The main goals of the program’s skills courses are to help students become accurate and thorough researchers; incisive thinkers who can gauge the quality of information; precise, clear and graceful writers; technically, aesthetically fine photojournalists; and competent digital technologists. Many students choose the major because these skills provide excellent preparation for numerous occupations, not only for journalism.

Students in the Print/Online concentration are required to take introductory courses in research, reporting, writing, digital skills, and editing. Photojournalism concentration students are required to take introductory courses in writing, digital skills, and reporting as well as courses in basic photography and news photography. All students are required to take courses in multimedia journalism. Specialized courses for Print/Online students reflect different areas of expertise—feature writing, public journalism, opinion writing, investigative reporting, magazine writing, design courses and visual journalism for writers and editors. Photojournalism students gain expertise in lighting and telling stories through photographs. To understand the role of journalism in society, students also are required to take courses in mass media, journalism ethics and law, and cultural diversity. Students are strongly urged to develop speaking, writing, and listening competency in a second language.

Minor in Non-Journalism Discipline
Because the practice of journalism requires an understanding of larger social, political and cultural issues in society, the program requires students to complete a minor in a liberal arts or science discipline. The list of approved minors can be found on the Journalism department website at http://journalism.sfsu.edu/pages/list-approved-minors. Students should consult with an academic advisor in journalism to determine the best minor for their interests and professional goals.

Capstone
To give students pre-professional experience, the program requires students to work on a laboratory publication with an international online and broad print circulation. These publications are produced by classes and are taken for credit. Consistent with the department’s commitment to protect students’ First Amendment rights, students have editorial control of the publications. Students must complete one semester of publication. In their second semester, they can choose between working on the student publication, completing an approved internship, completing a senior seminar project or working in the department’s News Bureau for professional publications. Students should consult with an advisor to choose the option that works best for them.

Internships
Students may earn up to three units for approved journalism internships and, if the internship is rigorous, they may receive credit toward capstone requirements. Students should visit the department’s internship website to find forms and approved internships http://journalism.sfsu.edu/pages/internship-information. Participating in internships is strongly encouraged. Students who succeed in finding journalism jobs upon graduation are generally those who have two or more internship experiences before they graduate.

Advising
To help students stay on top of the challenges they face, the department strongly encourages all majors and minors to receive academic advising with a journalism faculty advisor every semester. The department office makes appointments via email. Students are asked to provide advisors with ongoing records of their complete academic record for the department advising folders. Upper division students will have mandatory advising every year (seniors in the fall and juniors in the spring) and will have a hold placed on their registration until it’s completed. The department will send an email notifying upper division students about mandatory advising.

The Department and Faculty
The Journalism Department is accredited by the Accrediting Council on Education in Journalism and Mass Communication (ACEJMC). It is a member of the California Newspaper Publishers Association and sponsors a student chapter of the National Press Photographers Association.

The faculty includes nine full-time members and a fluctuating number of part-time instructors, most of them active journalists. Faculty encourage and assist students in finding jobs and internships.

Career Outlook
The writing, editing, photography, and online news courses combined with an emphasis on critical thinking, ethics, and clear expression, prepare students for entry-level jobs in a wide variety of print, online and broadcast news organizations and magazines, and many fields outside journalism. The department’s national reputation for excellence and diversity has drawn the attention of news organizations around the country, making it a key place for job and internship recruitment.

Journalism Learning Outcomes

1. News Judgment: Work demonstrates news judgment that identifies and develops story ideas through observation, reading and paying attention to their environment.
2. **Critical and Independent Thinking:** Work demonstrates an ability to synthesize information and think independently and work through problems using inference and logic.
3. **Cultural Competence:** Work demonstrates an understanding of a variety of cultures and how those cultures influence perspectives, attitudes and personal interaction with the world.
4. **Writing:** Work demonstrates concise, clear, and accurate writing that engages the audience with compelling storytelling.
5. **Analytical Competence:** Work demonstrates an ability to discern and weigh the quality of information they gather, as well as know how to analyze and interpret it.
6. **Research and Reporting:** Work demonstrates an ability to methodically find information through personal interviews, public documents, and the Internet.
7. **Media Literacy:** Work demonstrates an ability to competently navigate through a rapidly changing media world, understanding media’s influence on society, community and the democratic process, and that students also understand the power of visual storytelling in shaping society’s understanding of the world.
8. **Ethics, Integrity and the Law:** Work demonstrates knowledge and practice of ethical standards and constitutional laws that guide journalism excellence.
9. **Critical Evaluation:** Work demonstrates critical evaluation of their own work and that of others for accuracy and fairness, clarity, appropriate style, and grammatical correctness.
10. **Data and Numbers:** Work demonstrates an ability to apply basic numerical and statistical concepts.
11. **Technology:** Work demonstrates an ability to know when and how to apply technology in their professional work.
12. **Visual Competence:** Work demonstrates a technically competent ability to research, find, and capture a concise and compelling story that reflects the gamut of human experience in a variety of formats.

**Professor**

JON FUNABIKI (2006), *Professor of Journalism*; B.A. (1972), San Francisco State University.


**Associate Professor**

CRISTINA L. AZOCAR (2007), *Associate Professor of Journalism*; B.A. (1993), San Francisco State University; M.A. (1996), San Francisco State University; Ph.D. (2001), University of Michigan.

RACHELE KANIGEL (2004), *Associate Professor of Journalism*; B.A. (1983), San Francisco State University; M.S. (2002), Columbia University, Graduate School of Journalism.

**Assistant Professor**


SACHI CUNNINGHAM (2012), *Assistant Professor of Journalism*; B.A. (1994), Brown University; M.J. (2005), University of California, Berkeley.

JESSE D. GARNIER (2013), *Assistant Professor of Journalism*; B.A. (2010), San Francisco State University.

KIM KOMENICH (2015), *Assistant Professor of Journalism*; B.A. (1979), San Jose State University; M.A. (2007), University of Missouri.


**Lecturer**


SIBYLLA HERBRICH (1999), *Lecturer in Journalism*; A.A. (1982), Maximilian’s Junior College (Germany).


**Majors**

- Bachelor of Arts in Journalism: Concentration in Print and Online Journalism ([bulletin.sfsu.edu/colleges/liberal-creative-arts/journalism/ba-journalism-concentration-print-online-journalism](bulletin.sfsu.edu/colleges/liberal-creative-arts/journalism/ba-journalism-concentration-print-online-journalism))
- Bachelor of Arts in Journalism: Concentration in Photojournalism ([bulletin.sfsu.edu/colleges/liberal-creative-arts/journalism/ba-journalism-concentration-photojournalism](bulletin.sfsu.edu/colleges/liberal-creative-arts/journalism/ba-journalism-concentration-photojournalism))

**Minor**

- Minor in Journalism ([bulletin.sfsu.edu/colleges/liberal-creative-arts/journalism/minor-journalism](bulletin.sfsu.edu/colleges/liberal-creative-arts/journalism/minor-journalism))

**JOUR 205 Social Impact of Journalism (Units: 3)**

History, organization, social role and function of journalism. A grade of C or better required for Journalism majors and minors.

**Course Attributes:**

- C2: Humanities

**JOUR 221 Newswriting (Units: 3)**

Prerequisites: GE Areas A2 and A3. Typing speed of 25 wpm or better.

Development of news judgment and clear writing skills. A grade of C or better required for Journalism majors and minors. (Plus-minus letter grade only)

**JOUR 222 Newswriting Lab (Unit: 1)**

Prerequisites: GE Areas A2 and A3.

Associated Press style writing, English grammar, and punctuation. A grade of C or better required for Journalism majors and minors. (Plus-minus letter grade only)

**JOUR 223 Newswriting for Spanish-Language Media (Units: 3)**

Prerequisite: Written and verbal fluency in Spanish.

Development of news judgment, basic reporting and clear writing skills for Spanish-language media. Activity. (ABC/NC grading only)
JOUR 226 Digital News Gathering (Units: 3)
Prerequisites: Restricted to Journalism majors and minors; JOUR 205* and JOUR 221* or equivalents with grades of C or better.

Development of multimedia skills, online research and analysis, and other components of multimedia storytelling. A grade of C or better required for Journalism majors and minors. (Plus-minus letter grade only)

JOUR 235 Photojournalism I (Units: 3)
Photojournalistic style and content. Taking pictures of people, telling stories, conveying information. Must have interchangeable lens digital camera. A grade of C or better required for Journalism majors and minors. Activity. Extra fee required. (Plus-minus letter grade only)

Course Attributes:
- C1: Arts

JOUR 300GW Reporting - GWAR (Units: 3)
Prerequisites: Restricted to upper-division Journalism majors and minors; GE Area A2; JOUR 205* and JOUR 221* or equivalents with grades of C or better.

Advanced concepts of news gathering, interviewing, and writing. Cover San Francisco and Oakland neighborhoods. A grade of C or better is required for Journalism majors and minors. (ABC/NC grading only)

Course Attributes:
- Graduation Writing Assessment

JOUR 304 Cultural Diversity and News Media (Units: 3)
Prerequisites: Restricted to upper-division standing; GE Area A2*.

Exploration of how the practice of newsgathering influences social reality. Exploration of issues facing U.S. news media as they struggle to understand an increasingly diverse society. Historical overview of the problem and discussion on current obstacles facing journalists’ efforts to improve coverage and newsroom representation. A grade of C or better required for Journalism majors and minors. [Formerly JOUR 610]

Course Attributes:
- Am. Ethnic & Racial Minorities
- Social Justice

JOUR 307 News Media Law (Units: 3)
Prerequisite: Restricted to upper-division standing.

News media law using studies and practical application in journalism including access to public records, constitutional guarantees, ethical responsibilities in reporting, and publications of stories. A grade of C or better required for Journalism majors and minors. (Plus-minus letter grade only)

JOUR 310 Journalism Ethics (Units: 3)
Prerequisite: Restricted to upper-division standing.

Survey of ethical principles and norms in professional news reporting. Explore prominent mistakes in journalism as well as emerging industry challenges. (Plus-minus letter grade only)

JOUR 320 Investigative Reporting (Units: 3)
Prerequisites: Restricted to upper-division Journalism majors and minors; JOUR 300GW* with a grade of C or better.

Problems and methodology of investigative journalism; techniques of documentation; from theory to practical application. A grade of C or better required for Journalism majors and minors. (Plus-minus letter grade only)

JOUR 321 Feature Writing (Units: 3)
Prerequisites: Restricted to Journalism majors and minors; JOUR 300GW* with a grade of C or better; or consent of instructor.

Theory and practice of writing newspaper and magazine stories. Definition of a feature; topics, interviewing techniques, deadline writing; freelancing. A grade of C or better required for Journalism majors and minors. (Plus-minus letter grade only)

JOUR 328 Anthropology and Photography (Units: 3)
Prerequisite: Restricted to upper-division standing or consent of the instructor.

Examination of the documentary, social, political, and aesthetic roles of photography (and the archive and photo-essay) in anthropology as a mode of representation and control, but also of resistance. (Plus-minus letter grade only)

(This course is offered as ANTH 328 and JOUR 328. Students may not repeat the course under an alternate prefix.)

JOUR 330 Editing (Units: 3)
Prerequisites: Restricted to upper-division Journalism majors and minors; JOUR 205*, JOUR 221*, and JOUR 222* or equivalents with grades of C or better.

Theory and practice of editing; fundamental copy editing, rewrite and layout techniques, headline writing, restructuring, and trimming; story ideas and assignments; page design concepts. A grade of C or better required for Journalism majors and minors. (Plus-minus letter grade only)

JOUR 333 Reporting for Spanish-Language Media (Units: 3)
Prerequisite: JOUR 223* or equivalent with a grade of C or better.

Advanced concepts of newsgathering, interviewing and writing for Spanish-language media. Cover Spanish speaking communities in the Bay Area. Activity. (ABC/NC grading only)

JOUR 335 Photojournalism II (Units: 3)
Prerequisites: Restricted to Journalism majors and minors; JOUR 235* with a grade of C or better.

Students demonstrate their proficiency in 10 skills required to become a viable candidate for a general assignment newspaper/magazine/online internship or job. Skills include spot news, general news, feature, portraiture, issue/op-ed illustration, sports, studio lighting, print/web picture story, basic professional portfolio production and social media. Must have interchangeable lens digital camera. A grade of C or better required for Journalism majors and minors. Activity. Extra fee required. (Plus-minus letter grade only)

JOUR 395 Online Journalism (Units: 3)
Prerequisites: Restricted to upper-division Journalism majors and minors; JOUR 226* and JOUR 300GW* or equivalents with grades of C or better.

Multimedia production for journalists; creation of electronic outlet of text, sound, archived video, and graphics for news. A grade of C or better required for Journalism majors and minors. Extra fee required. (Plus-minus letter grade only)
JOUR 400 Multimedia Journalism (Units: 3)
Prerequisites: Restricted to upper-division Journalism majors and minors; JOUR 226* and JOUR 300GW* with grades of C or better.

Employ multiple visual platforms and storytelling structures to produce online journalism. A grade of C or better required for Journalism majors and minors. Activity. Extra fee required. (Plus-minus letter grade only)

JOUR 409 Directed Study in Journalism (Units: 1-3)
Prerequisite: Consent of the instructor or the department.

Individual projects: research, investigations, depth reporting, writing, graphics, surveys, audience studies, and internships. May be repeated for a total of 6 units with consent of the department.

JOUR 410 Building Chinese Media Literacy (Units: 3)
Prerequisite: CHIN 401 or consent of instructor.

Vocabulary, structures, styles, and topics of contemporary Chinese media. Newspapers, radio and television broadcasts, websites, blogs, and social media of Greater China. Intensive focus on reading and listening, augmented by writing and presentation assignments. (This course is offered as CHIN 410 and JOUR 410, and is taught in Chinese. Students may not repeat the course under an alternate prefix.)

Course Attributes:
- Global Perspectives

JOUR 411 Media Chinese (Units: 3)
Prerequisite: CHIN 401 or consent of instructor.

Mandarin as it is used in various genres on radio/television and in news reports and articles, editorials, interviews, and advertisements. (This course is offered as CHIN 411, IR 413, and JOUR 411. Students may not repeat the course under an alternate prefix.)

Course Attributes:
- Social Justice

JOUR 426 Data Journalism (Units: 3)
Prerequisites: Restricted to upper-division Journalism majors and minors; JOUR 226*, JOUR 300GW*, and JOUR 395* or equivalents with grades of C or better.

Exploration and application of techniques of data analysis, processing and visualization to build interactive journalism elements and projects. A grade of C or better required for Journalism majors and minors. Activity. (Plus-minus grading only)

JOUR 435 Photographic Journalism III (Units: 3)
Prerequisites: Restricted to upper-division Journalism majors and minors; JOUR 221*, JOUR 300GW*, and JOUR 335* with grades of C or better; or consent of the instructor.

Students will research and write a grant proposal and a crowdfunding proposal for their semester-long social documentary photography project. In addition to the documentary project, students will also create a thematic photographic essay and a social media presence for their work. Must own a camera and a media file. A grade of C or better required for Journalism majors and minors. Activity. Extra fee required. (Plus-minus letter grade only)

JOUR 450 Publication Design and Graphics (Units: 3)
Prerequisites: JOUR 221* or equivalent with a grade of C or better or consent of the instructor.

Editorial design and production for newspapers, magazines and websites; design as support for a message. Vocabulary, concepts, and skills of editorial designers and photo editors including content migration to the Internet. A grade of C or better required for Journalism majors and minors. Extra fee required. (Plus-minus letter grade only)

JOUR 452 International Media Politics (Units: 4)
Prerequisite: Restricted to upper-division standing.

Examination of how communication among states and non-state entities shapes international relations, from the perspective of various theoretical and epistemological approaches. (This course is offered as IR 452 and JOUR 452. Students may not repeat the course under an alternate prefix.)

Course Attributes:
- Social Justice

JOUR 454 Israeli Media Landscape: Journalism, Communications, and Society (Units: 3)
Prerequisite: ENG 114 or equivalent.

Introduction to Israel's media institutions and the forces that have shaped the country's present media landscape. The development of Israeli media from the birth of Hebrew-language newspapers in Europe, through the first decades of statehood, the shift towards a market economy in the 1980s, and the implications of the digital revolution on local media outlets. Topics include the party press, establishment of public broadcasting and recent struggles for its reform, rise of commercial broadcasting, and major corruption affairs. (This course is offered as JS 468, JOUR 454, and BECA 468. Students may not repeat the course under an alternate prefix.)

JOUR 469 Media on Media: Media Scandals and Journalism Ethics in Israel, the US, and UK (Units: 3)
Prerequisite: GE Area A2.

Legal, ethical, and normative questions in the work of journalists and media organizations are examined in case studies from Israel, the US, and the UK by analyzing the media's relationships with the political arena, the private sector, and security forces. Topics include libel suits, source protection, and advertising boycotts; appropriate means for monitoring and regulating the media; and the significance of media self-reflection and transparency in the digital age. (This course is offered as JS 469, BECA 469, and JOUR 469. Students may not repeat the course under an alternate prefix.)

JOUR 495 Profiles (Units: 3)
Prerequisites: Restricted to upper-division Journalism majors and minors; JOUR 226* and JOUR 300GW* or equivalents with grades of C or better.

Investigation and implementation of profile reporting and storytelling techniques, using a combination of multimedia tools of the students' choice: writing, photography, video and/or online interactivity to bring people's stories alive through keen observation, captivating dialogue, proper tone, effective structure and organization. A grade of C or better required for Journalism majors and minors. Activity. (Plus-minus letter grade only)
JOUR 500 Contemporary Magazines (Units: 3)
Prerequisites: Restricted to upper-division Journalism majors and minors; or consent of instructor.

Development and role of the contemporary magazine and the rise of specialized periodicals. Magazine start-ups, dynamics of editorial strategy and planning; editing, design, and short article writing. A grade of C or better required for Journalism majors and minors. (Plus-minus letter grade only)

JOUR 535 Photojournalism IV (Units: 3)
Prerequisites: Restricted to upper-division Journalism majors and minors; JOUR 335* or equivalent with a grade of C or better.

Use of artificial and available light to create a portrait essay and a magazine-style essay on a particular theme or location, which the student will formally pitch to a publication. Students will engage with the practice of sustainability and networking models learned in Photo III by interacting directly with publications, non-profits, and NGO's. A grade of C or better required for Journalism majors and minors. Activity. Extra fee required. (Plus-minus letter grade only)

JOUR 536 Latina/o Journalism (Units: 3)
Prerequisite: LTNS 530.

Overview of U.S. Latina/o journalism from the mid-1800s to the present. Provides insight into the ways in which Latina/os have utilized journalism as a way to merge activism and community formation. [CSL may be available]
(This course is offered as LTNS 536 and JOUR 536. Students may not repeat the course under an alternate prefix.)

JOUR 570 Opinion Writing (Units: 3)
Prerequisites: Restricted to upper-division Journalism majors and minors; JOUR 221* and JOUR 300GW* or equivalents with grades of C or better.

Principles and techniques of effective column and op-ed writing. Strategies for getting published. Emphasis on research and critical thinking. History and importance of editorial writing versus news coverage. A grade of C or better required for Journalism majors and minors. (Plus-minus letter grade only)

JOUR 575 Community Media (Units: 3)
Prerequisites: JOUR 221* and JOUR 300GW* or equivalents with grades of C or better.

Students will gain experience producing stories for community news outlets, ethnic news outlets, hyperlocal sites, niched-oriented news in Bay Area. Explore the value, relevance and role of these alternative media publications. A grade of C or better required for Journalism majors and minors. (Plus-minus letter grade only)

JOUR 580 Environmental Journalism (Units: 3)
Prerequisites: Restricted to upper-division Journalism majors and minors and Environmental Studies majors; JOUR 300GW* or ENVS 450GW* or equivalents.

Examination and practice of environmental journalism through reading and analysis of selected examples along with research and reporting necessary for completion of short and long word, photo and multimedia stories. A grade of C or better required for Journalism majors and minors. (Plus-minus letter grade only)

JOUR 582 Social Media Journalism (Units: 3)
Prerequisites: Restricted to upper-division Journalism majors and minors; JOUR 221* and JOUR 300GW* or equivalents with grades of C or better.

Examination and practice of gathering, researching, promoting and distributing news through social media. A grade of C or better required for Journalism majors and minors. (Plus-minus letter grade only)

JOUR 595 Magazine Writing (Units: 3)
Prerequisites: Restricted to upper-division Journalism majors and minors; JOUR 221* and JOUR 300GW* or equivalents with grades of C or better.

Principles and techniques of magazine writing, developing, researching, and writing factual articles. Markets and steps necessary to get published. A grade of C or better required for Journalism majors and minors. (Plus-minus letter grade only)

JOUR 605 Magazine Publication Lab (Units: 3)
Prerequisites: Restricted to upper-division Journalism majors and minors; JOUR 221* and JOUR 300GW* or equivalents with grades of C or better; JOUR 321* or JOUR 595* or equivalent with a grade of C or better.

Production of three to four editions of Xpress Magazine including updates of the Xpress Magazine website and all related social media networks. A grade of C or better required for Journalism majors and minors. Activity. May be repeated for a total of 6 units. Extra fee required. (Plus-minus letter grade only)

JOUR 607 Publication Lab for Photojournalism Students (Units: 3)
Prerequisites: Restricted to upper-division Journalism majors and minors; JOUR 205*, JOUR 221*, and JOUR 335* or equivalent with a grade of C or better.

Photography for the SF State Golden Gate Xpress print and online publication. A grade of C or better required for Journalism majors and minors. Laboratory. (Plus-minus letter grade only)

JOUR 609 Publication Laboratory (Units: 3)
Prerequisites: Restricted to upper-division Journalism majors and minors; JOUR 205*, JOUR 221*, and JOUR 335* or equivalents with grades of C or better.

Reporting, writing, photography, editing, and producing print and online publication. A grade of C or better required for Journalism majors and minors. Activity. May be repeated for a total of 6 units. Extra fee required. (Plus-minus letter grade only)

JOUR 617 Journalism Internship (Units: 3)
Prerequisites: Restricted to upper-division Journalism majors and minors; JOUR 300GW* with a grade of C or better; approved internship proposal required prior to registration deadline. JOUR 605* and JOUR 609* cannot be taken concurrently.

Credit for an approved internship with employers in the news, magazine or online industry. Reflection on experiences in journals, resume package preparation and online portfolio of work. (CR/NC only)

JOUR 645 Journalism in China (Units: 3)
Prerequisites: Restricted to upper-division Chinese Flagship majors or consent of the instructor.

JOUR 650 Seminar: Contemporary News (Units: 3)
Prerequisites: Restricted to upper-division Journalism majors and minors; JOUR 226* and JOUR 300GW* or equivalents with grades of C or better.

Trends in contemporary news including reporting techniques, news delivery and journalistic storytelling. A grade of C or better required for Journalism majors and minors. (Plus-minus letter grade only)

JOUR 667 Seminar: Topics in Journalism (Units: 3)
Prerequisites: Restricted to upper-division Journalism majors and minors; JOUR 300GW* or equivalent with a grade of C or better; or consent of the department.

Class advances journalistic reporting and writing techniques to produce a publishable newspaper, online and magazine articles in areas such as international, business, sports, literary journalism, culture and food and other timely topics. Fulfills the advanced writing elective requirement. Topics to be specified in the class schedule. May be repeated when topics vary. (Plus-minus letter grade only)

JOUR 675 News Entrepreneurship (Units: 3)
Prerequisite: JOUR 300GW* or equivalent with a grade of C or better.

Developing and applying new business models for journalism; using media trends and media innovations to capture new audiences for news and features. A grade of C or better required for Journalism majors and minors. (Plus-minus letter grade only)

JOUR 680 Advanced Multimedia Journalism (Units: 3)
Prerequisites: Restricted to Journalism majors and minors; JOUR 226* and JOUR 395* or equivalents with grades of C or better.

Exploration and application of techniques of interactivity and web-based and mobile application development toward team-driven long-form journalism and public information projects. A grade of C or better required for Journalism majors and minors. (Plus-minus letter grade only)

JOUR 685 Projects in the Teaching of Journalism (Units: 1-3)
Prerequisite: A grade of C or better in the course in which student will be aide and consent of the instructor.

Students are paired with Journalism faculty in a supervised practicum to assist in teaching and to complete directed projects. (Students may earn a maximum of 4 units toward the baccalaureate degree for any course(s) numbered 685 regardless of discipline.) (Plus-minus letter grade only)

JOUR 695 Senior Seminar (Units: 3)
Prerequisites: Restricted to Journalism majors and minors; JOUR 609* or equivalent with a grade of C or better.

Journalism publishing project applying skills and knowledge of the major. Activity. (Plus-minus letter grade only)

JOUR 699 Independent Study (Units: 1-3)
Prerequisite: Restricted to upper-division standing or consent of the instructor.

Intensive study and investigation of a selected problem under the supervision of an instructor. May be repeated for a total of units. (CR/NC only)