Welcome to SAE Institute

SAE Institute of Technology Nashville is a vibrant, innovative, and productive school community distinguished by the high quality of our faculty and staff and the energy, character, and talent of our student body.

My goal as the campus director is to ensure that SAE Institute continues to educate and develop graduates through a practical, career-oriented education that contains relevant course content, prepares them to reach their full potential, and gives them tools to successfully begin rewarding careers.

The experiences our students gain here at SAE Institute are exciting and unique. Our campus sits in the heart of the Music Row District, surrounded by famous studios and record labels. SAE Institute utilizes its list of resources in the local music and entertainment community to help our students continually learn from some of the best-of-the-best in the industry. Uniquely qualified faculty members, including some Grammy winning producers and leaders in the music business community, teach our courses. We also host guest lecturers with successful careers in the industry. SAE Institute remains committed to its students by delivering industry current instruction in a close knit, family style environment.

All of us -- the entire faculty and staff -- are eager to help you succeed, and we look forward to being a part of your exciting educational journey. Welcome to the SAE Institute family!

All the best,

Lynn Dorton
Campus Director
SAE Institute of Technology Nashville (SAE Institute)

The information contained in this catalog, supplements, and addenda (if applicable) is certified true and correct in content and policy to the best of my knowledge. Any addenda become an integral part of this catalog as of their effective dates.

Certified true and correct in content and policy.

Lynn Dorton
Campus Director
SAE Institute of Technology Nashville
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ABOUT SAE INSTITUTE

Mission Statement
Our mission is to help aspiring creative professionals prepare for entry level positions in the entertainment and creative media industries. SAE Institute provides educational programs built on industry standard best practices taught in real world environments by seasoned professionals in order to support our students with a dynamic, project based curriculum set on a comfortable, creative campus.

Learning Objectives
In support of our mission, SAE Institute seeks to:

- Prepare students for success in the creative media industries
- Provide training in facilities reflective of the professional workplace
- Maintain curricula that reflects industry standard best practices
- Engage qualified, experienced, professional faculty
- Foster lifelong learning
- Support professional growth through lifetime career services
- Create a supportive, student centered, diverse, and project based learning environment

History Of SAE Institute
SAE Institute was founded in 1976 in Sydney, Australia, as a school specializing in audio engineering instruction that emphasized a balanced curriculum featuring a theoretical and practical approach. After opening its first non-English speaking school in Munich, Germany, in 1986, SAE Institute continued to expand its network of institutes and now offers educational opportunities in locations such as Vienna, Amsterdam, Berlin, Paris, Kuala Lumpur, Stockholm, Milan, Athens, and Singapore.

In 1999, SAE Institute expanded its campuses to the United States, opening the first two U.S. locations in New York and Nashville, Tennessee. Since then, five more locations have opened in Miami (2002), Los Angeles (2006), Atlanta (2007), San Francisco (2009), and Chicago (2013). For a more detailed description of the history of SAE Institute, please visit the SAE Institute web site at www.sae.edu.

SAE Institute of Technology Nashville was the second SAE Institute campus opened in the U.S., and began enrolling students in the Audio Technology Program in 1999. Located in the historic Arista Records building on Music Row, SAE Institute of Technology Nashville was accredited by ACCSC in 2003 and approved to offer Title IV funding in 2004. In 2010-12 SAE Institute of Technology Nashville added the Music Business Program to its program offerings. Students attending SAE Institute of Technology Nashville today can earn a diploma or an associate degree in both Audio Technology and Music Business.
Authorization And Approvals
SAE Institute of Technology Nashville is authorized by the Tennessee Higher Education Commission. This authorization must be renewed each year and is based on an evaluation by minimum standards concerning quality of education, ethical business practices, health, safety, and fiscal responsibility. For more information, please contact:

Tennessee Higher Education Commission (THEC)
404 James Robertson Parkway
Suite 1900
Nashville, TN 37243
Phone: 615-741-3605
Web: www.state.tn.us/thec

SAE Institute of Technology Nashville is accredited by the Accrediting Commission for Career Schools and Colleges (ACCSC). The Accrediting Commission of Career Schools and Colleges (ACCSC) is a recognized accrediting agency by the U.S. Department of Education. For more information regarding ACCSC accreditation, please contact:

Accrediting Commission of Career Schools and Colleges (ACCSC)
2101 Wilson Boulevard, Suite 302
Arlington, Virginia 22201
Phone: 703-247-4212
Fax: 703-247-4533
Web: www.accsc.org

Disclosure Statement
All prospective and enrolled students may consult this catalog for factual information regarding SAE Institute of Technology Nashville. All content is subject to change without notice.

Ownership And Control
SAE Institute Group, Inc., is owned by Navitas, Ltd, a leading global education provider headquartered in Perth, Australia. All SAE Institutes in the United States, including campuses in Atlanta, Chicago, Los Angeles, Miami, Nashville, New York and San Francisco, are owned by SAE Institute Group, Inc. The school is a wholly owned subsidiary of SAE Institute Group, Inc., a Delaware corporation.

SAE Institute Group, Inc. officers are:
Harry F. (Scott) McKinley  President  
William Winkowski  Vice President  
Debora M. Buchanan  Secretary  
William Winkowski  Treasurer
Campus Facilities
SAE Institute of Technology Nashville is located at:
7 Music Circle North
Nashville, TN 37203
Phone: 615-244-5848
Email: nashville@sae.edu
Web: nashville.sae.edu

SAE Institute of Technology Nashville is located in the heart of Music Row, Nashville’s entertainment center, conveniently accessible to public transportation. The campus occupies modern, 15,000 square foot, air-conditioned facility including five classrooms, a Learning Resource Center, and eight studios containing industry standard hardware and software from AKG, Apple, Avid ProTools, Genelec, Lexicon, Native Instruments, Neve, Neumann, PreSonus, Sennheiser, Shure, Slate Digital, Solid State Logic, TC Electronic, Toft, Universal Audio, Waves, and others.

SAE Institute of Technology Nashville regularly upgrades its equipment, software, and educational materials in order to stay current with rapidly changing technology. The school reserves the right to upgrade its facilities, equipment, software, and other student materials at any time to provide students with current industry-standard practical experience.

All instruction at SAE Institute of Technology Nashville is in English and onsite at 7 Music Circle North, Nashville, TN.

Supplements And Attachments To Catalog
Any revisions to the SAE Institute Catalog will be attached.
**ADMISSIONS**

Admission to SAE Institute is open to any individual who is seriously interested in creative media industries and meets all necessary entrance requirements. No previous experience is required.

Prospective students may apply in person, by mail, or online at www.usa.sae.edu. Those applying by mail or online should contact the SAE Institute campus of intended enrollment regarding available openings and the start date for the program before completing and submitting an Application for Admission. Those applying in person may make an appointment to visit the SAE Institute campus of intended enrollment during regular office hours. Out-of-area prospective students must contact the SAE Institute of intended enrollment in order to submit an Application for Admission and the Enrollment Packet by mail.

**Requirements For Admission**

To be enrolled into a program at SAE Institute, a prospective student must meet all of the following requirements:

- Complete and submit the Application for Admission
- Pay a one-time $60 Application Fee
- Successfully pass the Entrance Evaluation by scoring 14 or higher on the Wonderlic Scholastic Level Exam (Wonderlic SLC), 17 or higher on the ACT, or 830 or higher on the SAT, and provide official documentation of the results
- Provide Proof of Graduation in the form of a high school diploma, GED completion certificate, or high school transcript (see Proof of Graduation Policy)
- Provide proof of U.S. citizenship, eligible non-citizenship, or appropriate student visa
- Be at least 17 years old
- Demonstrate English language proficiency (see English Language Proficiency Policy)
- Complete, sign, and submit the Enrollment Agreement

SAE Institute accepts applications up to and including the start date of the program, as long as all requirements have been met and there is space available. Please see the Refund Policy section of this catalog for a detailed description of refunds and possible return of application fee in the event of cancellation of the application and/or enrollment agreement.

**Entrance Evaluation**

SAE Institute requires all applicants to successfully complete an entrance evaluation to be accepted into a program. Applicants may submit official documentation of the required minimum SAT or ACT scores, or take the Wonderlic SLE at the SAE Institute campus of intended enrollment. An applicant taking the Wonderlic SLE who does not meet the minimum score of 14 on the first attempt may retake the exam one hour after the first attempt. If the second attempt does not result in the minimum score of 14 or higher, a third attempt may be made one week after the second. If the third attempt does not result in a minimum score of 14 or higher, a fourth attempt may be made three months after the third.
We highly recommend that applicants take the Wonderlic SLE at the SAE Institute campus of intended enrollment. However, it is possible to arrange for this evaluation to be taken at any SAE Institute campus worldwide. Please contact the SAE Institute Admissions Office for details.

Proof Of Graduation Policy

SAE Institute requires a high school diploma or GED in order to enroll in a program. Students applying to SAE Institute must provide documentation as Proof of Graduation (POG) prior to acceptance. Copies of POG documentation must be made from the original by campus staff. The copied documentation must be stamped with the date received by an SAE Institute staff member and placed in the student’s file before the enrollment agreement can be signed by a school official and before the start of the program.

Acceptable forms of documentation are:

- Copy of High School Transcript
- Copy of GED certificate of completion
- Copy of High School Diploma

After acceptance, the student must request an official high school transcript or GED certificate of completion to be sent directly to SAE Institute from the issuing institution. The official transcript or GED certificate must be received within four (4) weeks after the start date of the program, or the student will be withdrawn from school.

Foreign transcripts must be evaluated by a member of the Association of International Credentials Evaluators (AICE) or the National Association of Credential Evaluation Services (NACES) to determine the equivalency with a United States high school diploma. Proof of graduation in languages other than English must be translated into English.

English Language Proficiency Policy

SAE Institute campuses in the U.S.A. require all students to be proficient in English, both spoken & written. Applicants to SAE Institute from the following English-speaking foreign countries do not need to demonstrate English language proficiency:

- Australia
- Belgium
- Denmark
- Holland
- Jamaica
- Norway
- United Kingdom
- Bahamas
- Belize
- Fiji
- India
- New Zealand
- St. Lucia
- US Virgin Islands
- Barbados
- Canada
- Finland
- Ireland
- Nigeria
- South Africa

Applicants from all other countries not listed above must demonstrate English language proficiency by taking the TOEFL exam and scoring a minimum of 61 on the internet-based test, 173 on the computer-based test, or 500 on the paper test.
All other regulations and requirements regarding International Students still apply. Please contact the Admissions Office for complete information.

**TOEFL Exam Exemption**

An applicant from any country not listed above can request an exception to the TOEFL exam by submitting other documentation as proof of English proficiency, such as living in an English speaking country for a significant period of time, studying English extensively, or working for an English speaking company. Upon review of the provided documentation, the Campus Director can at his or her discretion choose to conduct an online interview to determine if the applicant’s English skills are adequate for successful completion of the academic program.

**Enrollment Agreement**

After all requirements for admission have been met, each prospective student must sign an Enrollment Agreement. The Enrollment Agreement is a contract between the student and the school intended to protect the student and provide specific disclosure information, such as the total cost of the program, refund information (in the event of withdrawal from the school), and total length of the program of study. The student should retain a copy of the signed Enrollment Agreement for personal use. In the event that a student withdraws then re-enrolls or changes status, a new Enrollment Agreement must be signed.

**Re-Enter Policy**

Former students interested in returning to SAE Institute to complete a program must contact the SAE Institute Director of Education at the campus of intended enrollment to determine eligibility.

**Transfers Between SAE Institute Campuses**

Transfers are possible between SAE Institute campuses. An SAE Institute student desiring a transfer to an SAE Institute campus in a different location must contact the SAE Institute Campus Director of the current campus for assistance in coordinating the desired transfer. All transfers between campuses are allowed at the discretion of the Campus Director of the receiving campus and are dependent on program and space availability. Requested transfers may not always be feasible. If a transfer is granted, SAP and any remaining financial liability of the transferring student will be calculated at the time of transfer. As tuition may vary from campus to campus, upon completion of the transfer, any excess tuition prepaid to SAE Institute will be refunded. Students transferring to other SAE Institute campuses must abide by local rules and regulations.

SAE Institute is a worldwide training institute, providing educational opportunities at SAE Institute campuses abroad. SAE Institute graduates planning to work, travel, or study outside of the United States should check the SAE Institute web site at www.sae.edu for information on additional training and degree opportunities.
Transfer Of Credit To Other Institutions
SAE Institute does not make any representation or guarantee that coursework completed and/or credit earned at SAE Institute will transfer to another institution. It is the sole responsibility of the student to determine in advance of enrollment whether a receiving institution will recognize coursework completed and/or credit earned at SAE Institute.

Nondiscrimination Policy
SAE Institute is a post-secondary educational institution that admits academically qualified students without regard to gender, age, race, national origin, or handicap and affords them all rights, privileges, programs, and other opportunities generally available to students at SAE Institute. SAE Institute does not discriminate on the basis of gender, age, race, color, national origin, or handicap in admissions, employment services, or access to its programs and activities.
FINANCIAL INFORMATION

Tuition

**Associate Degree in Audio Technology**

<table>
<thead>
<tr>
<th>Application Fee</th>
<th>$60.00</th>
</tr>
</thead>
<tbody>
<tr>
<td>Materials Package (includes Apple laptop, books, and required software)</td>
<td>$3,710.00</td>
</tr>
<tr>
<td>Tuition</td>
<td>$30,720.00</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$34,490.00</strong></td>
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</tbody>
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**Diploma in Audio Technology**

<table>
<thead>
<tr>
<th>Application Fee</th>
<th>$60.00</th>
</tr>
</thead>
<tbody>
<tr>
<td>Materials Package (includes Apple laptop, books, and required software)</td>
<td>$3,110.00</td>
</tr>
<tr>
<td>Tuition</td>
<td>$18,432.00</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$21,602.00</strong></td>
</tr>
</tbody>
</table>

**Associate Degree in Music Business**

<table>
<thead>
<tr>
<th>Application Fee</th>
<th>$60.00</th>
</tr>
</thead>
<tbody>
<tr>
<td>Materials Package (includes Apple laptop, books, and required software)</td>
<td>$3,770.00</td>
</tr>
<tr>
<td>Tuition</td>
<td>$30,720.00</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$34,550.00</strong></td>
</tr>
</tbody>
</table>

**Diploma in Music Business**

<table>
<thead>
<tr>
<th>Application Fee</th>
<th>$60.00</th>
</tr>
</thead>
<tbody>
<tr>
<td>Materials Package (includes Apple laptop, books, and required software)</td>
<td>$3,170.00</td>
</tr>
<tr>
<td>Tuition</td>
<td>$18,432.00</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$21,662.00</strong></td>
</tr>
</tbody>
</table>

**Fees**

| Late Payment Fee (per day, begins to accrue after the 7th day past due) | $5.00 |
| Returned Check Fee (per occurrence) | $25.00 |
| Student I.D. Card Replacement Fee | $5.00 |

**Materials Package**

Students must pay the entire Materials Package fee prior to the start date of the program.

If a student recipient of Title IV Federal Student Aid is funding a remaining balance not met by federal grants and/or loans, the student must pay the entire Materials Package fee prior to the start date of the program.

**Additional Costs**

SAE Institute students bear few additional costs beyond those listed above. Typically, additional items personally supplied by students may include paper, writing utensils, and similar scholastic materials. When planning expenses, students should also consider housing and living expenses.
Tuition Assistance
SAE Institute students who qualify may apply for several different forms of financial assistance to help pay for tuition, books and materials, and/or living expenses. Students should meet with Financial Services for complete information, requirements, applications, and filing deadlines.

Applying For Financial Aid
Students who wish to apply for financial aid are encouraged to begin the application process as soon as possible. Most sources of student financial aid, including Title IV Federal Student Aid programs, require students to complete and file a Free Application for Federal Student Aid (FAFSA) available online at www.fafsa.ed.gov.

Current information on Federal Student Aid programs can be found online at:
Federal Student Aid Programs – www.studentaid.ed.gov
Free Application for Federal Student Aid – www.fafsa.ed.gov

Private student lending and payment institutions may also be available to assist qualified students in achieving their goals when not covered by federal or state programs.

All loans and grants awarded to students must be verified, approved, and pending disbursement before materials, books, and laptop packages are issued to the student. Students who are funding a remaining balance not met by Federal Student Aid must pay the entire fee for books and the laptop package prior to the start date of the program. Should a loan or grant not be approved for any reason, the student must make other payment arrangements or withdraw from the program.

Title IV Federal Student Aid
Title IV Federal Student Aid programs are available to students who qualify. To receive Title IV Federal Student Aid, a student must:

- Be admitted into an approved program of study
- Demonstrate financial need (Pell Grants and Subsidized Stafford Loans only)
- Be a U.S. citizen or eligible non-citizen (i.e. U.S. Permanent Resident)
- Possess a valid Social Security Number
- Maintain Satisfactory Academic Progress (SAP) according to the SAP Policy
- Certify that the student has never defaulted on a Federal Student Loan
- Certify that the student does not owe money on a Federal Student Grant
- Certify that Federal Student Aid will be used for educational purposes only

The Federal Student Aid Award Year is the 12-month period that begins on July 1 of one year and ends on June 30 of the following year. Students may submit a FAFSA for the next award year beginning on January 1. Students receiving a second disbursement after July 1 must submit an updated FAFSA. Students should be aware that this may change their financial aid eligibility.
Types of Title IV Federal Student Aid available to SAE students who qualify are:

**Federal Pell Grant**
The Federal Pell Grant Program provides federal financial assistance to low-income students. Students who have earned a bachelor’s or graduate degree are ineligible for Pell Grants. Pell Grants do not have to be repaid and are awarded based upon eligibility and financial need as determined by the student’s FAFSA.

**Subsidized Federal Stafford Loan**
The Subsidized Federal Stafford Loan is available to students with financial need. Subsidized Stafford Loans are among the least expensive loan options for students because the federal government pays the interest while the student is attending college on at least a half-time basis and during other periods of authorized deferment. This interest subsidy effectively gives the loan a zero percent interest rate while the student is in school at least half time, for the first six months after graduation, and during a period of deferment. Monthly payments generally begin six months after the student’s Last Date of Attendance (LDA) or when the student drops below half-time.

**Unsubsidized Federal Stafford Loan**
The Unsubsidized Federal Stafford Loan is not based on financial need. Interest accrues from the time the loan is disbursed by the school and is not paid by the federal government. The student borrower is responsible for the interest from the time the loan is disbursed until it is paid in full. If the student borrower does not pay the interest as it accrues, it is capitalized (added to the loan balance). There are no repayment requirements for an Unsubsidized Stafford Loan while a student is in school at least half-time or during grace or deferment periods. Monthly payments generally begin six months after the student’s Last Date of Attendance (LDA) or when the student drops below half-time.

**Federal Parent Loan for Undergraduate Students (Parent PLUS Loan)**
The Federal Parent PLUS Loan is available for credit-worthy parents with dependent students to help pay for their educational costs. Parents can borrow up to the cost of attendance minus any other financial aid the dependent student is receiving. Parent PLUS Loan borrowers are responsible for all interest accrued and have the option of deferring payments until six months after the student’s Last Date of Attendance (LDA) or when the student drops below half-time.

**Verification**
Student recipients of Federal Student Aid may be selected to receive a Notice of Selection and a Verification Worksheet requesting supporting documentation before aid can be awarded & released. Students who are selected for verification must submit the completed Verification Worksheet and all supporting documentation to Financial Services before the start date of the program AND no later than thirty (30) days from the date of the Notice of Selection. Students who are scheduled to graduate before the thirty (30) day deadline must complete verification before taking final exams.
If a student who is selected for verification fails to submit verification documents before the start date of the program and within thirty (30) days from the date of the Notice of Selection, the student must make other payment arrangements or withdraw from the program.

Return Of Title IV Funds Policy
Title IV Federal Student Aid funds are awarded to students under the assumption that recipients will attend school for the entire period for which assistance is awarded. Students who fail to complete the program for any reason may no longer be eligible for the full amount of Title IV Financial Student Aid funds they were scheduled to receive.

If a student recipient of Federal Student Aid begins but does not complete an eligible program of study, SAE Institute is required by law to use a statutory schedule to recalculate the amount of Title IV funds that have been earned by the student based on the Last Date of Attendance (LDA), defined by SAE Institute as the last date of physical attendance. Up through the 60% point in each payment period a pro rata schedule is used to determine the amount of Title IV funds the student has earned at the time of withdrawal. After the 60% point in the payment period, a student has earned 100% of the Title IV funds. However, SAE Institute must still complete a Return of Title IV Funds calculation in order to determine whether the student is eligible for a post-withdrawal disbursement.

Title IV funds are returned in the following order:
1. Unsubsidized Federal Stafford Loans
2. Subsidized Federal Stafford Loans
3. Federal Parent Loan for Undergraduate Students (Parent PLUS Loans)
4. Federal Pell Grants

In some cases, the Return of Title IV Funds calculation will result in the student owing tuition and fees to SAE Institute that would otherwise have been paid with Federal Student Aid funds. Students who have received funds for living expenses may also owe a refund of unearned Federal Student Aid.

For more information about the return of Title IV funds or examples of Title IV calculations, please contact Financial Services.

Refund Policy
SAE Institute’s refund policies have been established in accordance with current state and federal regulations and applicable accrediting standards. SAE Institute reserves the right to modify these policies in order to remain in compliance with any changes in the applicable laws and regulations.

Cancellations
Students and applicants have the right to cancel an application or enrollment agreement at any time by submitting a written notice of cancellation to the Student Services Coordinator in person, by electronic mail, or by standard mail.
Applicants who cancel an application with three (3) business days or are denied enrollment by the school for any reason are entitled to a refund of the $60 Application Fee. Applicants who cancel enrollment within three (3) business days of signing an enrollment agreement and making an initial payment are entitled to a refund of all tuition paid including the $60 Application Fee.

Applicants who have not visited SAE Institute prior to enrollment and request cancellation within three (3) business days following either the regularly scheduled orientation or following a tour of the school facilities and inspection of equipment where training and services are provided are entitled to a refund of all monies paid including the $60 Application Fee.

Under all other circumstances, the $60 Application Fee is nonrefundable.

Students who request cancellation more than three (3) business days after signing the enrollment agreement but before the seventh (7th) calendar day after the start date of the program are entitled to a refund of all monies paid, excluding the Application Fee.

**Withdrawals**

Students who choose to withdraw or are dismissed after attendance has begun and prior to completing 60% of a term are entitled to a pro rata refund of tuition based on the Last Date of Attendance (LDA), defined by SAE Institute as the last date of physical attendance. Tuition is considered fully earned when a student has completed 60% or more of a term.

If the student is a recipient of Federal Student Aid, Title IV funds will be returned based on the Return of Title IV Funds calculation. (Please see the Return of Title IV Funds Policy above for more information.)

Any tuition balances remaining on account following cancellation, withdrawal, or dismissal must be paid in a timely manner or will be subject to collection. Any payment arrangement made to pay such balances may be subject to additional fees and/or interest.

**Refund On Third Party Fees**

Banking fees such as, but not limited to, returned check fees or wire transfer fees are added to the applicant or student liability in all cases.

**Refund On Textbooks And Laptop Packages**

Once the Materials Package, including textbooks, software, and laptop, have been accepted by the student and taken from the school premises, they may not be returned for a refund.

**Refund Disbursement**

Non-Title IV refunds will be made within thirty (30) days after receipt of a written notice of cancellation or withdrawal. Failure to notify the Student Services Coordinator in writing of the intent to cancel or withdraw may delay a refund to an applicant or student. Refunds will be issued to the enrolled student with the exception of any loan or agency payments, in which case the refund will be issued to the loan company or agency.
Return of Non-Title IV Funds
Non-Title IV student aid is awarded under the assumption that recipients will attend school for the entire period for which assistance is awarded.

If a student recipient of non-Title IV funds begins but does not complete an eligible program of study, SAE Institute will recalculate the amount of funds that have been earned by the student on a pro rata basis based on the officially determined Last Date of Attendance (LDA), and all unearned funds will be returned to the funding source.

Entrance Loan Counseling
The U.S. Department of Education requires all first-time student borrowers receiving subsidized and/or unsubsidized federal loans to complete entrance counseling. Students are counseled on the federal loan process, managing education expenses, repayment options, and the student’s rights and responsibilities as a borrower.

Exit Loan Counseling
Exit counseling is required for all future graduates, withdrawn students, and below half-time enrolled students. Exit counseling is focused on helping students comprehend their financial obligations, debt, and repayment options.

SAE Institute Scholarships
SAE Institute awards scholarships each year to students enrolled in a full-time program of study. All incoming students are encouraged to apply for SAE Institute scholarships. Applications, eligibility requirements, and submission deadlines are available from Financial Services or Admissions.

SAE Vanguard Scholarship
The Vanguard Scholarship is a merit-based full scholarship awarded once per year to one full-time Audio Technology Program student who is accepted for admission on any SAE Institute USA campus. The recipient of the Vanguard Scholarship must demonstrate extraordinary passion, drive, and creativity in the field of sound recording. The Vanguard Scholarship pays 100% of program costs, including tuition, fees, and books, and materials.

A Vanguard Scholarship applicant must be:
- 17 years of age or older
- A U.S. citizen
- Accepted full-time into the Audio Technology Program on any SAE Institute USA campus

A Vanguard Scholarship applicant must complete and submit required materials and documents by the published deadline including:
- Completed Vanguard Scholarship Application
- 2 Letters of Recommendation sent directly to SAE Institute to ensure authenticity
- Creative work demonstrating abilities in music composition and/or production
• Production paper detailing how the creative work was created
• 10-20 page Research Paper
• Original Essay
• All other requirements as detailed on the Vanguard Scholarship Application

Vanguard Scholarship in Brief:
• Merit and Need based
• Pays 100% of program cost
• Full-time Audio Technology Program students only
• U.S. citizens only
• Each SAE Institute USA campus may submit one applicant
• 1 scholarship per year, awarded in the Fall

All Vanguard Scholarship applications, documents, papers, creative media, and other required supporting materials must be submitted by the following deadline:

2015 Vanguard Scholarship Applications are due on or before September 8, 2015.

SAE Sonum Perfectum Scholarship
The Sonum Perfectum Scholarship is a merit-based scholarship awarded to one full-time student on each SAE Institute USA campus who is accepted for admission to the Audio Technology Program at each new class start. The recipient of a Sonum Perfectum Scholarship must be both hard working and passionate about the field of sound recording. A Sonum Perfectum Scholarship pays 50% of the total program cost.

A Sonum Perfectum Scholarship applicant must be:
• 17 years of age or older
• A U.S. citizen, eligible non-citizen, or International Student
• Accepted full-time into the Audio Technology Program

A Sonum Perfectum Scholarship applicant must complete and submit required materials and documents by the published deadline including:
• Completed Sonum Perfectum Scholarship Application
• 2 Letters of Recommendation sent directly to SAE Institute to ensure authenticity
• Creative work demonstrating abilities in music composition and/or production
• Production paper detailing how the creative work was created
• Original Essay
• All other requirements as detailed on the Sonum Perfectum Scholarship Application

Sonum Perfectum Scholarship in Brief:
• Merit-based
• Pays 50% of program cost
• Full-time Audio Technology Program students only
• Open to both U.S. and International Students
• 1 scholarship awarded per new class start on each SAE Institute USA campus
• Due Date: Complete Application Package is due no later than 7 business days before the start date of the program

**SAE Need Based Scholarships**
SAE’s Need Based Scholarships provide financial assistance to students with limited financial means who are accepted full-time into the Audio Technology Program or Music Business Program and who are both hard-working and passionate about creative media and the entertainment industry. A Need Based Scholarship pays 25% of the total program cost.

A Need Based Scholarship applicant must be:
• 17 years of age or older
• A U.S. citizen
• Accepted full-time into the Audio Technology or Music Business Program

A Need Based Scholarship applicant must complete and submit required materials and documents by the published deadline including:
• Completed Need Based Scholarship Application
• Completed and Filed Federal Application for Student Aid (FAFSA)
• A Letter of Recommendation sent directly to SAE Institute to ensure authenticity
• Original Essay
• All other requirements as detailed on the Need Based Scholarship Application

Need Based Scholarship in brief:
• Need-based
• Pays 25% of program cost
• Full-time ATP or MBP students only
• U.S. citizens only
• Due Date: Complete Application Package is due no later than 7 business days before the start date of the program

**SAE Merit Based Scholarships**
SAE’s Merit Based Scholarships provide financial assistance to domestic and International students who are accepted full-time into the Audio Technology Program or Music Business Program. Recipients of Merit Based Scholarships must be both hard-working and passionate about creative media and the entertainment industry. A Merit Based Scholarship pays 25% of the total program cost.

A Merit Based Scholarship applicant must be:
• 17 years of age or older
• A U.S. citizen, eligible non-citizen, or International Student
• Accepted full-time into the Audio Technology or Music Business Program

A Merit Based Scholarship applicant must complete and submit required materials and documents by the published deadline including:
• Completed Merit Based Scholarship Application
• A Letter of Recommendation sent directly to SAE Institute to ensure authenticity
• Creative work demonstrating abilities in music composition and/or production
• Original Essay
• All other requirements as detailed on the Merit Based Scholarship Application

Merit Based Scholarship in brief:
• Merit based
• Pays 25% of program cost
• Open to all full-time ATP or MBP students
• Open to both U.S. citizens, eligible non-citizens, and International Students
• Due Date: Complete Application Package is due no later than 7 business days before the start date of the program

A total of 5 Need and Merit based scholarships are awarded for new class start on each SAE Institute USA campus.
2014 - 2016 CALENDAR SCHEDULE

Program Start Dates
SAE Institute reserves the right to cancel any scheduled class start for reasons of insufficient enrollment, in which case all prepaid charges will be refunded.

Associate Degree Programs

<table>
<thead>
<tr>
<th>Start Date</th>
<th>Projected Graduation Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>January 6, 2014</td>
<td>May 15, 2015</td>
</tr>
<tr>
<td>May 5, 2014</td>
<td>September 11, 2015</td>
</tr>
<tr>
<td>September 22, 2014</td>
<td>January 22, 2016</td>
</tr>
<tr>
<td>January 26, 2015</td>
<td>May 13, 2016</td>
</tr>
<tr>
<td>May 26, 2015</td>
<td>September 9, 2016</td>
</tr>
<tr>
<td>September 21, 2015</td>
<td>January 27, 2017</td>
</tr>
</tbody>
</table>

Diploma Programs

<table>
<thead>
<tr>
<th>Start Date</th>
<th>Projected Graduation Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>January 6, 2014</td>
<td>January 16, 2015</td>
</tr>
<tr>
<td>May 5, 2014</td>
<td>May 15, 2015</td>
</tr>
<tr>
<td>September 22, 2014</td>
<td>September 11, 2015</td>
</tr>
<tr>
<td>January 26, 2015</td>
<td>January 22, 2016</td>
</tr>
<tr>
<td>May 26, 2015</td>
<td>May 13, 2016</td>
</tr>
<tr>
<td>September 21, 2015</td>
<td>September 9, 2016</td>
</tr>
</tbody>
</table>

Holiday Schedule
SAE Institute is closed for all U.S. national holidays. *If a class is scheduled on a holiday, a make-up day will be required.*

<table>
<thead>
<tr>
<th>Holiday</th>
<th>2014</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>New Years Day</td>
<td>Wednesday, January 1</td>
<td>Thursday, January 1</td>
</tr>
<tr>
<td>Martin Luther King, Jr. Day</td>
<td>Monday, January 20</td>
<td>Monday, January 19</td>
</tr>
<tr>
<td>Presidents’ Day</td>
<td>Monday, February 17</td>
<td>Monday, February 16</td>
</tr>
<tr>
<td>Memorial Day</td>
<td>Monday, May 26</td>
<td>Monday, May 25</td>
</tr>
<tr>
<td>Independence Day</td>
<td>Friday, July 4</td>
<td>Friday, July 3 (observed)</td>
</tr>
<tr>
<td>Labor Day</td>
<td>Monday, September 1</td>
<td>Monday, September 7</td>
</tr>
<tr>
<td>Columbus Day</td>
<td>Monday, October 13</td>
<td>Monday, October 12</td>
</tr>
<tr>
<td>Veterans’ Day</td>
<td>Tuesday, November 11</td>
<td>Wednesday, November 11</td>
</tr>
<tr>
<td>Thanksgiving</td>
<td>Thursday &amp; Friday, November 27 &amp; 28</td>
<td>Thursday &amp; Friday, November 26 &amp; 27</td>
</tr>
<tr>
<td>Christmas Eve</td>
<td>Wednesday, December 24</td>
<td>Thursday, December 24</td>
</tr>
<tr>
<td>Christmas Day</td>
<td>Thursday, December 25</td>
<td>Friday, December 25</td>
</tr>
<tr>
<td>New Years Eve</td>
<td>Wednesday, December 31</td>
<td>Thursday, December 31</td>
</tr>
</tbody>
</table>
2014 - 2016 Academic Calendar

2014 Academic Calendars
2014 Fall Term dates vary. Currently enrolled students may refer to the appropriate 2014 Calendar below. All subsequent semesters follow the 2015 - 2016 Academic Calendar.

<table>
<thead>
<tr>
<th>Term</th>
<th>Start</th>
<th>End</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fall Term (Semester 2)</td>
<td>September 8, 2014</td>
<td>January 16, 2015</td>
</tr>
<tr>
<td>Fall Break</td>
<td>November 24, 2014</td>
<td>November 28, 2014</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Term</th>
<th>Start</th>
<th>End</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fall Term (Semester 3)</td>
<td>September 8, 2014</td>
<td>January 16, 2015</td>
</tr>
<tr>
<td>Fall Break</td>
<td>November 24, 2014</td>
<td>November 28, 2014</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Term</th>
<th>Start</th>
<th>End</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fall Term (Semester 4)</td>
<td>September 2, 2014</td>
<td>December 19, 2014</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Term</th>
<th>Start</th>
<th>End</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fall Term (Semester 1)</td>
<td>September 22, 2014</td>
<td>January 16, 2015</td>
</tr>
</tbody>
</table>

2015 - 2016 Academic Calendar

<table>
<thead>
<tr>
<th>Term</th>
<th>Start</th>
<th>End</th>
</tr>
</thead>
<tbody>
<tr>
<td>Spring Term</td>
<td>January 26, 2015</td>
<td>May 15, 2015</td>
</tr>
<tr>
<td>May Break</td>
<td>May 18, 2015</td>
<td>May 22, 2015</td>
</tr>
<tr>
<td>Summer Term</td>
<td>May 26, 2015</td>
<td>September 11, 2015</td>
</tr>
<tr>
<td>September Break</td>
<td>September 14, 2015</td>
<td>September 18, 2015</td>
</tr>
<tr>
<td>Fall Term</td>
<td>September 21, 2015</td>
<td>January 22, 2016</td>
</tr>
</tbody>
</table>
Class Schedules
Classes are typically scheduled Monday through Friday, between 9:00 a.m. and 10:00 p.m. Classes may be scheduled on Saturday as needed. Weekly workshops are offered to help broaden the educational experience.

Inclement Weather Policy
The decision to close the school due to inclement weather will be made by the Campus Director or designee. All reasonable attempts will be made to notify students in advance if the campus is closed due to inclement weather.

Hours Of Operation
SAE Institute maintains normal hours of operation for studios and labs Monday through Saturday from 9:00 a.m. to 10:00 p.m. Any additional or changed lab hours will be discussed at orientation and posted on the student bulletin boards.

Administrative offices are open Monday through Friday from 9:00 a.m. to 5:00 p.m. Students wishing to meet with the administrative staff are encouraged to schedule an appointment. Students who wish to meet with an administrator after business hours are required to schedule an appointment.
ACADEMIC POLICIES

Grading
Each course includes a number of assessments, including but not limited to quizzes, exams, assignments, and projects. Each assessment category within a course is individually weighted and factored in when determining the student's final grade. The number, type and weighting of assessments varies by course and are included in the course syllabus.

Letter grades are awarded for each course completed. Grades are issued and posted within 48 hours after the completion of each course.

The chart below describes the impact of each grade on Satisfactory Academic Progress (SAP). For the purpose of calculating incremental completion rate (ICR), grades of "F" (failure) and "W" (withdrawn) are counted as credits attempted but are not counted as credits successfully completed. Students must repeat any required courses in which a grade of "F" or "W" is received. A student who receives an "F" or "W" grade in a course may attempt to successfully complete the same course up to two times. A student desiring a 3rd attempt to successfully complete the same course may petition the Campus Director for approval. The third attempt, if approved, is the final attempt. If upon the 3rd attempt the student fails to successfully complete the course the student will be withdrawn from the school. If the request to attempt the course for the 3rd time is not approved by the Campus Director, the student will be withdrawn from school.

When a course is repeated, the higher of the grades earned during each attempt are calculated into the Cumulative Grade Point Average (CGPA). Both the original and repeated credit hours will be counted as attempted credit hours in the ICR calculation and both attempts will remain on the student's transcript. Transfer credits are awarded with a grade of "TR" (see Transfer of Credit policy) and test out credits are awarded with a "TO" (see Test Out Credit policy). Neither TR or TO grades are calculated into the CGPA or ICR calculation.

Any student who disagrees with a grade may contact the instructor of record to request a grade change. If a satisfactory resolution is not achieved with the instructor, the student may request a grade change in writing, including the reasons for the grade dispute, to the Director of Education no later than 5 school days following the end of the course. Within 5 days of receiving the written request, the Director of Education will investigate and issue a letter to the student either approving or denying the grade change request.

If illness or other circumstances out of the student’s control prevent a student from completing all required coursework within the scheduled semester dates, the student may request an incomplete ("I") grade. The incomplete grade is a temporary grade, providing the student an additional two weeks to complete any missing assignments. The incomplete grade will be converted to the earned grade within two weeks after the end of the semester. The decision to issue an incomplete grade is at the discretion of the instructor. A grade of incomplete is calculated into the student’s CGPA and the ICR.
### Grading Scale

<table>
<thead>
<tr>
<th>Letter Grade</th>
<th>Description</th>
<th>Quality Points</th>
<th>Credit Hours Earned</th>
<th>Credit Hours Attempted</th>
<th>Cumulative Grade Point Average (CGPA)</th>
<th>Incremental Completion Rate (ICR)</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>100-90% = Excellent</td>
<td>4.0</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>B+</td>
<td>89-85% = Very Good</td>
<td>3.5</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>B</td>
<td>84-80% = Good</td>
<td>3.0</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>C+</td>
<td>79%-75% = Above Average</td>
<td>2.5</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>C</td>
<td>74-70% = Average</td>
<td>2.0</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>D+</td>
<td>69%-65% = Below Average</td>
<td>1.5</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>D</td>
<td>64%-60% = Poor</td>
<td>1.0</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>F</td>
<td>59% or Below = Failing</td>
<td>0.0</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>W</td>
<td>Withdrawal</td>
<td>N/A</td>
<td>No</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
</tr>
<tr>
<td>I</td>
<td>Incomplete</td>
<td>N/A</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>TC</td>
<td>Transfer</td>
<td>N/A</td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>Yes</td>
</tr>
<tr>
<td>TO</td>
<td>Test Out</td>
<td>N/A</td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>Yes</td>
</tr>
</tbody>
</table>

#### Definition of a Credit Hour

SAE Institute follows the US Department of Education definition of a credit hour for semester schools, which includes homework expectations. For each credit hour, fifteen (15) lecture classroom hours are provided or thirty (30) laboratory hours.

In addition, for every one (1) hour of classroom lecture, students are expected to complete two (2) hours of outside homework.

#### Satisfactory Academic Progress (SAP)

Satisfactory Academic Progress (SAP) is the measurement of the student’s academic performance within the educational goals. SAE Institute requires all students to demonstrate orderly progress toward completion of the program. All students must maintain SAP in order to remain enrolled at SAE Institute and be eligible for Title IV funding.

Satisfactory Academic Progress is determined by measuring the student's Cumulative Grade Point Average (CGPA) and the student’s cumulative Incremental Completion Rate (ICR) toward completion of the program’s coursework. Whereas the CGPA is the standard qualitative component for measuring SAP, the ICR is the quantitative component used by SAE Institute. In addition, students must complete all coursework within the required 150% maximum timeframe.
Incremental Completion Rate (ICR)
Incremental Completion Rate (ICR) measures the number of credit hours successfully completed by the student divided by the total number of credit hours attempted. Please see the appropriate Satisfactory Academic Progress (SAP) Criteria chart below which illustrates the evaluation periods and minimum ICR expectations for each program order to maintain SAP.

Cumulative Grade Point Average (CGPA)
Cumulative Grade Point Average (CGPA) is the average of all grades earned based on the 4.0 grading scale (please see Grading Policy). Please see the appropriate Satisfactory Academic Progress (SAP) Criteria chart below which illustrates the evaluation periods and minimum CGPA expectations for each program order to maintain SAP.

Maximum Timeframe
A student cannot exceed 150% of the published normal completion rate of the program. If at any time it becomes mathematically impossible for a student to complete the training within the maximum timeframe, the student will be dismissed from the program. For example, if a student is enrolled in a 60 credit hour program, the student will no longer be allowed to continue after having attempted more than 90 credit hours (60 credit hours x 150% = 90 credit hours.)

Satisfactory Academic Progress (SAP) Criteria
SAE Institute has implemented a schedule designating the minimum percentage of ICR that must be completed and the minimum CGPA at the end of each evaluation period. To meet the minimum SAP requirements, the following criteria must be achieved at the end of each evaluation point:

<table>
<thead>
<tr>
<th>Satisfactory Academic Progress (SAP) Criteria</th>
</tr>
</thead>
<tbody>
<tr>
<td>Evaluation Point</td>
</tr>
<tr>
<td>------------------</td>
</tr>
<tr>
<td>Associate Degree Programs</td>
</tr>
<tr>
<td>1</td>
</tr>
<tr>
<td>2</td>
</tr>
<tr>
<td>3</td>
</tr>
<tr>
<td>4</td>
</tr>
<tr>
<td>Diploma Programs</td>
</tr>
<tr>
<td>1</td>
</tr>
<tr>
<td>2</td>
</tr>
<tr>
<td>3</td>
</tr>
</tbody>
</table>
**Academic Warning**

If a student has not met minimum CGPA or ICR requirements at the end of the first evaluation point, the student will be placed on Academic Warning. Students on Academic Warning remain eligible for Title IV funds. *(Please note that Academic Warning is only available at the end of the first evaluation point.)*

During the Academic Warning semester, the student must meet with an assigned advisor to develop an Academic Plan. The student and the assigned advisor will meet regularly throughout the semester to discuss progress towards improvement. If, at the end of the Academic Warning semester, the student has met the minimum SAP requirements, the student will be removed from Academic Warning and will be in good standing and eligible for Title IV funding. If the student does not meet the minimum SAP requirements after the Academic Warning semester, the student will be dismissed from SAE Institute and become ineligible for Title IV funds. There is no financial aid warning period. The student will be notified in writing of the dismissal and loss of Title IV eligibility.

**Remaining Evaluation Periods**

If, at the end of the second and remaining evaluation periods, a student has not met the minimum SAP requirements, the student will be dismissed from SAE Institute.

**SAP Appeal And Reinstatement**

A student who feels Satisfactory Academic Progress was not made due to extraordinary mitigating circumstances must submit a written appeal to the Campus Director within three (3) days of being notified of dismissal. An extraordinary mitigating circumstance is a situation beyond a student’s control (i.e. illness, accident, trauma, etc.) The student must include documentation of the extenuating circumstance as well as provide an explanation as to why SAP was not met and what has changed to allow success upon reinstatement. The Campus Director will forward the appeal to the National Director of Compliance for determination of acceptance or denial of the appeal. The Campus Director will notify the student in writing of the appeal decision within three (3) business days of the receipt of the letter. During this time, the student will be able to continue attending classes. The decision of the National Director of Compliance is final and cannot be appealed.

**Academic/Financial Aid Probation**

If the appeal for reinstatement is approved, the student will be placed on Academic/Financial Aid Probation, at which time the student will regain eligibility for Title IV funding.

The student will have one semester to meet the minimum SAP requirements at the appropriate evaluation point. During the Academic/Financial Aid Probation semester, the student must meet with an assigned advisor to create an Academic Plan. The student and assigned advisor will meet regularly to discuss the student’s progress toward their Academic Plan. If the student is unable to meet the minimum SAP requirements after one semester on Academic/Financial Aid Probation, the student will be dismissed from SAE Institute without the opportunity to appeal.
If, at any time, the assigned advisor determines it is academically impossible for the student to meet the minimum SAP requirements by the end of the Academic/Financial Aid Probation semester, the student will be dismissed from SAE Institute with no opportunity for appeal. The student will be notified in writing of the dismissal and loss of Title IV eligibility.

**Repeating Courses**
All required courses in a program must be successfully completed with a passing grade and all required credit hours completed. If a student does not successfully complete a required course, the course must be repeated. The highest grade earned will be calculated in a student’s CGPA, but the original grade will remain on the student’s official transcript. The credit hours attempted and earned from both the original course and the repeated course will remain in the ICR and the calculation of the maximum timeframe. Please refer to the Grading Policy for additional information regarding the repeating of course.

**Changing Programs**
A student wishing to change programs should contact the Student Services Coordinator. In the case of a program change, only the courses that apply to the new program will be used to calculate CGPA and ICR.

**Additional Credential**
A student interested in seeking an additional credential from SAE Institute must meet with the Student Services Coordinator who will determine the courses from the old program that will be applied to the new program. The courses that are applied will be counted toward the student’s CGPA, ICR and maximum timeframe in the calculation of SAP.

**Transfer Of Credit And Test Out Implications To SAP**
When a student transfers credits from another institution of higher learning (see Transfer of Credit policy), the student will receive a grade of "TC" which will not be impacted in the CGPA calculation but will be counted as both attempted and earned credit hours in the ICR and maximum timeframe. When a student tests out of a course (see Test Out policy), the student will receive a grade of "TO" which will not be impacted in the CGPA calculation. Test out credit hours will count as attempted and earned credit hours in the ICR and maximum timeframe.

**Withdrawn And Incomplete Grades Implications To SAP**
While a “W” or “Withdrawn” grade does not impact a student’s CGPA, it does impact the student’s ICR and maximum timeframe calculation. An “I” or “Incomplete” grade counts as a failed grade in the student’s CGPA and unsuccessful attempted credit hours in the student’s ICR and maximum timeframe.
Graduation Requirements
To graduate from SAE Institute and receive a degree or diploma, students must meet the following requirements:

- successfully complete (pass) all required courses
- earn a Cumulative Grade Point Average (CGPA) of 2.0 (C) or higher
- achieve an Incremental Completion Rate (ICR) of 67% or higher
- complete a mandatory exit interview
- meet all financial obligations to the school
- submit a résumé to the Career Services office

Students who have borrowed equipment, books, media, or other materials and have not returned them by the last day of regular class will be charged for the missing items. Failure to return borrowed items will place the student in a situation of financial obligation to the school and result in the inability to receive an official transcript or diploma until the obligation is met in full.

Students who have met all the listed graduation requirements will be awarded a degree or diploma in the program of study.

Reasonable Accommodations For Individuals With Disabilities
The Americans with Disabilities Act of 1990 and Section 504 of the Rehabilitation Act of 1973 guarantee disabled students access to educational opportunities. SAE Institute does not discriminate against individuals on the basis of physical or mental disability and is fully committed to providing reasonable accommodations, including appropriate auxiliary aids and services, to qualified individuals with disabilities unless providing such accommodations would result in an undue burden or fundamentally alter the nature of the relevant program, benefit, or service provided by SAE Institute.

A student who seeks accommodations for a disability at SAE Institute must provide documentation of the disability from an appropriate licensed professional or provide educational information from a document such as an Individual Education Plan, 504 Plan, or Summary of Progress (SOP). This information should include the diagnosed condition, the treatment being provided (if any) and any disability related recommendations. The documentation cannot be more than three years old. The documentation shall be submitted to the 504 Coordinator (Director of Education) who will create an Accommodation Plan. The student will be responsible for sharing the approved Accommodation Plan with instructors.

Accommodations are not retroactive. Therefore, it is the student’s responsibility to submit all required documentation well in advance in order to ensure that accommodations can be arranged before the start date of the program or course.
Course Numbering System
SAE Institute uses a course numbering system that consists of a two or three letter prefix followed by three numbers, indicating both the area of study and the general level of the course.

Transfer Of Credit
Students who formerly attended a post-secondary institution accredited by an agency recognized by the U.S. Department of Education may be granted transfer credit for equivalent courses taken at the previous institution. Students must arrange for official transcripts from all previous institutions forwarded directly to the Student Services Coordinator's office at SAE Institute. The official transcript(s) must be received as soon as possible after the student has enrolled so the student can receive a correct schedule. The decision to award transfer credit is at the sole discretion of SAE Institute. SAE Institute will determine if courses completed at previous institutions are sufficiently equivalent to courses in the student’s program of intended enrollment. Only courses with passing grades of “C” or better will be taken into consideration for transfer. Other factors used to determine transfer of credit include but are not limited to the number of course credits earned, objectives and descriptions of previous courses, length of time passed since courses were completed, and the academic level of previous courses. Students may be required to provide a course catalog or syllabus from the previous institution in order for SAE Institute to make a fair assessment. Courses that are approved to be awarded transfer of credit will show on the student’s transcript as “TC.”

Students who receive transfer credit will have the tuition charge for the program prorated based upon the remaining number of credit hours the student must earn in order to graduate. Students must complete at least 50% of their coursework at SAE Institute.

Test Out
SAE Institute provides opportunities for students to acquire credit for learning that has taken place through work experience. Students with the prerequisite knowledge to effectively test out of a class should contact the Director of Education on or before the end of the third class session. The Director of Education will determine the necessary test out, which could include a written exam as well as a project. A student must score 80% or higher on the test out in order to receive credit. A test out will be designated on the student’s transcript as a “TO.”

Articulation Agreements
Please see the SAE Institute website (www.usa.sae.edu) for an updated list of articulation agreements with other institutions of higher learning.

Class Size
Class sizes vary depending on a number of factors. A Theory course may not have more than 36 students, and a Practical lab component may not have more than 15 students.
Homework
Homework is assigned by instructors to reinforce the information presented during class sessions. For every one (1) hour of classroom lecture, students are expected to complete two (2) hours of outside homework.

Add/Drop Policy
During the first five (5) business days of each semester, students are allowed to add or drop courses without incurring any academic penalty. Classes added during this period will start the accrual of absences from the first day of the course. Students who withdraw from a course after the first five (5) business days but before the last week of class will receive a grade of “W” or “Withdrawn”. The grade of "W" does not impact the student's CGPA but does impact the student's ICR (see Satisfactory Academic Progress Policy). Students who wish to add or drop courses must contact the Student Services Coordinator.

Withdrawal From SAE Institute
Students wishing to withdraw from an SAE Institute program must submit a written notification of withdrawal to the Student Services Coordinator. As stated in the Refund Policy, a refund of monies paid will be calculated using the Last Date of Attendance (LDA), defined as student’s last day of physical attendance. Please see the Refund Policy section of this catalog for information on withdrawal refunds.

Attendance Policy
Regular classroom attendance is not only an essential ingredient for academic achievement, but also a fundamental building block for success after graduation. Students are expected to be present and on time for all class meetings. SAE Institute does not distinguish types of absence. Attendance is monitored for all class sessions and is recorded as actual time attended. Any time missed from a scheduled class time is considered time absent, regardless of the reason for the absence. In addition, instructors may have additional expectations for attendance, all of which will be explained on the syllabus which is distributed the first day of the class.

Students who are absent from all courses at SAE Institute for more than 14 consecutive calendar days (excluding holidays, breaks, and emergency closures due to unforeseen circumstances such as inclement weather) will be dismissed from the school.

Family Education Rights And Privacy Act Of 1974 (FERPA)
The Family Educational Rights and Privacy Act (FERPA) affords eligible students who are 18 years or older and attending a postsecondary institution certain rights with respect to their education records. These rights include:

1. The right to inspect and review the student's education records within 45 days after the day SAE Institute receives a request for access. A student should submit a written request to the Registrar that identifies the record(s) the student wishes to inspect. The
Registrar will make arrangements for access and notify the student of the time and place where the records may be inspected.

2. The right to request an amendment to the student’s record. A student who wishes to ask the school to amend a record should submit a written request to the Registrar clearly identifying the part of the record the student wants changed and why it should be changed. If the school decides not to amend the record as requested, the Campus Director will notify the student in writing of the decision and of the student’s right to a hearing regarding the request for amendment. Additional information regarding the hearing procedures will be provided to the student when notified of the right to a hearing.

3. The right to provide written consent before SAE Institute discloses personally identifiable information (PII) from the student’s education records, except to the extent that FERPA authorizes disclosure without consent.

The school discloses education records without a student’s prior written consent under the FERPA exception for disclosure to school officials with legitimate educational interests. A school official is a person employed by SAE Institute in an administrative, supervisory, academic, research, or support staff position (including law enforcement unit personnel and health staff); a person serving on the board of trustees; or a student serving on an official committee, such as a disciplinary or grievance committee. A school official also may include a volunteer or contractor outside of SAE Institute who performs an institutional service of function for which the school would otherwise use its own employees and who is under the direct control of the school with respect to the use and maintenance of PII from education records, such as an attorney, auditor, or collection agent or a student volunteering to assist another school official in performing his or her tasks. A school official has a legitimate educational interest if the official needs to review an education record in order to fulfill his or her professional responsibilities for SAE Institute.

Students have the right to file complaints with the U.S. Department of Education concerning alleged failures by SAE Institute to comply with the requirements of FERPA. The name and address of the Office that administers FERPA is:

Family Policy Compliance Office
U.S. Department of Education
400 Maryland Avenue, SW
Washington, DC  20202

FERPA permits the disclosure of PII from a student’s education records without consent of the student if the disclosure meets certain conditions found in §99.31 of the FERPA regulations. Except for disclosures to school officials, disclosures related to some judicial orders or lawfully issued subpoenas, disclosures of directory information, and disclosures to the student, §99.32 of FERPA regulations requires the institution to record the disclosure. Eligible students have a right to inspect and review the record of disclosures.
SAE Institute may disclose PII from the education records without obtaining prior written consent of the student:

- To other school officials, including teachers, within SAE Institute whom the school has determined to have legitimate educational interests. This includes contractors, consultants, volunteers, or other parties to whom the school has outsourced institutional services or functions, provided that the conditions listed in §99.31(a)(1)(i)(B)(f) - (a)(1)(i)(B)(2) are met. (§99.31(a)(1))

- To officials of another school where the student seeks or intends to enroll, or where the student is already enrolled, if the disclosure is for purposes related to the student’s enrollment or transfer, subject to the requirements of §99.34. (§99.31(a)(2))

- To authorized representatives of the U. S. Comptroller General, the U. S. Attorney General, the U. S. Secretary of Education, or State and local educational authorities, such as a State postsecondary authority that is responsible for supervising the university’s State-supported education programs. Disclosures under this provision may be made, subject to the requirements of §99.35, in connection with an audit or evaluation of Federal- or State-supported education programs, or for the enforcement of or compliance with Federal legal requirements that relate to those programs. These entities may make further disclosures of PII to outside entities that are designated by them as their authorized representatives to conduct any audit, evaluation, or enforcement or compliance activity on their behalf. (§§99.31(a)(3) and 99.35)

- In connection with financial aid for which the student has applied or which the student has received, if the information is necessary to determine eligibility for the aid, determine the amount of the aid, determine the conditions of the aid, or enforce the terms and conditions of the aid. (§99.31(a)(4))

- To organizations conducting studies for or on behalf of the school in order to: (a) develop, validate, or administer predictive tests; (b) administer student aid programs; or (c) improve instruction. (§99.31(a)(6))

- To accrediting organizations to carry out their accrediting functions. (§99.31(a)(7))

- To parents of an eligible student if the student is a dependent for IRS tax purposes. (§99.31(a)(8))

- To comply with a judicial order or lawfully issued subpoena. (§99.31(a)(9))

- To appropriate officials in connection with a health or safety emergency, subject to §99.36. (§99.31(a)(10))

- In connection with information the school has designated as “directory information” under §99.37. (§99.31(a)(11))

- To a victim of an alleged perpetrator of a crime of violence or a non-forcible sex offense, subject to the requirements of §99.39. The disclosure may only include the final results of the disciplinary proceeding with respect to that alleged crime or offense, regardless of the finding. (§99.31(a)(13))

- To the general public, the final results of a disciplinary proceeding, subject to the requirements of §99.39, if the school determines the student is an alleged perpetrator of a crime of violence or non-forcible sex offense, and the student has committed a violation of the school’s rules or policies with respect to the allegation made against him or her. (§99.31(a)(14))
• To parents of a student regarding the student’s violation of any Federal, State, or local law or of any rule or policy of the school governing the use or possession of alcohol or a controlled substance if the school determines the student committed a disciplinary violation and the student is under the age of 21. (§99.31(a)(15))

Transcript Request
Students may request an official transcript of grades from the Student Services Coordinator. All requests for transcripts must be in writing and include name, social security number (if applicable), and signature. Only students who have cleared all outstanding financial obligations to the school will be eligible to receive an official transcript. Official transcripts can be mailed directly to other institutions or businesses at the student’s written request.
STUDENT INFORMATION AND SERVICES

Smoking Policy
SAE Institute is a SMOKE FREE facility. Smoking is not allowed anywhere in the building at any time. Students who smoke must do so outside in designated areas and are required to completely extinguish all cigarettes before placing them in the ashtrays provided. **The use of e-cigarettes is not allowed on campus.**

Security And Crime Statistics
The SAE Institute Campus Director can discuss any safety concerns with students or parents. Students and employees must report any crime that takes place on campus directly to the Campus Director. The Campus Director or his/her designee will contact law enforcement as needed to address any criminal activity on campus. Victims and witnesses can report criminal activity on a voluntary, confidential basis directly to the Campus Director. Students who are found guilty of criminal activity on campus or off campus during a school sponsored activity will face disciplinary action from the school up to and including expulsion as well as a response from local law enforcement.

Federal law requires that schools administering federal student loans through Title IV provide accurate campus crime statistics. SAE Institute keeps a record of such campus crime statistics, an updated copy of which can be found on the school website.

To prevent unauthorized entry onto the campus, employees and students must wear their school identification badges at all times, clearly visible. All visitors must register at the front desk before proceeding on campus. A security guard may be on campus. Students and employees are encouraged to bring any security concerns directly to the Campus Director or security guard immediately. In the case of an on campus emergency, students must follow instructions from SAE Institute employees. In the event of an evacuation, students and employees should follow the evacuation maps found in each room on campus.

Student Conduct
Students are expected to conduct themselves courteously and professionally at all times and are expected to maintain high standards of conduct and honesty. Conduct considered harmful to or interfering with the rights of others or the reputation of SAE Institute, will not be tolerated and may be subject to disciplinary action.

Disciplinary Offences
SAE Institute reserves the right to dismiss, suspend, or place on probation any student whose behavior is in violation of the school’s code of conduct or harassment policies. Reasons for such action include but are not limited to:

- Conduct dangerous to others
- An act of hazing in any form
- Disorderly conduct
• Obstruction of or interference with SAE Institute activities or facilities
• An unauthorized occupancy of SAE Institute facilities
• Interference with the right of any faculty, staff, or student to gain access to any SAE Institute event or facility
• The obstruction or delay of any SAE Institute official in the performance of his/her duty
• Failure to cooperate with SAE Institute staff or faculty
• Misuse of or damage to SAE Institute property
• Any theft, misappropriation, or unauthorized sale of SAE Institute property
• Alteration or unauthorized use of SAE Institute documents, forms, records, or identification badges
• Violation of any signed waiver or agreement with SAE Institute
• Any possession or use of firearms and other dangerous weapons or explosives and flammable materials
• Any use and/or possession of alcoholic beverages on SAE Institute property
• Any unlawful possession or use of any drug or controlled substance on any SAE Institute campus or SAE Institute event
• Any sale or distribution of any such drug or controlled substance on any SAE Institute campus or SAE Institute event
• Harassment, including sexual harassment, of any fellow students, faculty, or staff of SAE Institute
• Plagiarism, cheating, and other forms of academic dishonesty
• Wearing clothing with pictures or language denoting violence, prejudicial biases, sexual acts, or other inappropriate depictions or suggestions
• Violations of state and/or federal laws
• Any documented offense or series of offenses deemed by the Campus Director to threaten to disrupt the education of other students or SAE Institute business
• Aiding and abetting others in any of the foregoing offenses

The Campus Director reserves the right to develop any policy or take any action(s) deemed appropriate to maintain the safety and well being of any or all students, faculty, and staff.

Disciplinary action may be taken against a student for violations of the foregoing regulations which occur on SAE Institute owned, leased, or otherwise controlled property, or which occur off campus when the conduct impairs, interferes with, or obstructs any SAE Institute activity or the missions, processes, and functions of SAE Institute. In addition, disciplinary action may be taken on the basis of any conduct, on or off campus, which poses a substantial threat to persons or property within the SAE Institute community. SAE Institute will impose disciplinary sanctions on students and employees consistent with SAE Institute policy and local, state, and federal laws.

**Harassment**
Verbal or physical conduct by any employee, faculty member, or student that harasses, disrupts, or interferes with another’s performance or that creates an intimidating, offensive, or hostile environment will not be tolerated.
The definition of harassment is not limited to the supervisor-employee or instructor-student relationship; peer harassment should also be reported. Any employee, instructor, or student has a responsibility to maintain a workplace and classroom environment free of any form of harassment and has a responsibility to report any behavior of a supervisor, employee, instructor, or fellow student that he or she believes constitutes harassment. Sexually harassing conduct at SAE Institute is also prohibited. Such conduct includes but is not limited to sexual flirtations, touching, advances, or propositions; verbal abuse of a sexual nature; graphic or suggestive comments about an individual’s dress or body; sexually degrading words to describe an individual; the display of sexually suggestive objects or pictures.

Any person who has a complaint regarding sexual harassment should contact the Campus Director. All complaints of any type of harassment will be promptly investigated in an impartial and confidential manner. Upon receipt of a written complaint of harassment, an in-depth investigation will be conducted. After evaluating the specifics of the investigation, the Campus Director will issue a finding and attempt to resolve the matter. In cases in which a student chooses not to file a formal complaint, SAE Institute may still take appropriate action while maintaining the complainant’s desire for confidentiality. In all cases, the person making a complaint is to be informed in writing about the findings and conclusions reached regarding the complaint.

Any employee or student who is found, after appropriate investigation, to have engaged in harassment will be subject to appropriate disciplinary action. Sexual harassment may also constitute a violation of state or federal law and may be referred to the appropriate authorities.

**Academic And Classroom Misconduct**

The instructor has the primary responsibility for control over behavior and maintenance of academic integrity in the classroom and studio. The instructor can order the temporary removal or exclusion from the classroom of any student engaged in disruptive behavior or conduct in violation of the general rules and regulations of SAE Institute. Extended exclusion (such as through probation or suspension) or permanent exclusion (such as dismissal) from the classroom or school can be affected only through appropriate SAE Institute procedures.

In the case of plagiarism, cheating, and other forms of academic dishonesty or misconduct, the instructor has the discretionary authority to assign a zero (0) for the exercise or examination. If the student believes that he/she has been erroneously accused of academic misconduct, and if his/her final grade has been lowered as a result, the student may appeal the case to the Campus Director.

**Student Disciplinary Action**

Dismissal is the immediate and involuntary loss of the right to attend classes or be present on school premises. Dismissed students will be withdrawn effective the date of action, and the permanent file will reflect the dismissal from the institution. Suspension is the temporary loss of the right to attend classes or be present on school premises.
Suspension shall not exceed 5 class days. Students that are suspended will be expected to make up all course work and projects upon return to the school. Disciplinary probation is a formal warning to the student to correct behavior. The Campus Director will determine the length of a suspension or probationary period or if dismissal is warranted. If the student is dismissed from the school, the student may be readmitted after careful review by the Campus Director.

Disciplinary action may be appealed through the complaint procedure. A student may appeal any decision in writing. In the event of a formal appeal, the Campus Director may reevaluate the school's decision if new evidence is introduced. If the decision stands, the student may request a hearing with a panel consisting of the Campus Director, a faculty member, and a member of the administrative staff. Additionally, an SAE Institute Corporate Officer may be consulted. Witnesses may be called to the hearing. If, after the hearing, the outcome remains unchanged, the decision is deemed final.

**Student Complaints And Grievances**

Situations may arise in which a student believes that he/she has not received fair treatment at SAE Institute. Below is the process a student should follow when he/she has a grievance:

1. If the grievance is with a faculty member, the student must bring the concern to the faculty member.
2. If after addressing the issue with the faculty member the student's concern has not been resolved, the student should then take the concern to the Program Chair.
3. If after addressing the issue with the Program Chair the student's concern has not been resolved, the student should then take the concern to the Director of Education.
4. If after addressing the issue with the Director of Education the student's concern has not been resolved, the student should then write to the Campus Director to address the concern.

The Campus Director will make appropriate inquiries and recommend a resolution as soon as possible and within 15 days of receiving the complaint. The Campus Director will arrange a meeting with the student to discuss the complaint in person. The resulting resolution will be considered binding unless the student files a formal grievance according to the grievance procedures outlined below.

For complaints or grievances not settled at the institutional level, students may contact:

Tennessee Higher Education Commission (THEC)
Division of Postsecondary School Authorization
Parkway Towers, Suite 1900
404 James Robertson Parkway
Nashville, TN 37243-0830
Attn: Complaints
Phone: 615-741-5293
Fax: 615-532-8845
A complaint form is available at:
http://www.tn.gov/thec/Divisions/LRA/PostsecondaryAuth/psa.html

Schools accredited by the Accrediting Commission of Career Schools and Colleges must have a procedure and operational plan for handling student complaints. If a student does not feel that the school has adequately addressed a complaint or concern, the student may consider contacting the Accrediting Commission. All complaints reviewed by the Commission must be in written form and should grant permission for the Commission to forward a copy of the complaint to the school for a response. This can be accomplished by filing the ACCSC Complaint Form. The complainant(s) will be kept informed as to the status of the complaint as well as the final resolution by the Commission. Please direct all inquiries to:

Accrediting Commission of Career Schools & Colleges
2101 Wilson Boulevard, Suite 302
Arlington, VA 22201
Phone: 703-247-4212
Web: www.accsc.org

A copy of the ACCSC Complaint Form is available at the school and may be obtained by contacting ACCSC or online at www.accsc.org.

**Appropriate Attire**
SAE Institute students are expected to be neat, clean, and appropriately attired while on campus or at school functions due to safety and state health standards. Students may be asked change attire. Please remember that potential employers and guests visit the school, and clothing gives an impression. Students, faculty, and staff are encouraged to represent the school in the best possible light at all times.

**Learning Resource Center**
The Learning Resource Center (LRC) functions as the campus library. Students have access to online resources, trade journals, books, equipment manuals, DVDs, media, magazines, and other materials used by SAE Institute. The LRC Manager coordinates and hosts on-campus educational events. Hours of the LRC are posted throughout the building. Students can access the LRC during school hours, and online resources can be accessed via the web 24/7. Students should see the LRC staff to learn how to access online resources. Additional resources are available on a sign-out basis.

**Drug Free Campus And Workplace**
SAE Institute forbids the use, possession, distribution, or sale of drugs or alcohol by students, faculty, or staff anywhere within the school facilities or on campus grounds. Anyone in violation of state, federal, or other local regulations with respect to illegal drugs or alcohol may be subject to both school disciplinary action and criminal prosecution.
Studio And Lab Policies
No food or drink is allowed in any classroom or studio. If any food or drink is found in a studio during a session, the session will be immediately terminated. There will be no exceptions to this policy.

Students are responsible for the condition of the labs and studios that they use. When a student has completed a session, the studio must be ‘broken down’ and cleaned. This includes normalizing the console, removing all patch cords, disposing of all trash, putting away manuals, etc. Students must allow at least 15 minutes for breakdown and cleanup at the conclusion of each session to allow for the prompt start of the next session.

Commercial use of SAE Institute studios is not permitted unless approved by the Campus Director.

Guest Musicians
The number of guest musicians allowed into the school at one time is limited to three. If a session requires more than three musicians to be present at one time, the student who has booked the session must submit a Guest Approval form no later than 24 hours before the session. This form can be obtained from the Student Services Coordinator.

All guests must sign in upon entry to SAE Institute and show valid government issued ID. Acceptable government issued IDs include Driver’s Licenses, State IDs, Passports. A Social Security Card may be accepted along with another picture ID. No other types of IDs will be accepted. If a guest does not possess the proper identification, the guest will not be allowed entry to SAE Institute facilities. All guests are required to wear a guest badge at all times when on SAE Institute premises. Only musicians being recorded for student projects are permitted to be signed into the school. Guests are not allowed to attend mixing, editing, or recording sessions that do not require a live recording of a musician.

Musicians accompanying students to practical sessions must comply with all rules and regulations of SAE Institute. The student is responsible for making all guests aware of SAE policies and is responsible for all equipment and fixtures used during these sessions. In all cases, only SAE Institute students are allowed to operate SAE Institute equipment. The student is responsible for the actions of any guests that may result in theft and/or damage to equipment. Guests are required to follow all rules and regulations. The student who brings the guests will be held accountable for any irresponsible actions by the guests and will face the consequences determined by SAE Institute.

SAE Institute is not liable for the theft of or damage to any student’s or guest musician’s personal equipment.

Career Services
SAE Institute does not guarantee employment or salaries. However, SAE Institute does offer career-planning assistance to students and graduates.
During the admissions interview, prospective students are advised of the career paths that may be available to them upon graduation. The Admissions Representatives assist students in assessing their talents and discuss the motivation necessary to achieve their career goals.

SAE Institute offers students a wide range of support services to assist them in obtaining employment opportunities in their field of study after graduation. Beginning a career in the entertainment industry can often be difficult and competitive. Career assistance not only involves informing students of available opportunities, but also working to prepare them for their job search before graduation. The Career Services staff is dedicated to assisting students in developing a career plan and to supporting them in the process of obtaining employment in their field of study after graduation. Services provided by the Career Services staff include:

- Individual career guidance
- Interview technique training
- Résumé preparation
- Employer search
- Classroom and employer presentations
- Job search assistance

It is a graduation requirement that an approved résumé be on file for each student in the Career Services office.

SAE Institute sponsors a variety of opportunities for students to learn about and prepare for future employment. These may include periodic field trips, guests, and other activities that bring students into direct contact with employers and work sites.

SAE Institute does not provide career services for international students who are attending the program on a student visa. International students who want to gain extended training time after graduating from an SAE Institute program must apply for Optional Practical Training (OPT) with SAE Institute’s Principal Designated School Official (PDSO). This request must be submitted at least (90) days before the program ends. The extension will allow international students to stay an additional eight weeks for training.

**Graduate Re-Training**

SAE Institute graduates may return to the same campus and retake any classes previously taken in the program without being charged additional tuition. Classroom space priority will be given to currently enrolled students. Graduates who are interested in auditing a course should see the Student Services Coordinator.

**Student Advising**

The Student Services Coordinator and all SAE Institute faculty and staff are available to assist students. Instructors are available to assist with academic questions and concerns and for assistance with equipment or technical procedures.
The school administration is available to assist students with issues regarding school policies or requirements. Any student not in Good Standing (see SAP Policy) will be required to meet with the appropriate member of the administrative staff. This session may be a result of disciplinary issues, failure to maintain satisfactory academic progress, excessive tardiness or absences, or failure to keep up with financial obligations to the school. SAE Institute does not provide personal counseling.

**Tutoring**
Tutoring is available for students who need extra help. Please see the Learning Resource Center for tutoring opportunities.

**Housing**
There is no student housing available at SAE Institute. Rental housing may be available throughout the city and in the neighboring communities. SAE students typically pay between $700 and $1800 per month per person for housing, and many share housing arrangements with at least one other roommate.

**Internships**
SAE Institute does not require an internship as part of its programs. Participating in an internship while enrolled at SAE Institute does not change the student’s obligation to maintain good standing with the school.

**Books and Materials**
A complete and current list of books and materials required for each course and program of study can be found online at www.usa.sae.edu.
PROGRAM AND COURSE DESCRIPTIONS

Audio Technology Program (ATP)

Program Description
The Audio Technology Program (ATP) is intensive practical and theoretical course of study that provides students with a solid foundation in the key aspects of audio production and the skills necessary to become successful in today’s commercial sound recording industry. Students attending this program learn both the technical and creative components of audio recording as well as the essential business principles of the entertainment industry including contracts, budgeting, copyrights, self-employment, and revenue management.

Students in the ATP Associate Degree Program complete a series of general education courses and additional advanced core courses, providing a broader, more thorough education that can lead to a wider range of employment opportunities.

Program Objectives
The Audio Technology Program (ATP) prepares students for entry-level positions in the audio and creative media industries in the areas of music production, audio postproduction for film, television, and video games, and live sound. The program also prepares students as entrepreneurs and freelancers in the entertainment and mass media industries.

Career Prospects
Graduates of ATP will be prepared for entry-level positions in such careers as:

- ADR Recordist
- Archivist Technician
- Assistant Audio Engineer
- Assistant Editor
- Assistant Music Editor
- Assistant Sound Designer
- Assistant Studio Manager
- Audio Engineer
- Audio Programmer
- Board Operator
- Professional Audio Sales Representative
- Public Address Technician
- Recording Engineer
- Recordist
- Remote Broadcast Engineer
- Sound Assistant
- Boom Operator
- Broadcast & Sound Engineering Tech
- Dialogue Editor
- Film Sound Engineer
- Front of House Engineer
- Media Manager
- Monitor Engineer
- Music Director
- Producer
- Production Assistant
- Sound Cutter
- Sound Designer
- Sound Editor
- Sound Engineer
- Sound Technician
- Studio Technician
ATP Associate Degree Program Schedule

The ATP Associate Degree program consists of 16 courses taken in 16 months. Students enrolled in the ATP Associate Degree program take 4 courses per 16-week semester with a short break between semesters. Students must successfully complete 45 credit hours of core audio courses and 15 credit hours of general education courses to receive an Associate Degree in Audio Technology.

Schedule Of Classes

Classes are typically scheduled Monday through Friday, between 9:00 a.m. and 10:00 p.m. Friday classes may be offered in a workshop format, and classes may be scheduled on Saturday as needed. The following class sessions are assigned during enrollment.*

<table>
<thead>
<tr>
<th>Class Session</th>
<th>Begins</th>
<th>Ends</th>
</tr>
</thead>
<tbody>
<tr>
<td>Morning</td>
<td>10:00 a.m.</td>
<td>1:30 p.m.</td>
</tr>
<tr>
<td>Afternoon</td>
<td>2:00 p.m.</td>
<td>5:30 p.m.</td>
</tr>
<tr>
<td>Evening</td>
<td>6:00 p.m.</td>
<td>9:30 p.m.</td>
</tr>
</tbody>
</table>

Additional time will be required to study for exams, complete projects, and devote effort to difficult or complex topics. *Not all sessions run every term. Check with the Admissions Office for preferred class session availability.

ATP Associate Degree Course List

The following courses are required to complete the ATP Associate Degree program.

<table>
<thead>
<tr>
<th>Number</th>
<th>Course</th>
<th>Credit Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>ATP101</td>
<td>Introduction to Audio Recording</td>
<td>4</td>
</tr>
<tr>
<td>ATP102</td>
<td>Basic Signal Flow Concepts</td>
<td>4</td>
</tr>
<tr>
<td>ATP103</td>
<td>Introduction to DAW and Electronic Music Production</td>
<td>4</td>
</tr>
<tr>
<td>ATP122</td>
<td>Intermediate Signal Flow Concepts</td>
<td>4</td>
</tr>
<tr>
<td>ATP123</td>
<td>Intermediate DAW and Electronic Music Production</td>
<td>4</td>
</tr>
<tr>
<td>ATP124</td>
<td>Live Sound</td>
<td>4</td>
</tr>
<tr>
<td>ATP201</td>
<td>Advanced Audio Production</td>
<td>4</td>
</tr>
<tr>
<td>ATP202</td>
<td>Advanced Signal Flow Concepts</td>
<td>4</td>
</tr>
<tr>
<td>ATP203</td>
<td>Audio Post Production and Multimedia</td>
<td>4</td>
</tr>
<tr>
<td>ENT223</td>
<td>Entrepreneurship</td>
<td>4</td>
</tr>
<tr>
<td>ATP222</td>
<td>Advanced Music Production and Business Practices</td>
<td>5</td>
</tr>
<tr>
<td>GE101</td>
<td>English Composition</td>
<td>3</td>
</tr>
<tr>
<td>GE102</td>
<td>World History</td>
<td>3</td>
</tr>
<tr>
<td>GE103</td>
<td>Introduction to Mathematical Modeling</td>
<td>3</td>
</tr>
<tr>
<td>GE201</td>
<td>Conceptual Physics</td>
<td>3</td>
</tr>
<tr>
<td>GE202</td>
<td>Speech Communications</td>
<td>3</td>
</tr>
</tbody>
</table>

Total Credits 60
ATP Diploma Program Schedule
The ATP Diploma program consists of 9 courses taken in 12 months. Students enrolled in the ATP Diploma program take 3 courses per 16-week semester with a short break between semesters. Students must successfully complete 36 credit hours of core audio courses to receive a Diploma in Audio Technology.

ATP Diploma Course List
The following courses are required to complete the ATP Diploma Program.

<table>
<thead>
<tr>
<th>Number</th>
<th>Course</th>
<th>Credit Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Core Courses</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>ATP101</td>
<td>Introduction to Audio Recording</td>
<td>4</td>
</tr>
<tr>
<td>ATP102</td>
<td>Basic Signal Flow Concepts</td>
<td>4</td>
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<tr>
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<td>ATP201</td>
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</tr>
<tr>
<td>ATP202</td>
<td>Advanced Signal Flow Concepts</td>
<td>4</td>
</tr>
<tr>
<td>ATP203</td>
<td>Audio Post Production and Multimedia</td>
<td>4</td>
</tr>
<tr>
<td><strong>Total Credits</strong></td>
<td><strong>36</strong></td>
<td></td>
</tr>
</tbody>
</table>

ATP Course Descriptions

ATP101 Introduction to Audio Recording
4 Credit Hours
Prerequisites: None
This course introduces basic concepts in audio theory and principles concerning sound behavior. Topics discussed include the human hearing mechanism, environmental factors and various components concerning the brain’s interpretation of sound. Theoretical aspects concerning sound production are covered including speed of sound, frequency response, amplitude, wavelength, phase relationships, harmonic content, decibel theory, and their respective mathematical formulas. Microphone applications, design, and placement techniques will be explored and implemented.

ATP102 Basic Signal Flow Concepts
4 Credit Hours
Prerequisites: None
This course introduces basic concepts and principles concerning signal flow through an analog audio console. Practical exercises are performed utilizing the audio console including equalization, inserts, auxiliary sends, stereo returns, direct outputs, bus assignments, sub-grouping, and gain structure.
ATP103 Introduction to DAW and Electronic Music Production
4 Credit Hours
Prerequisites: None
This course introduces basic concepts of digital audio theory and principles. Topics discussed include computer language and software platforms, general DAW system theory, and manufacturer protocol. In addition, this course focuses on introductory concepts in programming music on a MIDI workstation and its accompanying industry standard software platforms. The essential aim is to familiarize students with the practical skills required to operate MIDI software effectively and efficiently. Music theory concepts are introduced covering basic rhythmic, notation, scale, and triad construction. Critical listening and an analysis of diatonic harmony will be examined. Concentration will be focused on industry standard software programs. Students will be introduced to mixing practices used within the DAW and MIDI domain.

ATP122 Intermediate Signal Flow Concepts
4 Credit Hours
Prerequisites: ATP101, ATP102, ATP103
This course incorporates intermediate signal flow concepts and studio production techniques utilizing an analog audio console. Practical exercises are performed utilizing the analog console including: multi-track recording, overdubbing, mixing, signal processing, microphones applications, proper session documentation procedures and optimizing recording levels in an intermediate/project studio recording environment. This course also introduces intermediate recording concepts and applies them to assigned lab projects including setting up headphone mixes, utilizing the talkback functions of both consoles, inline monitoring vs. split monitoring, and proper bounce down procedures. Topics discussed include studio etiquette, session documentation procedures, the recording process, and production environments.

ATP123 Intermediate DAW and Electronic Music Production
4 Credit Hours
Prerequisites: ATP101, ATP102, ATP103
This course introduces intermediate concepts of digital audio theory and principles. Topics discussed include more advanced concepts in MIDI sequencing, DAW, Synthesis, and Sampling. Logic Pro software will be explored in depth, and DSP plug-ins will be implemented and discussed thoroughly. The student will be guided through industry standard methods of recording/mixing music and will need to meet several intermediate level lab assignments meeting specific criteria that will be shared, analyzed, and critiqued.

ATP124 Live Sound
4 Credit Hours
Prerequisites: ATP101, ATP102, ATP103
This course introduces audio production techniques that can be applied to a live sound reinforcement applications. Theoretical aspects concerning live sound production are covered including loudspeakers, amplifiers, cabling, and sound system exam equipment. This course also introduces basic concepts in electronics and applies them to simple circuits as well as sound systems for public address.
Topics discussed include the fundamental principles of electron flow, Ohm’s law applied to series and parallel circuits, components that construct a simple circuit, and decibel ratings as applied to voltage, power, and speaker sensitivity. Proper terminology and mathematical relationships of electrical quantities are explored and applied to basic audio circuits relating amplifiers and speakers.

**ATP201 Advanced Audio Production**  
4 Credit Hours  
Prerequisites: ATP101, ATP103, ATP122  
This course explores advanced DAW and audio production techniques used to enhance the overall sounds before they are mixed. Students will learn the applications of drum sound replacement, audio quantizing, tempo mapping, as well as vocal tuning and pitch correction. This course will primarily use Pro Tools software in conjunction with 3rd party plug-ins. Students will also be instructed on the use of the Waves Certification Bundle plug-ins, and be prepared to take the examination for Waves certification.

**ATP202 Advanced Signal Flow Concepts**  
4 Credit Hours  
Prerequisites: ATP102, ATP122  
This course is designed to give students an understanding of advanced signal flow concepts and audio production in a professional, commercial studio environment utilizing large-format audio production consoles. Students will develop a deeper comprehension of modern recording techniques and practices.

**ATP203 Audio Post Production and Multimedia**  
4 Credit Hours  
Prerequisites: ATP123  
This course introduces modern techniques used in sound for picture, sound design, and multimedia applications as well as the art and science involved in mastering audio. Its purpose is to provide for an opportunity for students to learn about specific applications used in film, multimedia, gaming, and digital video and to understand how audio careers are sustained in these mediums. Specific assignments are implemented which model real world scenarios and the student is subjected to industry standard methods of production in this genre.

**ENT223 Entrepreneurship**  
4 credit hours  
Prerequisites: ATP121, ATP122, ATP123  
*Associate Degree Program Only  
This course examines all possible career options pertaining to the music and entertainment industry. The focus will be to prepare students to start and build their own businesses in today’s entertainment business, using the knowledge and skills learned in the previous semesters.
ATP222 Advanced Music Production and Business Practices*
5 Credit Hours
Prerequisites: ATP201, ATP202, ATP203
*Associate Degree Program Only
This course focuses on advanced music production. Students will become adept at operating industry standard recording equipment and practicing advanced production techniques. Students will gain the ability to craft a musical sound and an arrangement. Students will receive a comprehensive overview of the various elements of the music business, with an emphasis on how to successfully conduct one’s business affairs as an engineer, producer, and artist.

GE101 English Composition*
3 Credit Hours
Prerequisite: None
*Associate Degree Program Only
This course is designed to increase students’ fundamental composition skills and will focus on audience awareness, effective paragraph and essay construction, as well as Standard English language usage (punctuation, spelling, and grammar). Emphasis will be placed on developing clear, coherent, and effective written prose. The course will also introduce students to different research methods and familiarize them with the conventions of academic writing they will be expected to apply to a college-level paper they will write for other courses in the program.

GE102 World History*
3 Credit Hours
Prerequisite: None
*Associate Degree Program Only
This course is designed to increase students’ fundamental understanding of the world from an assemblage of relatively isolated regions through the present day. Emphasis will be placed on tracing the origins of globalization and its relation to European hegemony through invasions and colonization. The course will also introduce students to the contributions of the non-western world and how the assemblage of these factors shaped the early modern world.

GE103 Introduction to Mathematical Modeling*
3 Credit Hours
Prerequisite: None
*Associate Degree Program Only
This course will cover skills needed for applied algebra, linear, piecewise, exponential and quadratic functions. The aim is to strengthen mathematics skills by increasing mathematical knowledge and focusing on logical problem solving techniques required for critical thinking. Statistical analysis and probability will be used to explore real world data. Emphasis is placed on developing a clear understanding of the role and function of quantitative analysis in the real world. This course also focuses on skills needed in the real world to ensure students acquire better decision-making processes for money management in their personal and business profiles.
GE201 Conceptual Physics*
3 Credit Hours
Prerequisite: None
*Associate Degree Program Only
This course aims to build a fundamental understanding of the physical laws that govern nature: mechanics, heat, sound, electricity and magnetism. Emphasis is placed on developing critical thinking skills. This course is appropriate for students who will have careers in technical fields.

GE202 Speech Communications*
3 Credit Hours
Prerequisite: None
*Associate Degree Program Only
This course is designed to increase students’ fundamental understanding of the world of communications and encourages students to be active media consumers and gives them a deeper understanding of the role that the media play in both shaping and reflecting culture. Through this cultural perspective, students learn that audience members are as much a part of the mass communication process as are the media producers, technologies, and industries. Emphasis will be placed on tracing the origins of various forms of media and their impact on the world today, from issues of ethics to the shaping of personal and social identities. By examining the interconnectedness of these forms of communication and analyzing the social, cultural, political, economic, demographic, and ecological implications that created it, an understanding of our communication process may be obtained.
Music Business Program (MBP)

Program Description
The Music Business Program (MBP) is an intensive course of study that prepares students for careers in the music business and entertainment industry. Students receive training in entertainment management, organizational structure, intellectual property rights and copyrights, business law, and publishing in order to enter the industry with a competitive skill set. Students also learn the content creation side of the business through course work in audio production, video production, and web design. This rigorous program primes students for a diverse variety of career possibilities, from working with established record, publishing, management, and production companies to taking the entrepreneurial path toward creating their own businesses.

Students in the MBP Associate Degree Program complete a series of general education courses and additional advanced core courses, providing a broader, more thorough education that can lead to a wider range of employment opportunities.

Program Objectives
The Music Business Program (MBP) prepares students for entry-level positions in the entertainment industry in the areas of music publishing, marketing and promotion, licensing, copyright, artist development, and management. The program also provides extensive preparation in entrepreneurship and networking.

Career Prospects
Graduates of the Music Business Program will be prepared for entry-level positions in such careers as:

- A&R Assistant
- Associate Producer
- Advertising Agent
- Promotions Manager
- Artist Liaison
- Artist Manager
- Assistant Studio Manager
- Entrepreneur
- Licensing Agent or Assistant
- Manager
- Marketing Manager
- Media Relations
- Event Planner
- Merchandiser
- Music Director
- Music Publisher
- Music Supervisor
- Personal Assistant
- Booking Agent
- Business Affairs Assistant
- Business Development Assistant
- Catalog Manager
- Conference Planner & Organizer
- Content Editor
- Contract Manager
- Production Assistant
- Production Coordinator
- Promoter
- Promotions Coordinator
- Public Relations Consultant
- Publicist
- Radio Time Salesperson
- Retail Buyer
- Social Media Specialist
- Street Team Organizer
- Tour Manager
Schedule Of Classes
Classes are typically scheduled Monday through Friday, between 9:00 a.m. and 10:00 p.m. Friday classes may be offered in a workshop format, and classes may be scheduled on Saturday as needed. The following class sessions are assigned during enrollment.*

<table>
<thead>
<tr>
<th>Class Session</th>
<th>Begins</th>
<th>Ends</th>
</tr>
</thead>
<tbody>
<tr>
<td>Morning</td>
<td>10:00 a.m.</td>
<td>2:00 p.m.</td>
</tr>
<tr>
<td>Afternoon</td>
<td>2:00 p.m.</td>
<td>6:00 p.m.</td>
</tr>
<tr>
<td>Evening</td>
<td>6:00 p.m.</td>
<td>10:00 p.m.</td>
</tr>
</tbody>
</table>

Additional time will be required to study for exams, complete projects, and devote effort to difficult or complex topics. *Not all sessions run every term. Check with the Admissions Office for preferred class session availability.

MBP Associate Degree Schedule
The Music Business Program (MBP) Associate Degree consists of 16 courses taken in 16 months. Students enrolled in the Music Business Associate Degree program take 4 courses per 16-week semester with a short break between semesters. Students must successfully complete 45 credit hours of music business courses and 15 credit hours of general education courses to receive an Associate Degree in Music Business.

MBP Associate Degree Course List
The following courses are required to complete the MBP Associate Degree program.

<table>
<thead>
<tr>
<th>Number</th>
<th>Course</th>
<th>Credit Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>MBP101</td>
<td>Introduction to Copyright and Music Publishing</td>
<td>4</td>
</tr>
<tr>
<td>MBP102</td>
<td>Industry Perspectives</td>
<td>4</td>
</tr>
<tr>
<td>MBP103</td>
<td>Audio in Media</td>
<td>4</td>
</tr>
<tr>
<td>MBP121</td>
<td>The Record Business</td>
<td>4</td>
</tr>
<tr>
<td>MBP122</td>
<td>Entertainment Media Distribution</td>
<td>4</td>
</tr>
<tr>
<td>VID123</td>
<td>Video Production</td>
<td>4</td>
</tr>
<tr>
<td>MBP201</td>
<td>Business and Legal Foundations</td>
<td>4</td>
</tr>
<tr>
<td>MBP202</td>
<td>Contemporary Entertainment Marketing</td>
<td>4</td>
</tr>
<tr>
<td>MMW203</td>
<td>Multimedia and Web Development</td>
<td>4</td>
</tr>
<tr>
<td>ENT223</td>
<td>Entrepreneurship</td>
<td>4</td>
</tr>
<tr>
<td>MBP222</td>
<td>Music Business Culminating Project Portfolio</td>
<td>5</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Number</th>
<th>Course</th>
<th>Credit Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>GE101</td>
<td>English Composition</td>
<td>3</td>
</tr>
<tr>
<td>GE102</td>
<td>World History</td>
<td>3</td>
</tr>
<tr>
<td>GE103</td>
<td>Introduction to Mathematical Modeling</td>
<td>3</td>
</tr>
<tr>
<td>GE201</td>
<td>Conceptual Physics</td>
<td>3</td>
</tr>
<tr>
<td>GE202</td>
<td>Speech Communications</td>
<td>3</td>
</tr>
</tbody>
</table>

Total Credits: 60
MBP Diploma Schedule
The Music Business Diploma consists of 9 courses taken in 12 months. Students enrolled in the Music Business Diploma program take 3 courses per 16-week semester with a short break between semesters. Students must successfully complete 36 credit hours of music business courses to receive a Diploma in Music Business.

MBP Diploma Course List
The following courses are required to complete the MBP Diploma program.

<table>
<thead>
<tr>
<th>Number</th>
<th>Course</th>
<th>Credit Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>MBP101</td>
<td>Introduction to Copyright and Music Publishing</td>
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<tr>
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<td>4</td>
</tr>
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</tr>
<tr>
<td>MBP121</td>
<td>The Record Business</td>
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</tr>
<tr>
<td>MBP122</td>
<td>Entertainment Media Distribution</td>
<td>4</td>
</tr>
<tr>
<td>VID123</td>
<td>Video Production</td>
<td>4</td>
</tr>
<tr>
<td>MBP201</td>
<td>Business and Legal Foundations</td>
<td>4</td>
</tr>
<tr>
<td>MBP202</td>
<td>Contemporary Entertainment Marketing</td>
<td>4</td>
</tr>
<tr>
<td>MMW203</td>
<td>Multimedia and Web Development</td>
<td>4</td>
</tr>
<tr>
<td><strong>Total Credits</strong></td>
<td></td>
<td><strong>36</strong></td>
</tr>
</tbody>
</table>

MBP Course Descriptions

**MBP101 Introduction to Copyright and Music Publishing**
4 Credit Hours
Prerequisites: None
This course is designed as an introduction to the modern music business. It gives the students a broad-based foundation to build from on topics such as copyright, publishing, income sources, touring, and film composition.

**MBP102 Industry Perspectives**
4 Credit Hours
Prerequisites: None
This course is designed to give students a broad-based perspective on the music industry. They will learn about the history and development of the record business and the various roles and positions that make up the modern music industry.

**AUD103 Audio in Media**
4 Credit Hours
Prerequisites: None
This course is designed to give students an understanding of the necessary processes involved in creating a professional recording. Students will have a deeper comprehension of the different roles performed by the individuals involved in making a record.
MBP121 The Record Business
4 Credit Hours
Prerequisites: None
This course is designed to give students a working knowledge of record label operations. It will offer insights into the various roles that are available inside a major or independent label, and what goes into getting an artist signed to a record deal.

MBP122 Entertainment Media Distribution
4 Credit Hours
Prerequisites: None
This course is designed to give students a working knowledge of modern distribution methods in the music business. They will learn about traditional CD sales and distribution, sales tracking, online distribution and distribution through radio markets.

VID123 Video Production
4 Credit Hours
Prerequisites: None
This course is designed to give students the basic skills and techniques necessary to produce a music video or promotional video. They will learn about the history and development of music video as a genre as well as the modern tools and techniques used in creating them.

MBP201 Business and Legal Foundations
4 Credit Hours
Prerequisites: MBP101
This course is designed to give students a deeper understanding of copyright concepts, record deals, and legal issues that may be encountered in the music business profession. Students will be introduced to several types of contracts that are commonly used in the industry, and an overview of support organizations that supplement the process.

MBP202 Contemporary Entertainment Marketing
4 Credit Hours
Prerequisites: None
This course is designed to give students the knowledge they need to effectively market an artist in the modern music business. They will gain skills in Internet marketing, selling a vision, and creating a press kit. They will also gain knowledge in marketing philosophy, promotions, and merchandising.

MMW203 Multimedia and Web Development
4 Credit Hours
Prerequisites: None
This course is designed to give students a working knowledge of basic HTML coding, web page construction and Internet, and web operations. Students will learn about the basic hardware and software necessary for web operations and HTML and CSS editing techniques to manipulate web data.
ENT223 Entrepreneurship*
4 credit hours
Prerequisites: MBP101, MBP102, AUD103, MBP121, MBP122, VID123
*Associate Degree Program Only
This course examines all possible career options pertaining to the music and entertainment industry. The focus will be to prepare students to start and build their own businesses in today’s entertainment business, using the knowledge and skills learned in the previous semesters.

MBP222 Music Business Culminating Project Portfolio*
5 credit hours
Prerequisites: MBP201, MBP202, MMW203
*Associate Degree Program Only
This course is designed to be the final culminating project of the Music Business program. It allows students to put into practice in a real world scenario all the things they have learned during the course. This will include students creating a press kit, marketing materials, and promoting their artist, making their recordings available for sale and organizing a live event for the promotion of their artist.

GE101 English Composition*
3 credit hours
Prerequisite: None
*Associate Degree Program Only
This course is designed to increase students’ fundamental composition skills and will focus on audience awareness, effective paragraph and essay construction, as well as Standard English language usage (punctuation, spelling, and grammar). Emphasis will be placed on developing clear, coherent, and effective written prose. The course will also introduce students to different research methods and familiarize them with the conventions of academic writing they will be expected to apply to a college-level paper they will write for other courses in the program.

GE102 World History*
3 credit hours
Prerequisite: None
*Associate Degree Program Only
This course is designed to increase students’ fundamental understanding of the world from an assemblage of relatively isolated regions through the present day. Emphasis will be placed on tracing the origins of globalization and its relation to European hegemony through invasions and colonization. The course will also introduce students to the contributions of the non-western world and how the assemblage of these factors shaped the early modern world.
GE103 Introduction to Mathematical Modeling*
3 credit hours
Prerequisite: None
*Associate Degree Program Only
This course will cover skills needed for applied algebra, linear, piecewise, exponential and quadratic functions. The aim is to strengthen mathematics skills by increasing mathematical knowledge and focusing on logical problem solving techniques required for critical thinking. Statistical analysis and probability will be used to explore real world data. Emphasis is placed on developing a clear understanding of the role and function of quantitative analysis in the real world. This course also focuses on skills needed in the real world to ensure students acquire better decision-making processes for money management in their personal and business profiles.

GE201 Conceptual Physics*
3 credit hours
Prerequisite: None
*Associate Degree Program Only
This course aims to build a fundamental understanding of the physical laws that govern nature: mechanics, heat, sound, electricity and magnetism. Emphasis is placed on developing critical thinking skills. This course is appropriate for students who will have careers in technical fields.

GE202 Speech Communications*
3 credit hours
Prerequisite: None
*Associate Degree Program Only
This course is designed to increase students’ fundamental understanding of the world of communications and encourages students to be active media consumers and gives them a deeper understanding of the role that the media play in both shaping and reflecting culture. Through this cultural perspective, students learn that audience members are as much a part of the mass communication process as are the media producers, technologies, and industries. Emphasis will be placed on tracing the origins of various forms of media and their impact on the world today, from issues of ethics to the shaping of personal and social identities. By examining the interconnectedness of these forms of communication and analyzing the social, cultural, political, economic, demographic, and ecological implications that created it, an understanding of our communication process may be obtained.
## SAE INSTITUTE TEAM

### National Advisors

<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>Harry F. (Scott) McKinley</td>
<td>President &amp; CEO</td>
</tr>
<tr>
<td>William Winkowski</td>
<td>Chief Operating Officer &amp; Chief Financial Officer</td>
</tr>
<tr>
<td>Deborah Buchanan</td>
<td>Executive Assistant to the President</td>
</tr>
<tr>
<td>Jeff Baker</td>
<td>National Director of Marketing</td>
</tr>
<tr>
<td>Deniese Miranda</td>
<td>National Director of Human Resources</td>
</tr>
<tr>
<td>George Shipley</td>
<td>National Director of Admissions</td>
</tr>
<tr>
<td>William Smith</td>
<td>National Academic Director</td>
</tr>
<tr>
<td>Dr. Michele Ernst</td>
<td>National Director of Compliance</td>
</tr>
</tbody>
</table>

### SAE Institute Staff & Faculty

#### Campus Administration

<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lynn Dorton</td>
<td>Campus Director</td>
</tr>
<tr>
<td>Crystal Armentrout</td>
<td>Director of Education</td>
</tr>
<tr>
<td>Kevin White</td>
<td>Administrative Assistant</td>
</tr>
<tr>
<td>Josh Neder</td>
<td>Admissions Representative</td>
</tr>
<tr>
<td>Jamie Wheeler</td>
<td>Admissions Representative</td>
</tr>
<tr>
<td>Damon Booker</td>
<td>Admissions Ambassador</td>
</tr>
<tr>
<td>Tavarus Taylor</td>
<td>Admissions Ambassador</td>
</tr>
<tr>
<td>Steve Martin</td>
<td>Student Services Coordinator</td>
</tr>
<tr>
<td>Chad Gentry</td>
<td>Career Services Advisor</td>
</tr>
<tr>
<td>Laura Beatty</td>
<td>Financial Aid Representative</td>
</tr>
<tr>
<td>Ruth Roten</td>
<td>Student Accounts Representative</td>
</tr>
<tr>
<td>Jonathan Parrish</td>
<td>Marketing Coordinator</td>
</tr>
<tr>
<td>Chris Dilday</td>
<td>Head of IT and Labs</td>
</tr>
<tr>
<td>Joe Masters</td>
<td>Lab Coordinator</td>
</tr>
<tr>
<td>Kris Mannino</td>
<td>Lab Coordinator</td>
</tr>
</tbody>
</table>

#### Full-time Faculty

<table>
<thead>
<tr>
<th>Name</th>
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</tr>
</thead>
<tbody>
<tr>
<td>Dr. E. Michael Harrington</td>
<td>Music Business Program Chair</td>
</tr>
<tr>
<td>Doctor of Musical Arts, Ohio State University, Columbus, OH</td>
<td></td>
</tr>
<tr>
<td>Master of Music Composition, University of Miami, Coral Gables, FL</td>
<td></td>
</tr>
<tr>
<td>Bachelor of Music Theory and Performance, University of Massachusetts at Lowell, MA</td>
<td></td>
</tr>
<tr>
<td>Alan Shacklock</td>
<td>Audio Technology Program Co-Chair</td>
</tr>
<tr>
<td>Bachelor of Fine Arts, Music Performance, Royal Academy of Music, London UK</td>
<td></td>
</tr>
</tbody>
</table>
Dallan Beck  Audio Technology Program Co-Chair
Certificate, Professional Guitarist, Musician’s Institute, Hollywood, CA

Jason Munn  Audio Technology Instructor
Bachelor of Arts, Music, College of William & Mary, Williamsburg VA
Diploma, Audio Technology, SAE Institute of Technology Nashville