to end. The cohort learning environment provides a distinct sense of community and networking among students and faculty, which encourages learning among individuals and the group. It enhances the program’s course progression plan and provides students with a sense of ownership in their professional development. PGSP students enjoy high quality learning in every class with a greater feeling of inclusiveness and collaboration.

Business Psychology students receive excellent academic advising and career counseling. PGSP provides quality education in small class settings, and the low student/faculty ratio allows for extensive contact between professors and students. All Business Psychology students are assigned to a PGSP graduate student mentor, who is available to assist them with coursework and personal advice.

Fall Quarter Year 1		Winter Quarter Year 1		Spring Quarter Year 1		Fall Quarter Year 2		Winter Quarter Year 2		Spring Quarter Year 2	
Classes	Units	Classes	Units	Classes	Units	Classes	Units	Classes	Units	Classes	Units
Psychology of Learning	4	Motivation & Work Satisfaction	4	Philosophy (Ethics)	3	Psychological Writing & Communication Skills	4	Performance Development & Mgmt	4	Personality & Change Management	4
Race, Ethnicity & Gender	4	Social Psychology	4	Employee Relations & Interpersonal Skills	4	Staffing, Compensation & Financial Planning	4	Team Development	3	International Political Economy	4
Statistics & Research Methods	4	Theories of Personality & Assessment	4	Human Resource Management	4	Social Problems	4	Creative Training Skills	4	Final Project Paper & Presentation	4
Organizational Development	4	Fundamentals of Management	4	Development Psychology	4	Abnormal Psychology	4	Final Project (Part 1)	4		
<b>Total</b>	<b>16</b>	<b>Total</b>	<b>16</b>	<b>Total</b>	<b>15</b>	<b>Total</b>	<b>16</b>	<b>Total</b>	<b>15</b>	<b>Total</b>	<b>12</b>

*This chart represents a sample sequence of courses in the PGSP Bachelor of Science Degree Completion Program in Business Psychology. A total of 90 credit hours is required.*

**Campus and Facilities.**

Students in the undergraduate program have access to all student services at both the Foothill College and PGSP campuses. These services include:

- Career Library
- Computer Workstations
- Disability Access
- Student Activities
- Tutoring and writing assistance
- Information Technology Applications
- Food and Health Services
- Career counseling



*“My dream is for PGSP graduates to make a huge positive difference in their companies. They will create productive organizations that are humane and are more satisfying environments to work in.”*

*– Helena Ting  
PGSP Professor*



*“I believe that psychology is the most useful form of knowledge because it teaches me how to understand people—so I can help them in compassionate, effective and productive ways.”*

*– Nadia Kim  
PGSP Undergraduate Student  
from Seoul, Korea*



**Helena Ting, Ed.D.**  
Professor and  
Business Psychology  
Program Director



**Paul Marcille, Ph.D.**  
Professor and  
P<sup>3</sup> Program Director

**Faculty**

- Joshua Avera, M.A.
- Daniel J. Bunce, Ph.D.
- Leslie Carson, Ph.D.
- James O. Clifford, Jr., Ph.D.
- Christine Fahrenbach, Ph.D.
- John Fox, M.A.
- William Froming, Ph.D.
- Mark C. Healy, M.A.
- Paul Marcille, Ph.D.
- Nancy Olsen, Ph.D.
- Helena Maria Ting, Ed.D.
- Sandra Trafalis, Ph.D.
- Nader Vasseghi, M.S.E.E.

**Faculty**

**Helena Maria Ting, Ed.D.**  
Professor and Director, Business Psychology Program

Dr. Ting earned her doctorate degree in Organization and Leadership from the University of San Francisco (USF). Her dissertation title was, "The Relationship Between Team Effectiveness and Job Performance", comparing Malaysian and Californian teams. She was on the adjunct faculty in the Leadership and Organization Doctorate Program in the School of Education at USF for seven years and in the Organization Psychology Doctorate Program at the California School of Professional Psychology for two years. She has over twenty years of national and international experience in education, management, high technology business planning and strategy, organization design, and management training development with a variety of companies including AMD, National Semiconductor, Daimler-Benz, and Lucent. As Senior Vice President at Visa, Inc., she fostered best-in-class organization and business development before starting her own consulting practice. Helena speaks Chinese, has traveled extensively in Europe, Scandinavia, North and South America, Africa, Asia and Australia, and appreciates different cultures and religions.

*"The PGSP Business Psychology program is great preparation for transitioning from student to professional — and for moving into management. You learn how to work effectively with people at every level; we have courses about managing up, building teamwork, enriching yourself and creating a lifelong professional network."*

**Paul J. Marcille, Ph.D.**  
Professor and Director, P<sup>3</sup> Program

Dr. Marcille joined the PGSP faculty from the American University of Paris in France, where he was the Vice-President and Dean of Student Affairs and Chairman of the Psychology Department. He is a Clinical Psychologist with a specialty working with adolescent and university age students. During his tenure in Paris, he also maintained a private practice and was a member and one-time President of the International Counseling Service (ICS), an association of Anglophone psychologists and psychiatrists in France. He was on the board of directors of several international schools and is an expert on international education. His clinical and research interests include culture shock, multilingualism, developmental issues in late adolescence and early adulthood.

Dr. Marcille obtained his BA in Psychology from Ohio University and his Ph.D. in Clinical Psychology from the Chicago Medical School. Prior to his moving to Europe in 1988, he was the Director of Psychology at Potomac Hospital in Woodbridge, Virginia.

*"You are on the fast track as a PGSP student. With our Bachelor's degree, you acquire work experience and you are also immediately eligible for graduate study at PGSP."*

**How to apply**

**Admission requirements.**

The PGSP Business Psychology program is designed for students who are interested in business and want to learn the fundamental organizational and interpersonal skills to be successful in a variety of professions and industries. It provides a basic foundation in human psychology, sociology, human resources and business administration along with practical applications designed to improve on-going human and organizational performance.

Students who have completed 90 quarter unit hours or 60 semester unit hours at an accredited college can make a seamless transition toward a national caliber Bachelor of Science degree in Business Psychology. To transfer, courses must have been completed with a C grade or above.

Student must have completed:	Details
90 quarter units or 60 semester units at a community college or other undergraduate institution	Courses must be completed with a C grade or above
CSU IGETC and/or CSU GE-Breadth Requirements	Some GE credits will be accumulated during the Business Psychology program
Four psychology courses: General Psychology, Introduction to Social Research, and two lower-level Psychology courses; Two business courses: Principles of Business and Business Law	Course types can vary depending on specific schools. Please contact the PGSP Admissions office for course verification.
Math courses up to the intermediate algebra level or above	In preparation for a course in Statistics and Research Methods
A cumulative GPA of 2.0 or above	
If you are transferring from a private or out-of-state college with different general education requirements	Please contact the PGSP Admissions Office for more information: 1 800.818.6136

**Application.**

Interested students should complete the PGSP Bachelor of Science in Business Psychology Application, available online at <http://buspsy.pgsp.edu>.

- STEP 1** Submit a completed PGSP Business Psychology Admissions application.
- STEP 2** If you are accepted as a PGSP student, you will be sent a package with information about obtaining an F-1 visa.
- STEP 3** Required submission of original transcripts from a secondary and/or post-secondary educational institution.

PGSP is authorized under Federal law to enroll non-immigrant students. International applicants are reminded that they must demonstrate to the satisfaction of U.S. immigration/visa officials the availability of financial resources necessary to attend PGSP. An applicant will not be able to secure a student visa, nor attend PGSP, unless he or she is able to demonstrate these necessary financial resources.

**Tuition and Fees.**

PGSP is a private, not-for-profit institute of higher education. Tuition and fees are established each year to cover operating expenses and salaries of professors and staff.

For more information, please contact the PGSP Financial Aid Office by email: [financialaid@pgsp.edu](mailto:financialaid@pgsp.edu) — or by phone: 1 800.818.6136.

**Scholarships.**

Scholarships may be available for qualified students. For further information, telephone PGSP Admissions Office at 1 800.818.6136.



**T H E   B U S I N E S S  
P S Y C H O L O G Y   P R O G R A M**  
A TWO-YEAR BACHELOR'S DEGREE COMPLETION PROGRAM  
FOR INTERNATIONAL STUDENTS



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