

DLT 219
JURISPRUDENCE AND ETHICS

- 1.) Ancient
 - 2.) Greek and Roman
 - 3.) Medieval
 - 4.) Modern
 - 5.) Dentistry in the United States
- C. Application
- D. Reference: Orientation, Ethics and Business Management, pp. 1-7

III. History of dental laboratories

- A. One-hour lecture
- B. Presentation
 - 1.) Early prosthetic appliances
 - 2.) Development of porcelain teeth
 - 3.) Denture base materials
 - 4.) Pioneers in dental laboratory industry
 - 5.) Contributions by laboratory technicians
- C. Application
- D. Reference: Orientation, Ethics, and Business Management, pp. 9-14

IV. Dental education in the United States

- A. One-hour lecture
- B. Presentation
 - 1.) Baltimore College of Dental Surgery
 - 2.) Early requirements for entering dental school
 - 3.) Present requirements for entering dental school
 - 4.) State laws regarding dentistry
 - 5.) Specialty examinations
 - 6.) Changes in dental education
 - 7.) The future of dentistry
- C. Application
- D. Reference: Orientation, Ethics, and Business Management, pages 7, 8, 16-23, 25-33

V. Dental laboratory technology training

- A. One-hour lecture
- B. Presentation
 - 1.) Introduction
 - 2.) Aptitudes necessary to become a dental technician
 - 3.) Early methods for training dental technicians
 - 4.) Accredited programs for dental technicians
 - 5.) Various other means for training dental technicians
 - 6.) Job opportunities for dental technicians
- C. Application
- D. Reference: Orientation, Ethics, and Business Management, pages 25-33

VI. Organizations affecting the dental laboratory industry

- A. Two one-hour lectures

- B. Presentation
 - 1.) National organizations representing the dental laboratory industry
 - 2.) The American Dental Association
 - 3.) Dental Laboratory Owners Association
 - C. Application
 - D. Reference: Orientation, Ethics, and Business Management, pages 35-39
- VII. Recognition of the dental laboratory industry and its members, part I and part II
- A. Two half-hour lectures
 - B. Presentation
 - 1.) Introduction
 - 2.) Trade Practice Rules for the commercial dental laboratory industry
 - 3.) The Federal Denture Act
 - C. Application
 - D. Reference: Orientation, Ethics, and Business Management, pages 41-47
- VIII. Ethics
- A. One-half lecture
 - B. Presentation
 - 1.) Definition
 - 2.) How evolved
 - 3.) Principles of ethics of the ADA
 - C. Application
 - D. Reference: Orientation, Ethics, and Business Management, pages 55-59
- IX. The laboratory, dental laws, and the prescription
- A. One-half lecture
 - B. Presentation
 - 1.) Purpose of dental laws
 - 2.) A typical dental practice act
 - 3.) The State Board of Dental Examiners
 - 4.) Illegal practice of dentistry
 - 5.) Relationships of dental laws and dental ethics
 - 6.) The dental prescription and work authorization
 - C. Application
 - D. Reference: Orientation, Ethics, and Business Management, pages 61-69
- X. Professional and business relationships
- A. One-hour lecture
 - B. Presentation
 - 1.) Introduction
 - 2.) Reputation
 - 3.) Business relationships
 - 4.) Salesmanship
 - 5.) Personal contact
 - 6.) Ethical advertising

- 7.) How reputation affects business
- 8.) Courtesy
- C. Application
- D. Reference: Orientation, Ethics, and Business Management

XI. Production, Operations, and Human Resource Management

- A. One-hour lecture
- B. Presentation
 - 1.) Managerial Structure
 - 2.) Teamwork
 - 3.) Departmentalization
 - 4.) Developing Quality
 - 5.) Human Resource Planning
 - 6.) Employee Selection
 - 7.) Training
 - 8.) Health and Safety Programs
- C. Application

XII. The Financing Function and Marketing

- A. One-hour lecture
- B. Presentation
 - 1.) Goals of Financial Management
 - 2.) Financing the Enterprise
 - 3.) Debt Versus Equity Financing
 - 4.) Common Types of Short-Term Financing
 - 5.) Common Types of Long-term Debt Financing
 - 6.) The Role of Marketing
 - 7.) Understanding the Customers
 - 8.) Market Segments
 - 9.) Choosing Intermediaries
 - 10.) Pricing
 - 11.) Advertising
- C. Application

XIII. Student Research

- A. Student Oral Presentations
- B. Written documentation

REQUIRED TEXTBOOKS AND MATERIALS:

Sowter, John B., Dental Laboratory Technology, Orientation, Ethics, and Business Management, UNC Press, Chapel Hill, 1968.

SUGGESTED REFERENCES, PERIODICALS AND VISUAL AIDS:

Textbooks

Martinelli, Nicholas, Dental Laboratory Technology, C. V. Mosby Co., 2nd Ed., St. Louis, 1975.

Rothstein, Robert J., History of Dental Laboratories and Their Contribution to Dentistry, J. B. Lippincott Company, Philadelphia, 1958.

Michael H. Mescon, Courtland, L. Bovee, and John V. Thill, Business Today, Ninth Edition, Prentice-Hall, Inc. 1999.

Periodicals

"NADL Journals"

"Dental Laboratory Review"

"Journal of Dental Education"

"Journal of Prosthetic Dentistry"

"NC Dental Society Journal"

"Quintessence of Dental Technology"

OSHA Regulations and pamphlets

Reports NBC Committee, NADL

STATEMENT FOR STUDENTS WITH DISABILITIES:

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