

UNIVERSITY FACULTY SENATE

SUMMARY OF AGENDA

May 2, 1983

- I. ADOPTION OF THE AGENDA
- II. APPROVAL OF THE MINUTES: April 4, 1983
- III. REMARKS BY PRESIDENT TRABANT and/or PROVOST CAMPBELL
- IV. ANNOUNCEMENTS
  1. Senate President Hoffecker
  - \*2. Revision of B.A. in Educational Studies
  - \*3. Revision of B.S. in Mechanical and Aerospace Engineering
- V. OLD BUSINESS
  - A. Resolution from the University Review Committee for Academic Complaints regarding the faculty Grievance Procedure
- VI. NEW BUSINESS
  - A. Election of Senate officers and certain committee members and chairs (Attachment 2)
  - B. Request for confirmation of committee appointments (Attachment 3)
  - C. Report from the Committee on Budget Review
  - \*\*D. Recommendation to change the membership of the Committee on Student and Faculty Honors
  - E. Recommendation for guidelines for field experience courses (Attachment 4)
  - F. Report from the Coordinating Committee on Education on the proposal for a Ph.D. in Family Studies
  - G. Recommendation for revisions in College of Business and Economics Curricula (Attachment 5)
  - H. Introduction of new business

\*Announcement for challenge

\*\*Bylaw change; requires a 2/3 vote of those senators present and voting

UNIVERSITY OF DELAWARE

NEWARK, DELAWARE

19711

UNIVERSITY FACULTY SENATE  
303 HULLIHEN HALL  
PHONE: 302-738-2921

April 25, 1983

MEMORANDUM

TO: All Faculty Members

FROM: James D. Culley, Vice President *Jim Culley*  
University Faculty Senate

SUBJECT: Regular Faculty Senate Meeting, May 2, 1983

In accordance with Section IV, paragraph 6 of the Constitution, the regular meeting of the University Faculty Senate will be held on Monday, May 2, 1983 at 4:00 p.m. in room 110 Memorial Hall.

AGENDA

- I. Adoption of the Agenda.
- II. Approval of the Minutes of the regular Senate meeting of April 4, 1982.
- III. Remarks by President Trabant and/or Provost Campbell.
- IV. Announcements
  1. Senate President Hoffecker
  2. Revision of the B.A. in Educational Studies (to adopt the general education requirements of the College of Arts and Science)
  3. Revision of the B.S. in Mechanical and Aerospace Engineering (to increase the required credit hours from 127 to 128)
- V. Old Business
  - A. Resolution from the University Review Committee for Academic Complaints (G. Di Renzo, chair) regarding the faculty Grievance Procedure.

WHEREAS, equity recognizes no distinction between a "complaint" and a "grievance"; and

WHEREAS, the existing procedures for processing academic complaints have not always served the requirements of due process and the demands of justice; and

WHEREAS, the existing procedures do not provide for processing certain types of academic complaints, particularly those involving conflicts of interests; therefore be it

RESOLVED, that the American Association of University Professors, University of Delaware Chapter, be advised to effect the following changes in the collective bargaining agreement during future negotiations.

1. That Step #4 (Vice President for Academic Affairs) carry a time limit of ten days;
2. That decisions at Step #3 (University Senate Review Committee) and Step #4, along with subsequent exchanges between these steps, be published, with appropriate measures to protect personal identities, in the minutes of the University Faculty Senate;
3. That a mechanism be established for processing complaints against actions at the levels of the Office of the Vice President for Academic Affairs and the Office of the President (e.g., approval for foreign travel, sabbatical leaves, grant endorsement, etc.);
4. That provisions be made for processing complaints regarding actions of the committees of the University Faculty Senate (e.g., decisions involving personnel actions and/or academic judgments);
5. That distinctions between complaints and grievances be made with more specificity.

#### VI. New Business

- A. Elections of Senate officers, a chairperson of the Coordinating Committee on Education, two members-at-large of the Committee on Committees, one member of the Rules Committee, and three members of the Nominating Committee.

[Note: a slate of nominees prepared by the Nominating Committee (J. Olson, chair) is presented in Attachment 2. Senators are reminded that additional nominations may be made from the floor and that senators making such nominations are responsible for determining that a nominee would serve if elected.]

- B. Request from the Committee on Committees (T. Scott, chair) for Senate confirmation of committee appointments. (Attachment 3)

RESOLVED, that the appointments to Senate committees and the appointments of Senate committee chairpersons, as presented in Attachment 3 of this Agenda, are hereby confirmed.

- C. Report from the Committee on Budget Review (F. Tannian, chair).
- D. Recommendation from the Committee on Committees (T. Scott, chair) to change the membership of the Committee on Student and Faculty Honors. [Material in italics to be added.]

RESOLVED, that the Faculty Senate Bylaws III: Standing Committee System of the Faculty and its Senate, Committee on Student and Faculty Honors (p. I-24 of the present Faculty Handbook) reads as follows:

STUDENT AND FACULTY HONORS, COMMITTEE ON

This committee shall recommend the policies governing the granting of student honors, and shall administer such policies as are adopted by the faculty or its Senate, and approved by the Board of Trustees. It may also recommend to the President nominees for faculty honors and for graduate student honors.

It shall consist of one member from each college, one of whom shall be chairperson; two undergraduate students and one graduate student; *a designee of the Director of the University Honors Program*, and an appointee of the President.

- E. Recommendation from the Committee on Adjunct Academic Affairs (M. Miller, chair) and from the Committee on Undergraduate Studies (V. Arnsdorf, chair) for approval of guidelines pertaining to undergraduate off-campus study or field experiences. (Attachment 4)

WHEREAS field experiences represent an increasingly important aspect of undergraduate education of particular significance to University-community relations, and

WHEREAS field experiences vary greatly in course requirements, methods of evaluation and supervision in the field, and

WHEREAS student, faculty, field supervisor interaction and agreement is essential to improved field experience learning and enhanced University-community relations, and

WHEREAS the University presently does not have a procedure to collect information on field experiences systematically and, therefore, is hampered in generating suitable academic guidelines for field experiences,

BE IT RESOLVED that instructors of courses involving field experience utilize a field experience contract documenting student, faculty and field supervisor responsibilities, the method and source of student evaluation and the part played by field experience evaluation in the determination of the course grade, and



BE IT FURTHER RESOLVED that copies of the contract signed by the student, instructor and department chair be maintained by the department and the Office of Career Planning and Placement.

- F. Report from the Coordinating Committee on Education (to be presented by M.J. Kallal, member) regarding the proposal for a Ph.D. in Family Studies.
  
- G. Recommendation from the Coordinating Committee on Education (J. Pikulski, chair) and the Committee on Undergraduate Studies (V. Arnsdorf, chair) for approval of changes in curricula in the College of Business and Economics. (Attachment 5)

RESOLVED, that the Faculty Senate approves the revised curriculum for the Bachelor of Science in Business Administration as presented in Attachment 5 of this Agenda, and

BE IT FURTHER RESOLVED that the curricula for the Bachelor of Science in Accounting and the Minor in Business Administration are changed to correspond to the courses in the new B.S.B.A. curriculum as outlined in Attachment 5. These changes will be effective as of September 1, 1983.

- H. Such items as may come before the Senate. (No motion introduced at this time may be acted upon until the next meeting of the Senate.)

JC/b

- Attachments:
- 1. Committee Activities
  - 2. Report of the Nominating Committee: Slate of Nominees
  - 3. Report of the Committee on Committees: Committee Appointments
  - 4. Sample contract for Field Experience Program
  - 5. College of Business and Economics: Curricula Revisions

MONTHLY COMMITTEE ACTIVITY REPORTS

ACADEMIC CEREMONIES, COMMITTEE ON (C. Roy Rylander)

1. Formulating final commencement plans
2. Sending commencement announcements to graduates and University community

ACADEMIC FREEDOM, COMMITTEE ON (Kenneth C. Haas)

Reviewing University policy on disruptive behavior

BEVERAGE ALCOHOL, COMMITTEE TO REGULATE THE USE OF (Steven E. Hastings)

Reviewing Faculty Senate policy on beverage alcohol

BUDGET REVIEW, COMMITTEE ON (Francis X. Tannian)

Reviewing budget conditions

COMMITTEES, COMMITTEE ON (Thomas R. Scott)

1. Considering recommendations of the Review Committee for Academic Complaints
2. Filling vacancies on University Senate committees

COMPUTER COMMITTEE (George Borden)

1. Reviewing the OCBI policy statement on the "Development of Computer-Based Instructional Materials"
2. Reviewing the charge and membership of the Computer Committee

CULTURAL ACTIVITIES AND PUBLIC EVENTS, COMMITTEE ON (Frank B. Dilley)

Formulating budget for next year

EDUCATION, COORDINATING COMMITTEE ON (John J. Pikulski)

1. Reviewing the proposal for a Submatriculation in French
2. Reviewing the proposal for a Ph.D. in Family Studies

EDUCATIONAL INNOVATION AND PLANNING, COMMITTEE ON (Mary Jo Kallal)

Scheduling of Final Examinations

FACULTY WELFARE AND PRIVILEGES, COMMITTEE ON (Harry D. Hutchinson)

1. Considering Conflict of Interest Policy
2. Considering issue of merit increases during sabbaticals

GRADUATE STUDIES, COMMITTEE ON (Marvin B. Sussman)

1. Conducting annual department reviews of graduate programs
2. Undertaking course reviews--new, changed, and termination
3. Conducting external review of Textiles, Design, and Consumer Economics Department master's program
4. Conducting external review of Plant Science Ph.D. program
5. Reviewing multiple graduate degrees in various University departments

INSTRUCTIONAL RESOURCES, COMMITTEE ON (Paul H. Sammelwitz)

1. Obtaining input regarding the need to develop a centralized directory of campus print and non-print instructional resources
2. Coordinating the utilization of computer graphic equipment at the Computing Center to relate to faculty needs for pre-print graphics
3. Suggesting that should the University obtain the former Central Middle School as part of their facilities, the auditorium be used for projection of 16mm films and videotapes

INTERNATIONAL STUDIES, COMMITTEE ON (Victor R. Martuza)

1. Reviewing International Awareness Survey
2. Reviewing the needs of foreign students
3. Reviewing the University of Havana's exchange proposal
4. Evaluating Study Abroad Programs

NOMINATING COMMITTEE (John H. Olson)

Preparing ballot with the names of nominees for various Senate committee positions

STUDENT AND FACULTY HONORS, COMMITTEE ON (James R. Kent)

1. Selecting recipients for Excellence in Teaching Awards
2. Selecting recipient of Alison Award

UNDERGRADUATE STUDIES, COMMITTEE ON (Val E. Arnsdorf)

Considering proposal for revision of undergraduate advisement

Report of the Nominating Committee:

1983-1984 NOMINEES

(The number in the parentheses indicates number of years at the University of Delaware)

PRESIDENT

Frank R. Scarpitti (Professor of Sociology; 15)  
David W. Smith (Associate Professor of Life and Health Sciences; 8)

VICE PRESIDENT

David M. Kuhlman (Associate Professor of Psychology; 12)  
Marvin B. Sussman (Professor of Individual and Family Studies; 5)

SECRETARY

James D. Culley (Associate Professor of Business Administration and  
Associate Dean, College of Business and Economics; 9)  
James M. Jones (Professor of Psychology; 7 months)

CHAIRPERSON: COORDINATING COMMITTEE ON EDUCATION

Michael T. Klein (Assistant Professor of Chemical Engineering; 2)  
Ulrich C. Toensmeyer (Professor of Agricultural and Food Economics; 13)

MEMBERS: COMMITTEE ON COMMITTEES (two to be elected)

Margaret Andersen (Associate Professor of Sociology; 10)  
Harrison B. Hall (Associate Professor of Philosophy; 9)  
Anne Mooney (Associate Professor of Urban Affairs and Public Policy; 10)  
James E. Newton (Associate Professor and Director of Black Studies; 10)

MEMBERS: NOMINATING COMMITTEE (three to be elected)

Henry N. Blount (Associate Professor of Chemistry; 12)  
Zack R. Bowen (Professor of English and Chair, Department of English; 6)  
John T. Deiner (Associate Professor of Political Science; 14)  
Costel D. Denson (Professor of Chemical Engineering; 5)  
Sheila A. McMahon (Assistant Professor of Nursing; 10)  
Richard T. Sylves (Associate Professor of Political Science; 5)

MEMBER: RULES COMMITTEE

David W. Haslett (Associate Professor of Philosophy; 12)  
Myron Sasser (Professor of Plant Science; 14)



COMMITTEE APPOINTMENTS FOR SENATE CONFIRMATION

ACADEMIC APPEALS, COMMITTEE ON

Member: Carroll Izard  
Member: Robert Carroll  
Member: Robert Warren  
Member: Leslie Goldstein

ACADEMIC CEREMONIES, COMMITTEE ON

Member: Charles E. Mason  
Member: Tom Runnels

ACADEMIC COMPLAINTS, UNIVERSITY  
REVIEW COMMITTEE FOR

Member: Sally Marshall  
Member: Gordon J. DiRenzo  
Member: Ann R. McNeil  
Alternate: Robert F. Simons

ACADEMIC FREEDOM, COMMITTEE ON

Chairperson: A. Jon Magoon  
Member: Mark Sharnoff

ADJUNCT ACADEMIC AFFAIRS,  
COMMITTEE ON

Chairperson: Mark J. Miller  
Member: Tom D. Runnels  
Member: Margot Bronner

BEVERAGE ALCOHOL, COMMITTEE TO  
REGULATE THE USE OF

Chairperson: Steven E. Hastings  
Member: Diana A. Krikorian

BUDGET REVIEW, COMMITTEE ON

Chairperson: Francis X. Tannian  
Member: Ludwig Mosberg

COMMITTEES, COMMITTEE ON

Member: Donald J. Woods

COMPUTER COMMITTEE

Chairperson: George A. Borden  
Member: W. David Teter  
Member: Fred Masterson  
Member: Stuart Glogoff

CULTURAL ACTIVITIES AND PUBLIC EVENTS,  
COMMITTEE ON

Chairperson: William McNabb

EDUCATIONAL INNOVATION AND PLANNING,  
COMMITTEE ON

Chairperson: Gary D. Pruder  
Member: Laura Shepard

FACULTY WELFARE AND PRIVILEGES,  
COMMITTEE ON

Chairperson: John McLaughlin  
Member: Margaret Birney  
Member: Robert Stark  
Member: Ronald Rainey

FINE ARTS AND EXHIBITIONS SUBCOMMITTEE

Member: Peter Leavens  
Member: C. Julius Meisel  
Member: Patricia Leighton

GRADUATE STUDIES, COMMITTEE ON

Member: Myron Sasser  
Member: Robert L. Kraft  
Member: Gerard Mangone

INSTRUCTIONAL RESOURCES, COMMITTEE ON

Member: Barbara Butler  
Member: Mary Jo Kallal  
Member: Wallace Pill  
Member: Juan Villamarin

INTERNATIONAL STUDIES, COMMITTEE ON

Chairperson: Dietrich Knorr  
Member: Mary Carroll

LIBRARY COMMITTEE

Member: Janet Pholeric  
Member: Michael Ferrari

PERFORMING ARTS SUBCOMMITTEE

Member: Hans-Peter Breuer

PHYSICAL PLANNING AND UTILIZATION,  
COMMITTEE ON

Chairperson: Harold D. Neikirk  
Member: John H. Wehmiller  
Member: James Moore

PROMOTIONS AND TENURE, COMMITTEE ON

Member: David Ingersoll

RESEARCH, COMMITTEE ON

Chairperson: David A. Barlow  
Member: Joanne Ryan

# LEARNING CONTRACT

## FIELD EXPERIENCE PROGRAM CAREER PLANNING & PLACEMENT

### SECTION I - STUDENT IDENTIFICATION

Name \_\_\_\_\_ Social Security No. \_\_\_\_\_  
 Student Address \_\_\_\_\_ Telephone \_\_\_\_\_  
 Permanent Address \_\_\_\_\_  
 Major \_\_\_\_\_ College \_\_\_\_\_ Class Standing F \_\_\_\_\_ So \_\_\_\_\_ J \_\_\_\_\_ Sr \_\_\_\_\_

### SECTION II - INTERNSHIP DESCRIPTION

Position Title \_\_\_\_\_ Supervisor Name \_\_\_\_\_  
 Supervisor's Signature \_\_\_\_\_ Title \_\_\_\_\_  
 Agency Name \_\_\_\_\_  
 Agency Address \_\_\_\_\_  
 Dates of Assignment \_\_\_\_\_ to \_\_\_\_\_ Hours per week \_\_\_\_\_  
 Agency Telephone \_\_\_\_\_  
 Brief Description of Intern Responsibilities: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

### SECTION III - GOAL STATEMENT

Describe primary goals and objectives to be accomplished by your field experience: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

### SECTION IV - INTERNSHIP CREDIT PLAN (THIS SECTION TO BE COMPLETED BY STUDENTS RECEIVING ACADEMIC CREDIT FOR INTERNSHIP-RELATED ACTIVITIES.)

Course Number and Title \_\_\_\_\_ Credits \_\_\_\_\_  
 Instructor Name \_\_\_\_\_ Grade Option: ABCD \_\_\_\_\_ P/F \_\_\_\_\_  
 Instructor's Signature \_\_\_\_\_ Date \_\_\_\_\_

1. List your specific learning objectives related to faculty-sponsored course work: \_\_\_\_\_  
 \_\_\_\_\_
2. What strategies, techniques, and/or methodologies will be utilized to accomplish your objectives? \_\_\_\_\_  
 \_\_\_\_\_
3. How will you document your accomplishments? \_\_\_\_\_  
 \_\_\_\_\_
4. What evaluation criteria will be used in determining a grade for this course work? \_\_\_\_\_  
 \_\_\_\_\_

### SECTION V - APPROVAL SIGNATURES

Student \_\_\_\_\_ Date \_\_\_\_\_  
 Coordinator, Field Experience Program \_\_\_\_\_ Date \_\_\_\_\_

Complete and return to: Field Experience Program, Career Planning and Placement, Raub Hall

*Business Administration Revised Curriculum*

*The Department of Business Administration has revised their undergraduate requirements (BSBA degree). These changes have implications for the minor in Business Administration and the major in Accounting. A copy of the new BSBA curriculum requirements follows:*

- *BU306 replaces BU305*
- *BU309 replaces BU339*
- *BU230 replaces CIS105*

*For the Business Administration majors ACC352 replaces ACC350.*

*The concentration in Management has been divided into separate concentration in Administrative Management and Operations Management. See the following for details.*



COLLEGE: BUSINESS AND ECONOMICS  
 DEPARTMENT: BUSINESS ADMINISTRATION  
 DEGREE: BACHELOR OF SCIENCE IN BUSINESS ADMINISTRATION  
 MAJOR: BUSINESS ADMINISTRATION  
 CONCENTRATION: ADMINISTRATIVE MANAGEMENT

| <u>SUGGESTED CURRICULUM</u> | <u>CREDITS</u> | TYPICAL          | TYPICAL          | TYPICAL          | TYPICAL          |
|-----------------------------|----------------|------------------|------------------|------------------|------------------|
|                             |                | FRESHMAN         | SOPHOMORE        | JUNIOR           | SENIOR           |
|                             |                | <u>COMPLETES</u> | <u>COMPLETES</u> | <u>COMPLETES</u> | <u>COMPLETES</u> |

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 | UNIVERSITY REQUIREMENTS |  
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|                                  |   |   |  |  |  |
|----------------------------------|---|---|--|--|--|
| E 110 Critical Reading & Writing | 3 | X |  |  |  |
|----------------------------------|---|---|--|--|--|

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 | MAJOR REQUIREMENTS |  
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External to the College

|                   |    |   |  |   |  |
|-------------------|----|---|--|---|--|
| <u>Humanities</u> | 15 | X |  | X |  |
|-------------------|----|---|--|---|--|

Fifteen credits from the following departments: Art History, History, English, (except composition courses), Philosophy, Music (except credit for participation in instrumental and/or choral organizations), Theatre, Comparative Literature and literature courses in a foreign language. No more than nine credits may be taken in one department.

Social and Behavioral Science

|   |     |   |  |   |  |
|---|-----|---|--|---|--|
| PSY xxx Psychology course   | 3   | X |  |   |  |
| SOC xxx Sociology course  | 3   | X |  |   |  |
| xx xxx+ Three to six credits from the following departments: Anthropology, Geography, Political Science, Psychology or Sociology (except Criminal Justice). | 3-6 |   |  | X |  |

No more than six credits may be taken in one department.

Skills

|  |   |   |  |   |   |
|--|---|---|--|---|---|
| E 215 Written Communications in Business | 3 |   |  |   | X |
| COM 350 Public Speaking                  | 3 |   |  |   | X |
| M 221 Calculus I                         | 3 | X |  |   |   |
| M 230 Finite Math with Applications      | 3 | X |  |   |   |
| ST 201 Introduction to Statistics I      | 3 |   |  | X |   |
| ST 202 Introduction to Statistics II     | 3 |   |  | X |   |

Natural and Physical Science

|   |   |   |  |  |  |
|---|---|---|--|--|--|
| Seven credits including one lab credit from the following departments: Animal | 7 | X |  |  |  |
|---|---|---|--|--|--|

Science, Biological Science, Chemistry,  
Entomology, Geology, Physics, Plant  
Science and Science.

Within the College

|          |  |     |   |   |   |
|----------|--|-----|---|---|---|
| EC 101   | Introduction to Economics I  | 3   | X |   |   |
| EC 102   | Introduction to Economics II                                       | 3   | X |   |   |
| EC xxx+  | Six to nine credits in<br>Economics at the 300-level<br>or higher. | 6-9 |   | X | X |
| ACC 207  | Accounting I   | 3   | X |   |   |
| ACC 208  | Accounting II  | 3   | X |   |   |
| ACC 352  | Business Law and Social<br>Issues in Business                      | 3   |   | X |   |
| ACC xxx* | Accounting course  | 0-6 |   |   | X |

Within the Department

|         |   |     |   |   |   |
|---------|---|-----|---|---|---|
| BU 230  | Introduction to Business<br>Information Systems           | 3   | X |   |   |
| BU 301  | Introduction to Marketing                                 | 3   |   | X |   |
| BU 306  | Operations Management                                     | 3   |   | X |   |
| BU 309  | Management and Organizational<br>Behavior                 | 3   |   | X |   |
| BU 310  | Administrative Theory                                     | 3   |   | X |   |
| BU 311  | Business Finance  | 3   |   | X |   |
| BU 420  | Industrial Relations                                      | 3   |   |   | X |
| or      |   |     |   |   |   |
| BU 421  | Human Resource Management                                 | 3   |   |   |   |
| BU 428  | Administrative Management Systems                         | 3   |   |   |   |
| BU 429  | Seminar on Organizations                                  | 3   |   |   | X |
| BU 441  | Business Policy   | 3   |   |   | X |
| BU xxx* | Business course(s) outside the<br>student's concentration | 0-6 |   |   |   |

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| ELECTIVES |  
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Electives

Thirteen credits not offered in the  
College of Business and Economics of  
which, no more than two credits can  
be from PE 120

13 X X

CREDITS TO TOTAL A MINIMUM OF 125

+Students taking six credits of Social and Behavioral Science  
courses are only required to take six credits of Economics.

\*Students must take a total of six credits in any combination

of the courses marked with an asterisk.

COLLEGE: BUSINESS AND ECONOMICS  
 DEPARTMENT: BUSINESS ADMINISTRATION  
 DEGREE: BACHELOR OF SCIENCE IN BUSINESS ADMINISTRATION  
 MAJOR: BUSINESS ADMINISTRATION  
 CONCENTRATION: FINANCIAL MANAGEMENT

| <u>SUGGESTED CURRICULUM</u> | <u>CREDITS</u> | TYPICAL          | TYPICAL          | TYPICAL          | TYPICAL          |
|-----------------------------|----------------|------------------|------------------|------------------|------------------|
|                             |                | FRESHMAN         | SOPHOMORE        | JUNIOR           | SENIOR           |
|                             |                | <u>COMPLETES</u> | <u>COMPLETES</u> | <u>COMPLETES</u> | <u>COMPLETES</u> |

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 | UNIVERSITY REQUIREMENTS |  
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|       |                            |   |   |  |  |
|-------|----------------------------|---|---|--|--|
| E 110 | Critical Reading & Writing | 3 | X |  |  |
|-------|----------------------------|---|---|--|--|

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 | MAJOR REQUIREMENTS |  
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External to the College

|                   |  |    |   |  |   |
|-------------------|--|----|---|--|---|
| <u>Humanities</u> |  | 15 | X |  | X |
|-------------------|--|----|---|--|---|

Fifteen credits from the following departments: Art History, History, English, (except composition courses), Philosophy, Music (except credit for participation in instrumental and/or choral organizations), Theatre, Comparative Literature and literature courses in a foreign language. No more than nine credits may be taken in one department.

Social and Behavioral Science

|         |   |     |   |  |   |
|---------|---|-----|---|--|---|
| PSY xxx | Psychology course   | 3   | X |  |   |
| SOC xxx | Sociology course  | 3   | X |  |   |
| xx xxx+ | Three to six credits from the following departments: Anthropology, Geography, Political Science, Psychology or Sociology (except Criminal Justice). | 3-6 |   |  | X |

No more than six credits may be taken in one department.

Skills

|         |                                    |   |   |  |   |
|---------|------------------------------------|---|---|--|---|
| E 215   | Written Communications in Business | 3 |   |  | X |
| COM 350 | Public Speaking                    | 3 |   |  | X |
| M 221   | Calculus I                         | 3 | X |  |   |
| M 230   | Finite Math with Applications      | 3 | X |  |   |
| ST 201  | Introduction to Statistics I       | 3 |   |  | X |
| ST 202  | Introduction to Statistics II      | 3 |   |  | X |

Natural and Physical Science

|  |  |   |   |  |  |
|--|--|---|---|--|--|
|  |  | 7 | X |  |  |
|--|--|---|---|--|--|

Seven credits including one lab credit from the following departments: Animal

Science, Biological Science, Chemistry,  
 Entomology, Geology, Physics, Plant  
 Science and Science.

Within the College

|          |   |     |   |   |   |
|----------|---|-----|---|---|---|
| EC 101   | Introduction to Economics I   | 3   | X |   |   |
| EC 102   | Introduction to Economics II  | 3   | X |   |   |
| EC 302   | Money, Credit, and Banking  | 3   |   | X |   |
| EC xxx+  | Three to six credits in<br>Economics at the 300-level<br>or higher. | 3-6 |   | X | X |
| ACC 207  | Accounting I  | 3   | X |   |   |
| ACC 208  | Accounting II   | 3   | X |   |   |
| ACC 352  | Business Law and Social<br>Issues in Business                       | 3   |   | X |   |
| ACC xxx* | Accounting course   | 0-6 |   |   | X |

Within the Department

|         |   |     |   |   |   |
|---------|---|-----|---|---|---|
| BU 230  | Introduction to Business<br>Information Systems           | 3   | X |   |   |
| BU 301  | Introduction to Marketing                                 | 3   |   | X |   |
| BU 306  | Operations Management                                     | 3   |   | X |   |
| BU 309  | Management and Organizational<br>Behavior                 | 3   |   | X |   |
| BU 311  | Business Finance  | 3   |   | X |   |
| BU 312  | Problems in Financial Management                          | 3   |   |   |   |
| BU 407  | Security Analysis   | 3   |   |   | X |
| BU 408  | Seminar in Finance  | 3   |   |   | X |
| BU 412  | The American Financial System                             | 3   |   |   | X |
| BU 441  | Business Policy   | 3   |   |   | X |
| BU xxx* | Business course(s) outside<br>the student's concentration | 0-6 |   |   |   |

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 | ELECTIVES |  
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Electives

Thirteen credits not offered in the  
 College of Business and Economics of  
 which, no more than two credits can  
 be from PE 120

|                               |     |   |   |
|-------------------------------|-----|---|---|
|                               | 13  | X | X |
| CREDITS TO TOTAL A MINIMUM OF | 125 |   |   |

+Students taking six credits of Social and Behavioral Science  
 courses are only required to take three credits of Economics.

\*Students must take a total of six credits in any combination  
 of the courses marked with an asterisk.



COLLEGE: BUSINESS AND ECONOMICS  
 DEPARTMENT: BUSINESS ADMINISTRATION  
 DEGREE: BACHELOR OF SCIENCE IN BUSINESS ADMINISTRATION  
 MAJOR: BUSINESS ADMINISTRATION  
 CONCENTRATION: MARKETING MANAGEMENT

| <u>SUGGESTED CURRICULUM</u> | <u>CREDITS</u> | TYPICAL          | TYPICAL          | TYPICAL          | TYPICAL          |
|-----------------------------|----------------|------------------|------------------|------------------|------------------|
|                             |                | FRESHMAN         | SOPHOMORE        | JUNIOR           | SENIOR           |
|                             |                | <u>COMPLETES</u> | <u>COMPLETES</u> | <u>COMPLETES</u> | <u>COMPLETES</u> |

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 | UNIVERSITY REQUIREMENTS |  
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|                                  |   |   |  |  |  |
|----------------------------------|---|---|--|--|--|
| E 110 Critical Reading & Writing | 3 | X |  |  |  |
|----------------------------------|---|---|--|--|--|

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 | MAJOR REQUIREMENTS |  
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External to the College

|                   |    |   |  |   |  |
|-------------------|----|---|--|---|--|
| <u>Humanities</u> | 15 | X |  | X |  |
|-------------------|----|---|--|---|--|

Fifteen credits from the following departments: Art History, History, English, (except composition courses), Philosophy, Music (except credit for participation in instrumental and/or choral organizations), Theatre, Comparative Literature and literature courses in a foreign language. No more than nine credits may be taken in one department.

Social and Behavioral Science

|   |     |   |  |   |  |
|---|-----|---|--|---|--|
| PSY xxx Psychology course   | 3   | X |  |   |  |
| SOC xxx Sociology course  | 3   | X |  |   |  |
| xx xxx+ Three to six credits from the following departments: Anthropology, Geography, Political Science, Psychology or Sociology (except Criminal Justice). | 3-6 |   |  | X |  |

No more than six credits may be taken in one department.

Skills

|  |   |   |  |   |   |
|--|---|---|--|---|---|
| E 215 Written Communications in Business | 3 |   |  |   | X |
| COM 350 Public Speaking                  | 3 |   |  |   | X |
| M 221 Calculus I                         | 3 | X |  |   |   |
| M 230 Finite Math with Applications      | 3 | X |  |   |   |
| ST 201 Introduction to Statistics I      | 3 |   |  | X |   |
| ST 202 Introduction to Statistics II     | 3 |   |  | X |   |

Natural and Physical Science

|  |   |   |  |  |  |
|--|---|---|--|--|--|
|  | 7 | X |  |  |  |
|--|---|---|--|--|--|

Seven credits including one lab credit from the following departments: Animal

Science, Biological Science, Chemistry,  
Entomology, Geology, Physics, Plant  
Science and Science.

Within the College

|          |   |     |   |   |   |   |
|----------|---|-----|---|---|---|---|
| EC 101   | Introduction to Economics I   | 3   | X |   |   |   |
| EC 102   | Introduction to Economics II  | 3   | X |   |   |   |
| EC 351   | Managerial Economics  | 3   |   | X |   |   |
| EC xxx+  | Three to six credits in<br>Economics at the 300-level<br>or higher. | 3-6 |   |   | X | X |
| ACC 207  | Accounting I  | 3   |   | X |   |   |
| ACC 208  | Accounting II   | 3   |   | X |   |   |
| ACC 352  | Business Law and Social<br>Issues in Business                       | 3   |   |   |   | X |
| ACC xxx* | Accounting course   | 0-6 |   |   |   | X |

Within the Department

|         |   |     |  |   |   |   |
|---------|---|-----|--|---|---|---|
| BU 230  | Introduction to Business<br>Information Systems           | 3   |  | X |   |   |
| BU 301  | Introduction to Marketing                                 | 3   |  |   | X |   |
| BU 302  | Marketing Research  | 3   |  |   | X |   |
| BU 306  | Operations Management                                     | 3   |  |   | X |   |
| BU 309  | Management and Organizational<br>Behavior                 | 3   |  |   | X |   |
| BU 311  | Business Finance  | 3   |  |   | X |   |
| BU 441  | Business Policy   | 3   |  |   |   | X |
| BU 479  | Marketing Strategy for the Firm                           | 3   |  |   |   | X |
|         | Six credits from the following<br>five courses:           |     |  |   |   |   |
| BU 470  | Sales Management and Selling                              | 3   |  |   |   | X |
| BU 471  | Advertising Management                                    | 3   |  |   |   | X |
| BU 473  | Buyer Behavior  | 3   |  |   |   |   |
| BU 474  | Marketing Channels and Retailing                          | 3   |  |   |   |   |
| BU 477  | Product and Price Planning                                | 3   |  |   |   |   |
| BU xxx* | Business course(s) outside the<br>student's concentration | 0-6 |  |   |   | X |

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| ELECTIVES |  
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Electives

Thirteen credits not offered in the  
College of Business and Economics of  
which, no more than two credits can  
be from PE 120

13

X

X

CREDITS TO TOTAL A MINIMUM OF

125

+Students taking six credits of Social and Behavioral Science  
courses are only required to take three credits of Economics.

\*Students must take a total of six credits in any combination  
of the courses marked with an asterisk.

DEPARTMENT: BUSINESS ADMINISTRATION  
 DEGREE: BACHELOR OF SCIENCE IN BUSINESS ADMINISTRATION  
 MAJOR: BUSINESS ADMINISTRATION  
 CONCENTRATION: OPERATIONS MANAGEMENT

| <u>SUGGESTED CURRICULUM</u> | <u>CREDITS</u> | TYPICAL                      | TYPICAL                       | TYPICAL                    | TYPICAL                    |
|-----------------------------|----------------|------------------------------|-------------------------------|----------------------------|----------------------------|
|                             |                | FRESHMAN<br><u>COMPLETES</u> | SOPHOMORE<br><u>COMPLETES</u> | JUNIOR<br><u>COMPLETES</u> | SENIOR<br><u>COMPLETES</u> |

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 | UNIVERSITY REQUIREMENTS |  
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|                                  |   |   |  |  |  |
|----------------------------------|---|---|--|--|--|
| E 110 Critical Reading & Writing | 3 | X |  |  |  |
|----------------------------------|---|---|--|--|--|

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 | MAJOR REQUIREMENTS |  
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External to the College

|                   |    |   |  |   |  |
|-------------------|----|---|--|---|--|
| <u>Humanities</u> | 15 | X |  | X |  |
|-------------------|----|---|--|---|--|

Fifteen credits from the following departments: Art History, History, English, (except composition courses), Philosophy, Music (except credit for participation in instrumental and/or choral organizations), Theatre, Comparative Literature and literature courses in a foreign language. No more than nine credits may be taken in one department.

Social and Behavioral Science

|   |     |   |  |   |  |
|---|-----|---|--|---|--|
| PSY xxx Psychology course   | 3   | X |  |   |  |
| SOC xxx Sociology course  | 3   | X |  |   |  |
| xx xxx+ Three to six credits from the following departments: Anthropology, Geography, Political Science, Psychology or Sociology (except Criminal Justice). | 3-6 |   |  | X |  |

No more than six credits may be taken in one department.

Skills

|  |   |   |  |   |   |
|--|---|---|--|---|---|
| E 215 Written Communications in Business | 3 |   |  | X |   |
| COM 350 Public Speaking                  | 3 |   |  |   | X |
| M 221 Calculus I                         | 3 | X |  |   |   |
| M 230 Finite Math with Applications      | 3 | X |  |   |   |
| ST 201 Introduction to Statistics I      | 3 |   |  | X |   |
| ST 202 Introduction to Statistics II     | 3 |   |  | X |   |

Natural and Physical Science

|   |   |   |  |  |  |
|---|---|---|--|--|--|
| Seven credits including one lab credit from the following departments: Animal | 7 | X |  |  |  |
|---|---|---|--|--|--|

Science, Biological Science, Chemistry,  
Entomology, Geology, Physics, Plant  
Science and Science.

Within the College

|          |   |     |   |  |     |
|----------|---|-----|---|--|-----|
| EC 101   | Introduction to Economics I   | 3   | X |  |     |
| EC 102   | Introduction to Economics II  | 3   | X |  |     |
| EC 415   | Economic Forecasting  | 3   |   |  | X   |
| EC xxx+  | Three to six credits in<br>Economics at the 300-level<br>or higher. | 3-6 |   |  | X X |
| ACC 207  | Accounting I  | 3   | X |  |     |
| ACC 208  | Accounting II   | 3   | X |  |     |
| ACC 352  | Business Law and Social<br>Issues in Business                       | 3   |   |  | X   |
| ACC xxx* | Accounting course   | 0-6 |   |  | X   |

Within the Department

|         |   |     |   |  |   |
|---------|---|-----|---|--|---|
| BU 230  | Introduction to Business<br>Information Systems           | 3   | X |  |   |
| BU 301  | Introduction to Marketing                                 | 3   |   |  | X |
| BU 306  | Operations Management                                     | 3   |   |  | X |
| BU 309  | Management and Organizational<br>Behavior                 | 3   |   |  | X |
| BU 311  | Business Finance  | 3   |   |  | X |
| BU 346  | Analysis of Operations<br>Problems                        | 3   |   |  | X |
| BE 431  | Decision Support Systems                                  | 3   |   |  | X |
| BU 441  | Business Policy   | 3   |   |  | X |
| BU 446  | Operations Planning and Control                           | 3   |   |  | X |
| BU 447  | Operations Management Strategy                            | 3   |   |  | X |
| BU xxx* | Business course(s) outside<br>the student's concentration | 0-6 |   |  |   |

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| ELECTIVES |  
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Electives

Thirteen credits not offered in the  
College of Business and Economics of  
which, no more than two credits can  
be from PE 120

13

X

X

CREDITS TO TOTAL A MINIMUM OF

125

+Students taking six credits of Social and Behavioral Science  
courses are only required to take three credits of Economics.

\*Students must take a total of six credits in any combination

of the courses marked with an asterisk.