

**State University of New York
College of Technology
Canton, New York**



COURSE OUTLINE

FSAD 225 PROFESSIONAL FUNERAL PRACTICE

Prepared by: David R. Penepent

**SCHOOL OF SCIENCE, HEALTH & CRIMINAL JUSTICE
Funeral Services Administration Program**

Revised May 1, 2015

FSAD 225 – PROFESSIONAL FUNERAL PRACTICE

- A. TITLE:** Professional Funeral Practice
- B. COURSE NUMBER:** FSAD 225
- C. CREDIT HOURS:** 3
- D. WRITING INTENSIVE COURSE:** No
- E. COURSE LENGTH:** 15 weeks
- F. SEMESTER(S) OFFERED:** Spring
- G. HOURS OF LECTURE, LABORATORY, RECITATION, TUTORIAL, ACTIVITY:**
Three hours lecture per week
- H. CATALOG DESCRIPTION:**
Casket and vault construction and composition are extensively covered. Merchandising methods of funeral service goods such as caskets, vaults, and memorial tributes are explored and practiced. Professional Ethics with special attention given to the Federal Trade Commission's Funeral Rule, are learned and practiced.
- I. PRE-REQUISITE:** FSAD 111
- J. GOALS (STUDENT LEARNING OUTCOMES):**
By the end of this course, the student will:

Course Objectives	Institution SLO
1. Describe and identify the various composition materials and construction methods for different types of caskets and burial vaults	1. communication, 4. Prof Competence
2. Explain the main pricing methods and merchandising procedures for assisting the families in selecting a casket and vault. Demonstrate a proficiency in the selection room with caskets, vaults, and cremation options	1. communication, 2. Prof Competence
3. Create various funeral arrangement forms used during arrangements. GPL, Casket & Vault Price Lists, Statement of Goods & Services, etc.	3. Interpersonal skills 4. Prof Competence
4. Describe the components of the Federal Trade Commission Funeral Rule and list the requirements and prohibitions, and identify rule applications	4. Prof Competence
5. Compare and contrast ethical practices in the funeral service professional vs other professions	2. Critical Thinking 4. Pro Competence

K. TEXTS:

Klicker, R. (2007). *Funeral Directing and Funeral Service Management*. Thanos Institute: Buffalo, New York.

McCullough, R.L. (2012). *NYSFDA manual of New York State's funeral laws and regulations affecting funeral directing: A practical guide for funeral directors*. Albany, New York: New York State Funeral Directors Association.

L. REFERENCES: Parts of a Casket Note Cards

<https://adifferentundertaking.wordpress.com/2012/09/26/casket-nomenclature-component-parts-of-the-casket/>

M. EQUIPMENT: None

N. GRADING METHOD: A – F.

O. MEASUREMENT CRITERIA/METHODS:

Participating in class discussions, attending field trips, quizzes, hourly examinations, a comprehensive final, homework and/or library assignments. A grade of “C” or better must be obtained in this course.

P. DETAILED TOPICAL OUTLINE:

- I. Casket and Vault Construction
- II. Merchandising - Caskets, vaults, and cremation options. Funeral goods and selection room procedures.
- III. The FTC Funeral Rule
- IV. The Arrangement Conference
- V. Professional Ethics

Q. LABORATORY OUTLINE: N/A