



Academic Notes

January 28, 2013

AN 2012-2013

FACULTY GOVERNMENT

FACULTY SENATE EXECUTIVE COMMITTEE

INDIANA STATE UNIVERSITY
FACULTY SENATE, 2012-2013
EXECUTIVE COMMITTEE
JANUARY 29, 2013
3:30PM, HMSU 227
AGENDA

- I. Administrative reports
President D. Bradley:
Provost J. Maynard:
- II. Chair report, Virgil Sheets
- III. Approval of the Executive Committee Minutes of January 22, 2013 [file 0]
- IV. Fifteen Minute Open Discussion
- V. Information Discussion Items
 - a. Provost's Search Schedule & Information for EC [files 1 and 2]
 - b. OIT update
 - c. Retention & Academic Performance [files 3, 4, 5]
- VI. New Business
 - a. ITSAC nomination(s) [file 6]
 - b. Dean's Evaluation nomination(s)
 - c. FEBC motion concerning medical coverage [file 7]
 - d. Alternate summer pay reimbursement rates [files 8 and 9]
- VII. Adjournment

ACADEMIC NOTES PUBLICATION SCHEDULE

Below is the publication schedule for the electronic copy of *Academic Notes* through May 6, 2013. All submissions for inclusion in *Academic Notes* are due in the Office of Academic Affairs no later than 11:00 a.m. on the Deadline for Items date shown below. Submissions must be in hard copy

along with an email, zip drive, or CD with the same information. The electronic version must be formatted either in Word with pages with signatures scanned and inserted as a picture OR PDF saved as text and image. (Do NOT send PDF just saved as an image.) Information submitted to Academic Notes that is not accompanied by an electronic version or that is incomplete or unusable will be returned to the appropriate office. Academic Notes is available using Acrobat Reader at http://www.indstate.edu/academicaffairs/academic_notes.htm
 During the summer months, Academic Notes is published every other week.
 If you have questions, please contact Yvonne Russell in Academic Affairs, extension 3662.

ACADEMIC NOTES PUBLICATION SCHEDULE
FOR SPRING 2013

<u>Deadline for Items</u>	<u>Issue Date</u>
January 23	February 4
January 30	February 11
February 6	February 18
February 13	February 25
February 20	March 4
February 27	March 11
March 6	March 18
March 13	March 25
March 20	April 1
March 27	April 8
April 3	April 15
April 10	April 22
April 17	April 29
April 24	May 6

CURRICULUM

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DEPARTMENT MERGER

Merger of the Reference/Instruction Department and Circulation Department of Cunningham Memorial Library.

Brief Summary:

Cunningham Memorial Library (CML) proposes to merge two departments, the Reference/Instruction Department and the Circulation Department to create the Public Services Department, and to move the Inter-Library Loan unit from Circulation to fall under the administration of the Technical Services Department.

The Library has discussed changes that are occurring within academic libraries; one discussion point has been how to best deploy staff in light of staff reductions over the past few years (4-5 years ago, the Library had 65 employees, today it has 49) and one suggestion was to merge the Reference/Instruction Department and the Circulation Department. However, lack of staff is not the only stimulus for seeking this change. Another impetus for change is the way library users interact with the library itself and with their expectations of what a library should be including the expectation that information will be available 24/7. In addition, the role of the reference librarian has changed as they have taken on the role of serving as subject specialists with departmental liaison duties. They are "embedded" in Blackboard, "chat" electronically on-line with both campus and distance students, and hold reference hours; in addition, they have created a myriad of other ways to meet the learning, research, and teaching needs of campus.

Combining the two departments will allow better deployment of staff talent and library resources while still meeting the needs of campus constituents. For example, cross-training circulation staff to answer "low-level" reference questions will allow reference librarians an opportunity to better meet the needs of students and faculty who have more complex learning and research agendas. Furthermore, the merger will not adversely offset the tenure-track faculty in any way.

In addition, the Library proposes moving the Interlibrary Loan (ILL) unit from the Circulation Department to the Technical Services Department. This proposed move is motivated by two major factors: one, the nature of ILL has changed over the past few years from a public services area to one where there is little in-person user interaction. This change occurred because requests are now made electronically (requiring very little mediation); and two, because of the changing nature of ILL, workflow is more integrated with that of technical services than with a public services unit. For example, with the Books on Demand Program; ILL requested books that meet a certain criteria are automatically purchased. When the ILL requested item is received it must go first to the Technical Services Department for quick cataloging and processing and then to the ILL patron thus the bulk of the process fits into the Technical Services workflow already.

Combining reference and circulation departments is not a new idea, indeed it's been around for ten years or longer, but it is a new concept for CML and thus warranted careful consideration and discussion. To determine if there was support for a merger, the Library Dean met with each faculty and support staff in both departments. Concerns were addressed during these meetings and with the follow-up meetings with each of the departments (departmental and governance support is discussed under the section addressing minutes from pertinent meetings further in this

document). The Library Dean also met individually with the current Chairs of Circulation and the Technical Services and, additionally, met with the Technical Services Department.

Effective term: Fall 2013

UNDERGRADUATE PROPOSALS

COURSE REVISIONS

BAYH COLLEGE OF EDUCATION: Elementary, Early, and Special Education

ELED 250 – Teaching, Learning and Classroom Management

3 credits

This course investigates children's behavioral and interpersonal needs in relation to the way they learn and construct knowledge. For instructional and classroom management methodology, the effectiveness of various management systems are examined with emphasis on understanding the role and responsibilities of teachers and children in the process.

Prerequisites: Admission to BCP-1

Add corequisites to:

ELED 250 – Teaching, Learning and Classroom Management

3 credits

This course investigates children's behavioral and interpersonal needs in relation to the way they learn and construct knowledge. For instructional and classroom management methodology, the effectiveness of various management systems are examined with emphasis on understanding the role and responsibilities of teachers and children in the process.

Prerequisites: Admission to BCP-

Co-requisites: ELED 250L and ELED 259

A-F Grading

Effective term: Fall 2013

ELED 259 – Measurement and Evaluation in the Elementary School

3 credits

This course is designed to assist the classroom teacher in developing skills to: gather assessment data (including observation, teacher-made tests, and standardized tests); critique and select appropriate assessment methods and materials; effectively analyze and use assessment data to inform instructional planning.

Prerequisites: Admission to BCP-1

Note: Enrollment by departmental permission only.

Add corequisites to:

ELED 259 – Measurement and Evaluation in the Elementary School

3 credits

This course is designed to assist the classroom teacher in developing skills to: gather assessment data (including observation, teacher-made tests, and standardized tests); critique and select appropriate assessment methods and materials; effectively analyze and use assessment data to inform instructional planning.

Prerequisites: Admission to BCP-1

Corequisites: ELED 250 and ELED 250L.

A-F Grading

Effective term: Fall 2013

COLLEGE OF ARTS AND SCIENCES: Communication

COMM 470 - Public Relations Campaign Planning

3 credits

Development of a comprehensive strategic communication plan for a client.

Prerequisites: COMM 329 or consent of instructor.

Change prerequisites to:

COMM 470 - Public Relations Campaign Planning

3 credits

Development of a comprehensive strategic communication plan for a client.

Prerequisites: COMM 312

Note: Open to graduate students. Graduate students are required to do additional work of a research nature.

A-F Grading

Effective term: Fall 2013

COLLEGE OF ARTS AND SCIENCES: Interdisciplinary Programs

LBST 101 - Learning in the Liberal Arts and Sciences

2 credits

A first-year academic seminar course designed to aid students as they make the transition into programs in the College of Arts and Sciences. This course is linked through a Learning Community with another major and/or liberal studies course offered in the college. Emphasizes critical thinking skills as they apply to students' academic and personal choices.

Co-requisites: Designated learning community course.

Change prefix to:

MST 101 - Learning in the Liberal Arts and Sciences

2 credits

A first-year academic seminar course designed to aid students as they make the transition into programs in the College of Arts and Sciences. This course is linked through a Learning Community with another major and/or multidisciplinary studies course offered in the college. Emphasizes critical thinking skills as they apply to students' academic and personal choices.

Co-requisites: Designated learning community course.

A-F Grading

Effective term: Fall 2013

LBST 401 - Individual Study

1-3 credits

Independent study of a topic proposed by the student and recommended by a M faculty member.

Prerequisites: Approval of individual study proposal.

Repeatable: Up to 6 credits.

Note: Open to liberal studies majors only.

Change prefix to:

MST 401 - Individual Study

1-3 credits

Independent study of a topic proposed by the student and recommended by a Multidisciplinary Studies faculty member.

Prerequisites: Approval of individual study proposal.

Repeatable: Up to 6 credits.

Note: Open to multidisciplinary studies majors only.

A-F Grading

Effective term: Fall 2013

COURSE BANKING

COLLEGE OF ARTS AND SCIENCES: Math and Computer Science

CS 253 - COBOL Programming

CS 258 - Data Structures

CS 357 - COBOL Programming II

CS 361 - Small-Systems Software Development I

CS 365 - Computer Organization and Assembly Language

A-F Grading

Effective term: Fall 2013

NEW PROGRAMS

COLLEGE OF NURSING, HEALTH, AND HUMAN SERVICES: Applied Health Sciences

Health Services Major (39 credits):

CIP Code: 30.999 Major Code:

Brief Summary:

The Bachelor of Applied Science (BAS) in Health Services is a degree specifically designed to address the need of students who have completed an Associate of Applied Science degree (AAS). The program will provide students who earn an AAS degree the opportunity to pursue an online BAS degree in Health Services at Indiana State University (ISU). The degree will prepare graduates to become successful and advance in their careers and contribute the development of an educated workforce in Indiana. The BAS gives the students the unique opportunity to apply the technical AAS credits to a bachelor's degree. Students will only have to complete 60 credit hours at ISU to earn a BAS. The mission of the BAS is to provide professionals from health and related fields the opportunity to gain added expertise needed for self-enrichment and to expand their professional roles in the health care system.

The interdisciplinary nature of this program will bring together a mix of health professionals with different backgrounds that will broaden the knowledge of all and promote collaborations among health professionals. Even though the program will be delivered online, the courses will incorporate activities that will require students to communicate and collaborate on projects.

Regardless of age, gender or ethnicity, we intend to attract those persons wanting to advance their professional careers and serve their community. The BAS program will provide an opportunity for allied health professionals already working in the field (including rural communities) to continue working while pursuing a BAS degree.

Student Learning:

This is a new program so no outcomes have been collected yet. The student outcomes for the program are:

Students will be able to:

- 1: Assess community/agency needs for health programs
- 2: Plan effective health programs
- 3: Implement health programs
- 4: Evaluate the effectiveness of health programs

Proposed Catalog Copy:

Health Services Major (39 credits):

CIP Code: 30.999 Major Code:

The mission of the Bachelor of Applied Science in Health Services is to provide professionals from health and related fields the opportunity to gain added expertise needed for self-enrichment and to expand their professional roles in the health care system.

To be admitted into the program, applicants must have earned an AAS degree from an accredited institution. Students completing the Health Services major must earn a minimum of a “C” grade in all required major courses. All students must maintain a 2.5 grade point average in both the major courses and in their overall grade point average to graduate.

The BAS in Health Services major is specifically designed for health professionals with an associate of applied science degree who are interested in furthering their career in leadership in their applied health field.

Health Services Core Courses (39 credits):

- AHS 220 - Public Health Concepts 3 credits
- AHS 340 - Health Biostatistics 3 credits
- AHS 341 - Health Sciences Research Methods 3 credits
- AHS 360 - Epidemiology 3 credits
- AHS 414 - Health Promotion Planning 3 credits
- AHS 416 - Individual, Community, and General Safety Education 3 credits
- AHS 418 - Health Program Evaluation 3 credits
- AHS 444 - Public Health Administration 3 credits
- ACCT 200 - Survey of Accounting 3 credits
- FIN 200 - Fundamentals of Finance 3 credits
- HRD 420 - Career Development and Employee Appraisals 3 credits

- MGT 301 - Survey of Management 3 credits
- MKTG 301 - Introduction to Marketing 3 credits

Effective term: Fall 2013

COLLEGE OF TECHNOLOGY

B.A.S. Technology (39 credits)

CIP Code: 30.9999 Major Code:

Brief Summary:

At Indiana State University, the Bachelor of Applied Science (BAS) is the designated degree for baccalaureate programs that are designed to accommodate the unique demands for entry and advancement within specific workforce sectors. The BAS degree provides degree completion opportunities for students with Associate of Applied Science (AAS) degrees from regionally accredited institutions and is specifically targeted at AAS degree graduates of the community college system within Indiana. Emphasizing the degree completion nature of the BAS degree, only transfer students entering ISU with a completed AAS degree may be admitted to BAS degree programs. While the BAS degree is generally more career oriented and focuses less on Foundational Studies (FS) than the Bachelor of Science degree, in order to inculcate the upperclassman values presented in the Foundational Studies program, the FS requirements for those entering with an AAS degree seeking a BAS precisely mimic the existing policy for those students entering with an Associate of Applied Science (AAS) seeking a Bachelor of Science (BS) degree. Thus, in part due to the preceding, BAS degree programs conform to all guidelines and policies set forth by the North Central Association of Colleges and Schools for baccalaureate degree programs.

The Indiana State University Bachelor of Applied Science (B.A.S) degree adds to the technical knowledge area, and adds special skills required for career advancement, to those skills obtained through an Associate of Applied Science (A.A.S.) degree, to make the student more marketable. Industry indicates there is demand for workers that can be promoted from the entry-level positions, workers that understand how their job fits within the organization, and workers that can manage people, projects, or information.

The creation of the BAS degree provides a student-centered educational environment that engages individuals to help them fulfill their specific career goals by obtaining a bachelor's degree that enhances their skills received from the A.A.S. with more advanced skills, while adding more general skills necessary for success and advancement in the workplace.

The Technology degree program is being created as a B.A.S. to serve the thousands of people within the State of Indiana that have been awarded an A.A.S. degree. The Technology program will be housed in the College of Technology. The Technology degree program is multidisciplinary and encompasses the entire college, as opposed to being specific to any department, as the degree requires the completion of any single minor within the College of Technology.

The BAS degree in Technology will utilize a program coordinator and a curriculum committee for governance. The curriculum committee will consist of one tenure/tenure-track faculty from each academic department (currently there are five departments) and one representative from the AFROTC department. The AFROTC faculty representative will hold a speaking seat on the committee. Each academic department will elect a faculty representative to serve a term of no more than three years. The curriculum committee will elect a coordinator from the committee to serve a term of three years. Once the coordinator is elected from the committee, the remaining members will stagger their terms of office between one and three years to ensure continuity of the committee. Multiple terms of service on the committee and as coordinator are allowed with appropriate due process. The coordinator will be given ½ time release each semester to coordinate the program. With regard to curriculum, the committee will function as the department curriculum committee, the coordinator as the department chair. Curriculum proposals move from the program committee to the COT's Academic Affairs Committee. Governance as stated effectively places the primary authority relative to the curriculum with the faculty of the College of Technology, rather than with anyone department or with administration.

Student Learning:

This is a new degree program that has been designed with student outcomes assessment and NCA accreditation in mind. The entire B.A.S. degree will be accredited under the NCA. Care is being taken to ensure that the student outcomes will be assessed in a timely manner so that program effectiveness and student success are assured.

Proposed Catalog Copy:

B.A.S. Technology (39 credits)

CIP Code: 30.9999 Major Code:

At Indiana State University, the Bachelor of Applied Science (BAS) is the designated degree for baccalaureate programs that are designed to accommodate the unique demands for entry and advancement within specific workforce sectors. The BAS degree provides degree completion opportunities for students with Associate of Applied Science (AAS) degrees from regionally accredited institutions and is specifically targeted at AAS degree graduates of the community college system within Indiana. BAS degree programs conform to all guidelines and policies set forth by the North Central Association of Colleges and Schools for baccalaureate degree programs.

To be admitted to the BAS in Technology degree program a student must have a completed appropriate AAS degree from a regionally accredited institution.

The BAS in Technology major is specifically designed for professionals with an associate of applied science degree who are interested in furthering their career in leadership in their technology-related field.

The BAS in Technology includes fifteen credit hours (15 SCH) of major core courses, twenty-four credit hours (24 SCH) allotted to a specialization consisting of a minor or concentration and electives, and at least twenty-one credit hours (21 SCH) of Foundational Studies courses.

For graduation, students must complete at least one minor or concentration in the College of Technology.

*Some programs within the B.A.S. degree may specify which of these Foundational Studies courses are required.

Technology Core Courses (15 credits):

Choose 15 credits from:

- ECT 437 -Industrial Computer Systems Management 3 credits
- HRD 355 -Work-Life Integration 3 credits
- HRD 394 -Occupational liability and Safety 3 credits
- HRD 468 -Continuous Performance Improvement 3 credits
- PKG 381 -Environmental Issues in Packaging 3 credits
- SFTY 318 -Industrial Accident Prevention I 3 credits
- SFTY 319 -Industrial Accident Prevention" 3 credits
- TMGT 429 -Workplace Law for the Technical Manager 3 credits
- TMGT 478 -Industrial Organization and Functions 3 credits
- TMGT 492 -Industrial Supervision 3 credits

Specialization Courses (24 credits):

- Minor/Concentration and Electives 24 credits

Technology - Concentrations

Computer Engineering Technology Concentration

ECT 168 Comp Design Technology (3)
ECT 232 Digital Computer Circuits (3)
ECT 303 Microcontroller Hardware & Software (3)
ECT 403 Practical Digital Logic Design (3)
CS 256 C++ (or any higher level structured language) (3)

Electronics Engineering Technology Concentration

ECT 167 AC Circuits and Design (3)
ECT 221 Circuit Analysis I (3)
ECT 232 Digital Computer Circuits (3)
ECT 324 Discreet Transistor Theory & Circuit Design (3)
CS 256 C++ (or any higher level structured language) (3)

Human Resource Development Concentration

HRD 276 Characteristics of Human Resource Development (3)
HRD 369 Developing Occupational and Training Programs (3)
HRD 385 Methods and Strategies for Instructional Programs (3)

HRD 420 Career Development and Employee Appraisals (3)

HRD 425 Organizational Development (3)

HRD 480 Industrial Organizational Psychology (3)

Mechanical Engineering Technology Concentration

MET 203 Intro to Solid Modeling (3)

MET 302 Applied Statics (3)

MET 406 Strength of Materials (3)

MET 337 Thermo Systems (3)

Electives (3 credits)

MET 408 Elements of Machine Design (3)

OR

MET 304 Engineering Analysis (3)

Packaging Engineering Technology Concentration

PKG 280 Pkg Materials & Testing I (3)

PKG 380 Pkg Materials & Testing II (3)

Choose 9 credits from:

PKG 482 Pkg Dev & Analysis (3)

PKG 484 Distribution Pkg Design, Analysis & Test (3)

PKG 486 Pkg Machinery Systems (3)

PKG 489 Pkg Industry Products (3)

Effective term: Fall 2013

PROGRAM REVISIONS

COLLEGE OF ARTS AND SCIENCES: Languages, Literatures, and Linguistics

Language Studies - Teaching Major (31 credits)

CIP Code: 169999 Major Code: 1243

Brief Summary:

We did not pass the NCATE review of our Language Studies-Teaching major this year, which necessitates the following changes: (1) requiring students in the Language Studies Teaching degree with concentrations in Spanish or World Languages to complete the ACTFL Oral Proficiency Interview (OPI), when one exists, to complete the degree program, as well as the Praxis I and II; (2) requiring students in LS-Teaching to take our department's capstone course, LLL400 (1 credit); (3) deleting Japanese from the list of World Languages Teaching concentrations; (4) adding 3 hours to the requirements at the 200-level and 3 hours at the 300-

level of our languages in order to improve our language students', including our teaching majors', proficiency. As a result of (2) and (4), the number of hours in the major must increase by 7.

Student Learning:

These proposals grow directly out of assessment and accreditation issues. (1) NCATE accreditation requires that the department demonstrate the oral proficiency level of all students recommended for licensure. The official ACTFL OPI is the best way to ensure that our students meet NCATE requirements and that we are tracking our students according to national standards. The Praxis II exam is already required for licensure, but occasionally a student graduates before pursuing licensure, and we also need data from the Praxis II in order to do an adequate assessment; (2) The current "capstone" course for teachers is LLL 402 "Teaching an Integrated Unit", which is still a necessary component for those in the teaching major, but it does not assess their language skill level, and it was determined that teaching majors are not receiving content coursework equivalent to that of non-teaching majors (an NCATE requirement) because LLL 402 provides neither the content nor the culminating experience provided by LLL 400. (3) Deleting the Japanese, Italian, Greek, and Russian concentrations: We do not offer the requisite courses for student to reach the ACTFL OPI requirement for licensure. Those courses are no longer available locally, and we do not have staff on site that can accurately assess language proficiency to meet ACTFL requirements. We are also unable to find appropriate early field placements and student teaching placements are limited. (4) Many of our majors, including teaching majors, come from 200-level classes, and by graduation they have not performed at the level NCATE requires. The two graduating students who took the Oral Proficiency Interview in Spring 2012 scored at the High Intermediate Level, but now NCATE requires teachers to perform at the Low Advanced Level. The department feels that students cannot achieve this level unless we require more hours of instruction at the 200 level, a return to hours of instruction that we once had, and 3 more required hours at the 300-level.

Proposed Catalog Copy:

Language Studies - Teaching Major (38 credits)

CIP Code: 169999 Major Code: 1243

Required Languages, Literatures, and Linguistics courses (8 credits):

LING 420 - Language Acquisition 3 credits

LLL 200 - Introduction to Language and Culture for Students of Languages, Literatures, and Linguistics 3 credits

LLL 400 - Senior Project for Students of Language Studies 1 credit

LLL 402 - Teaching an Integrated Unit 1 credits

Required Study Abroad

An applied experience component is required within the 38 credits and must consist of at least six credits of 300/400-level course work taken as a Department of Languages, Literatures, and Linguistics study abroad course approved by advisor.

Other Requirements

Completion of the ACTFL Oral Proficiency Interview (OPI), when one exists, is required, as well as completion of the Praxis II.

A minimum over-all grade point average of 2.75 in departmental course work is required.

Choose one of the following concentrations:

Concentration in Spanish Teaching (30 credits)*:

Required courses:

SPAN 201 - Intermediate Spanish I 3 credits

SPAN 201L – Intermediate Spanish I Lab 1 credits

SPAN 202 - Intermediate Spanish II 3 credits

SPAN 202L Intermediate Spanish II Lab 2 credits

SPAN 301 - Advanced Spanish Grammar 3 credits

SPAN 303 - Readings in Spanish 3 credits

SPAN 311 - Introduction to Spanish and Spanish American Culture 3 credits

SPAN 321 - Advanced Spanish Conversation 3 credits

SPAN 404 - Spanish Phonetics 3 credits or approved 400-level culture course.

Choose one from the following:

SPAN 312A - Introduction to Spanish Literature 3 credits

SPAN 312B - Introduction to Spanish American Literature 3 credits

Elective:

One SPAN course at the 300/400 level.

*Six credits of the 300/400 level Spanish teaching courses may be fulfilled by six credits of study abroad.

Concentration in World Languages (30 credits)

Required Courses (9 credits):

Choose one set from the following:

FREN 201 - Intermediate French I 3 credits

FREN 201L – Intermediate French I Lab 1 credit

FREN 202 - Intermediate French II 3 credits
FREN 202L – Intermediate French II Lab 2 credits

or

GERM 201 - Intermediate German I 3 credits
GERM 201L – Intermediate German I Lab 1 credit
GERM 202 - Intermediate German II 3 credits
GERM 202L – Intermediate German II Lab 2 credits

or

LAT 201 - Intermediate Latin I 3 credits
LAT 201L – Intermediate Italian Lab 1 credit
LAT 202 - Intermediate Latin II 3 credits
LAT 202L – Intermediate Italian II Lab 2 credits

or

SPAN 201 - Intermediate Spanish I 3 credits
SPAN 201L – Intermediate Spanish I Lab 3 credits
SPAN 202 - Intermediate Spanish II 3 credits
SPAN 202L Intermediate Spanish II Lab 3 credits

Electives (21 credits):

Twenty one credits of 300/400-level course work in languages, literatures, and linguistics, or one specific language, to include 6 credits of course work in culture, 3 credits of literature, 3 credits of advanced grammar, and 3 credits of oral communication. Credits toward these electives may be earned through study abroad courses.

Note

Students should be aware that in the case of less commonly taught languages some courses may not be routinely available on campus. Credit can be earned via appropriate study abroad or transfer work.

Concentration in Teaching English as a Second Language (30 credits)

Required courses:

LING 210 - Introduction to Linguistics 3 credits
LING 311 - Linguistic Analysis of English 3 credits

Choose one pair from the following:

FREN 201 - Intermediate French I 3 credits &
FREN 201L –Intermediate French I Lab 1 credit

OR

GERM 201 - Intermediate German I 3 credits &
GERM 201L–Intermediate German I Lab 1 credit

OR

GRK 201 - Intermediate Greek I 3 credits &
GRK 201L–Intermediate Greek Lab 1 credit

OR

ITAL 201 - Intermediate Italian I 3 credits &
ITAL 201L–Intermediate Italian I Lab 1 credit

OR

JAPN 201 - Intermediate Japanese I 3 credits &
JAPN 201L–Intermediate Japanese I Lab 1 credit

OR

LAT 201 - Intermediate Latin I 3 credits &
LAT 201L–Intermediate Latin I Lab 1 credit

OR

RUSS 201 - Intermediate Russian I 3 credits &
RUSS 201L–Intermediate Russian I Lab 1 credit

OR

SPAN 201 - Intermediate Spanish I 3 credits &
SPAN 201L–Intermediate Spanish I Lab 1 credit

Choose one from the following:

LING 414 - Lexicology: Word Form and Function 3 credits
LING 417 - Language Differences and Linguistic Universals 3 credits

Choose one from the following:

LING 413 - Linguistic Diversity in the United States 3 credits
LING 415 - Topics in Sociolinguistics 3 credits

Electives:

Fourteen credits from LLL departmental courses at the 300/400 level.
Credits toward these electives may be earned through study abroad courses.

Teacher Education Program

Students pursuing the language studies teaching major must also fulfill the requirements of the Teacher Education Program listed below:

Professional education courses taught in the Bayh College of Education (30 credits):

CIMT 200 – Teaching I 2 credits
CIMT 301 - Teaching IIA 2 credits
CIMT 302 - Teaching IIB 2 credits
CIMT 400 - Teaching III 3 credits
CIMT 400L - Teaching III Practicum 1 credits
CIMT 401 - Student Teaching 11 credits
EPSY 202 - Psychology of Childhood and Adolescence 3 credits
EPSY 341 - Education in a Multicultural Society 3 credits
SPED 226 - The Exceptional Learner in the Regular Classroom 3 credits

Professional education courses taught in the College of Arts and Sciences (3 credits):**Requirement for Spanish Teaching and World Language Teaching:**

Three credits of content methods course work are required in the senior high-junior high/middle school professional education sequence described in the Department of Curriculum, Instruction, and Media Technology.

LLL 490 - Language Teaching Methods 3 credits

Requirement for Teaching English as a Second Language:

Three credits of content methods course work are required in the all-grade professional education sequence described in the Department of Curriculum, Instruction, and Media Technology.

LING 316 - Introduction to Teaching English as a Second Language 3 credits

Note:

Students who enter with a strong language background are eligible to receive credit by examination through various sources such as the University's placement test or CLEP tests for beginning and intermediate level credit, and the American Council for the Teaching of Foreign Languages test for advanced level credit.

Teaching licensure recommendation is based on achieving an adequate language proficiency in accordance with ACTFL standards, depending upon the language. In some cases, a student may require more coursework to achieve the proficiency required for licensure.

Effective term: Fall 2013

COLLEGE OF NURSING, HEALTH, AND HUMAN SERVICES: Applied Health Sciences

Community Health Minor (18 credits)
CIP Code: 511504 Major Code: H128

Brief Summary:

We are proposing a new name for the Community Health Minor – Public Health Minor. One of the elective courses offered to community health minors was SFTY 212-Introduction to Industrial Health and Safety. AHS is proposing replacing this elective course with AHS 416-Individual, Community, and General Safety Education. This change also reflects changes made to the public health concentration in the Health Sciences major. AHS 409 and 409L-Health Screenings and Lab will also be added as an elective course offering.

Student Learning:

The change reflects changes to the major and better aligns the minor with program goals and objectives.

Proposed Catalog Copy:

Public Health Minor (18 credits)
CIP Code: 511504 Major Code: H128

Required Applied Health Sciences Courses:

- AHS 111 - Personal Health Science and Wellness 3 credits
- AHS 220 - Public Health Concepts 3 credits
- AHS 391 - Educational Methods 3 credits

Directed Electives:

9 credits selected from the following classes in consultation with minor advisor in the Department of Applied Health Sciences:

- AHS 210 - Principles of Environmental Health 3 credits

- AHS 340 - Health Biostatistics 3 credits
- AHS 341 - Health Sciences Research Methods 3 credits
- AHS 360 - Epidemiology 3 credits
- AHS 393 - Cooperative Practice 2 credits
- AHS 401 - Substance Abuse Education 3 credits
- AHS 410 - Mental Health and Stress Education 3 credits
- AHS 403 - Communicable and Chronic Diseases, and AIDS 3 credits
- AHS 406 - Human Sexuality Education 3 credits
- AHS 409 - Health Screening 2 credits
- AHS 409L - Health Screening Laboratory 1 credits
- AHS 414 - Health Promotion Planning 3 credits
- AHS 416 - Individual, Community, and General Safety Education 3 credits
- AHS 418 - Health Program Evaluation 3 credits

GRADUATE PROPOSALS

PROGRAM SUSPENSIONS

COLLEGE OF ARTS AND SCIENCES: Political Science

MA/MS Political Science (33 credits)

CIP Code: 451001 Major Code: 3667

Brief Summary:

The Department of Political Science decided to suspend the MA/MS in Political Science because of low enrollments and the desire to shift our resources to other programs in the department. The suspension should be effective January 1, 2013.

Effective term: Fall 2013

UNDERGRADUATE APPROVALS

NEW COURSES FOUNDATIONAL STUDIES CREDIT

COLLEGE OF ARTS AND SCIENCES: Languages, Literatures, and Linguistics

LLL 101 - Topics in Elementary Language I

3 credits

Introduction to culture and language. Culture, lifestyle and customs of the speakers of a less commonly taught language. Fundamentals of language (pronunciation, intonation, grammatical structures), with development of communicative skills in a cultural context. Includes open-hour laboratory.

Foundational Studies Credit: [FS 2010: Non-Native Language]

Repeatable: May be repeated for credit, maximum number of hours 6, when the topic is different.

A-F Grading

Effective term: Fall 2013

LLL 102 - Topics in Elementary Language II

3 credits.

Introduction to culture and language. Culture, lifestyle and customs of the speakers of a less commonly taught language. Fundamentals of language (pronunciation, intonation, grammatical structures), with development of communicative skills in a cultural context. Includes open-hour laboratory.

Foundational Studies Credit: [FS 2010: Non-Native Language]

Repeatable: May be repeated for credit, maximum number of hours 6, when the topic is different.

A-F Grading

Effective term: Fall 2013

COURSE REVISIONS FOUNDATIONAL STUDIES CREDIT

COLLEGE OF NURSING, HEALTH, AND HUMAN SERVICES: Social Work

SOWK 494 - Professional Seminar in Social Work

3 credits

Integrates the knowledge base and learning experiences of the total social work program through topical discussions and assignments. Students develop their own practice framework and take a comprehensive examination to demonstrate preparation for practice.

Prerequisites: concurrent enrollment in SOWK 491 and 499; satisfactory completion of all social work courses.

Add Foundational Studies Credit to:

SOWK 494 - Professional Seminar in Social Work

3 credits

Integrates the knowledge base and learning experiences of the total social work program as well as multiple ways of knowing through topical discussions and assignments. Students develop their own practice framework and take a comprehensive exam to demonstrate preparation for practice. Students integrate the different “ways of Knowing” with emphasis in social and behavioral studies, ethical and social responsibility, and global perspectives and cultural diversity.

Prerequisites: Concurrent enrollment in SOWK 491 and 499; satisfactory completion of all social work courses.

Note: Open to social work majors only.

Foundational Studies Credit [FS 2010: Upper-Division Integrative Electives]

A-F Grading

Effective term: Fall 2013

PROGRAM REVISIONS

COLLEGE OF ARTS AND SCIENCES: Languages, Literatures, and Linguistics

Language Studies Major (31 credits)

CIP Code: 169999 Major Code: 1242

Brief Summary:

Many of our majors come from 200-level classes, and by graduation they have not performed at the level they should. The department feels that students cannot achieve an appropriate level unless we require 3 more hours of instruction at the 200 level, a return to hours of instruction that we once had, and 3 more required hours at the 300-level. This change is especially urgent for our Teaching majors, who must meet NCATE standards, as explained on the F2 form for that program, but we feel strongly that all of our majors need to reach a higher level of language proficiency.

Student Learning:

We have been tracking student performance at the 200 level for several years and assessment data confirms what we see in the classroom; students who move from the 102 courses to 201 are not well prepared and generally the 200-level sequence is not preparing our students adequately for 300-level coursework at ISU and abroad. The combination of less hours both at the 100 level (4 hours) and at the 200 level (4 hours) since development of the new program is the likely cause.

Exit outcome data that tracks four skills is yet a small pool, however it is clear that our current program was not designed to meet the advanced low standards now required by ACTFL.

Approved Catalog Copy:

Language Studies Major (37 credits)

CIP Code: 169999 Major Code: 1242

Required courses (7 credits):

LLL 200 - Introduction to Language and Culture for Students of Languages, Literatures, and Linguistics 3 credits

LLL 400 - Senior Project for Students of Language Studies 1 credits

and

A second language or linguistics area course (i.e., varying by prefix). 3 hours.

Electives (30 credits):

21 credits at the 300/400 level from within the Languages Literatures and Linguistics Department.

9 credits at the 200-level or above from within the Languages Literatures and Linguistics Department.

NOTE: All electives must be approved by an advisor in the department.

Other Requirement:

An applied experience component within the 37 hours of the major. May consist of:

a) A minimum six semester credits of appropriate study abroad

Or

b) A minimum three semester credits in Languages, Literatures, and Linguistics 409 in an approved internship.

•A minimum over-all 2.5 grade point average in departmental course work.

Effective term: Fall 2013

COLLEGE OF ARTS AND SCIENCES: Languages, Literatures, and Linguistics

Language Studies Minor (18 credits)

CIP Code: 169999 Major Code: 1228

Brief Summary:

In separate proposals, we have explained why we need to increase the proficiency of our language studies students in the Language Studies major and the Language Studies-Teaching major by adding 3 hours at the 200 level and 3 hours at the 300 level. (1) This change of necessity increases the number of hours in the minor by 3 hours because successful completion of a 300-level course in a language grants credit for the 200-level courses. (2) We believe our

minors also need the higher proficiency of an extra 300-level course, so we are changing the requirement of 6 hours at the 300/400 level to 9 hours. (3) And the option to count one 100-level course toward the minor if it had a different prefix from the student's other courses turned out to be unworkable in DARS, causing confusion for students and their major advisors. Therefore, we are also proposing to do away with that option.

Student Learning:

Our assessment of students completing the 200-level has revealed that they have not reached the proficiency they should have. This low proficiency has affected the level of instruction possible at upper levels. We believe that our minors really need the proficiency of 3 extra hours at the 200 level and 3 more hours at the 300/400 level.

Approved Catalog Copy:

Language Studies Minor (21 credits)
CIP Code: 169999 Major Code: 1228

Required Courses (21 credits):

18 credits from within the department at the 200-level and above, to include 9 hours at the 300/400 level, and;

LLL 200 - Introduction to Language and Culture for Students of Languages, Literatures, and Linguistics 3 credits

Additional Requirements:

A minimum 2.5 grade point average in all course work is required for the minor.
Effective term: Fall 2013

COLLEGE OF TECHNOLOGY: Built Environment

Construction Management Major (89 credits)
CIP Code: 150101 Major Code: X08E830BS

Brief Summary:

The following changes fulfill the need for a 120-credit hour degree plan and still meet accreditation requirements. The American Council of Construction Education (ACCE) is the accrediting agency. They have specified minimum credit hour requirements in various categories. The ACCE is considering outcomes-based accreditation, but the current system still requires minimum credit hours.

Make ECON 331, Public Finance, a required directed FS course.

Make BUS 204, Ethics in Organizations, a required directed FS course.

Reduce the credit hours of CNST 351, Professional Internship, from three (3) to zero (0). Change grading to Satisfactory/Unsatisfactory. Require written documentation from employer(s) for the number of hours worked.

Create a new course, Government Contracting, worth three (3) credit hours.

Student Learning:

The ACCE currently has the minimum credit hour requirements:

General Education: 15

Mathematics and Science: 15

Business and Management: 18

Construction Science: 20

Construction: 20

Construction Science and Construction must total 50 credit hours.

minimum credit hours in program: 120

In outcomes assessment surveys, CM students have consistently asked for more hands-on experience. Leaving CNST 351, Professional Internship, in the Program will help address this issue.

The ACCE now requires business and management courses to be taught in the College of Business. ECON 331 and BUS 204 meet this requirement.

The ACCE requires ethics to be taught in five different construction courses. Ethics will be an important part of CNST 101. BUS 204 also teaches ethics.

Adding CNST 485, Government Contracting, will make students more employable and distinguish ISU from other construction programs.

Approved Catalog Copy:

Construction Management Major (89 credits)

CIP Code: 150101 Major Code: X08E830BS

Required Courses:

Construction Management:

- CNST 101 - Introduction to Construction Management 2 credits
- CNST 106 - Architectural Graphics 3 credits
- CNST 111 - Construction Materials, Methods, and Equipment 3 credits
- CNST 111L - Soils Laboratory 1 credit

- CNST 201 - Construction Contract Documents and Project Delivery 3 credits
- CNST 213 - Environmental and Mechanical Systems for Buildings 3 credits
- CNST 214 - Plan Interpretation and Quantity Take-Off 3 credits
- CNST 304 - Construction Scheduling 3 credits
- CNST 306 - Commercial Design and Construction 3 credits
- CNST 314 - Estimating and Bid Preparation 3 credits
- CNST 318 - Strength of Building Materials 3 credits
- CNST 330 - Construction Accounting, Finance, and Safety 3 credits
- CNST 351 - Professional Intership 0 credits
- CNST 418 - Design of Temporary Structures 3 credits
- CNST 420 - Construction Surveying 2 credits
- CNST 430 - Senior Seminar 1 credit
- CNST 450 - Construction Management 3 credits
- CNST 480 - Construction Capstone 3 credits
- CNST 485 - Government Contracting 3 credits

Electronics and Computer Technology:

- ECT 369 - Electrical Construction 3 credits

Technology Management:

- TMGT 195 - Introduction to Computer Applications 3 credits

Accounting:

- ACCT 200 - Survey of Accounting 3 credits

Management:

- Mgt 140 – Introduction to Business 3 credits

Business:

- BUS 263 – Legal Environment and Business 3 credits

Mathematics:

MATH 123 - Analytic Geometry and Linear Algebra for Engineers 3 credits
 MATH 241 - Principles of Statistics 3 credits

Major Courses Which May Fulfill Foundational Studies:

Quantitative Literacy:

MATH 115 - College Algebra 3 credits

Laboratory Science (eight credits of the following):

PHYS 105 - General Physics I 3 credits
PHYS 105L - General Physics I Laboratory 1 credit
or
CHEM 105 - General Chemistry I 3 credits
CHEM 105L - General Chemistry I Laboratory 1 credit
or
ENVI 110 - Introduction to Environmental Sciences 3 credits
ENVI 110L - Environmental Sciences: Human and Environmental Change Laboratory 1 credit
or
ENVI 170 - Earth Science 3 credits
ENVI 170L - Earth Science Laboratory 1 credit

Social or Behavioral Sciences:

ECON 100 – Basic Economics 3 credits

Ethics and Social Responsibility:

BUS 204 - Ethics in Organizations 3 credits

Integrated Upper Division Elective:

ECON 331 - Public Finance 3 credits

Effective term: Fall 2013

COLLEGE OF TECHNOLOGY: Built Environment

Safety Management Major (66 credits)

CIP Code: 150701 Major Code: 08E822BS

Brief Summary:

To provide more flexibility in course selection for the Safety Management major, alternative courses will be approved to fill non-safety course requirements. MGT 400 is no longer offered, so HRD 480, HRD 495, or TMGT 492 will be added as options to replace it. BUS 205 and MATH 241 will be added as options to AHS 340 for the statistics requirement. MET 215 will be added as an option to MATH 115. Also, internships will be reduced from 4 credit hours to 3 credit hours as part of the overall reduction to 120 credit hours for the Bachelor's degree.

Student Learning:

Currently the lack of availability of some required courses results in numerous course substitutions to cover general topics such as statistics, math, and management. This proposal will allow students to enroll in alternate courses in these areas without individual course substitution forms required. Each of the alternate courses will meet accreditation requirements and have been recommended by the Safety Management Industry Advisory Board.

Approved Catalog Copy:

Safety Management Major (65 credits)

CIP Code: 150701 Major Code: 08E822BS

A course of study in the management, evaluation, and control of safety and health hazards associated with the workplace environment.

Admission and Retention

There are three levels of review for selective admission, retention, and graduation from the safety management major.

Tentative Admission to Safety Management

Unconditionally admitted new freshmen or current students with a minimum cumulative grade point average (GPA) of 2.0 must: complete satisfactorily all foundation courses; complete SFTY 212, 314, and 318 with a grade of C- or better; and establish an Indiana State University minimum cumulative GPA of 2.25.

Candidate for Internship

The internship policy of the major requires filing of an application, normally at the Student Internship Qualification Meeting in the academic year prior to the internship, and meeting these performance standards:

1. Be in good standing during tentative admission phase of the curriculum.
2. Have earned 65 or more semester credits and have an Indiana State University minimum cumulative GPA of 2.25 (including a minimum of ten Indiana State University credits with a GPA of 2.25 or higher.)
3. Maintain an Indiana State University GPA of 2.5 or higher in departmental SFTY courses.
4. Maintain no less than a C- grade in departmental SFTY courses.
5. Complete an internship application, attend internship organizational meeting, and submit a resume.
6. Complete all prerequisite courses required for the internship, an internship application, attend internship organizational meeting, and submit a resume.

Candidate for Graduation

Applicants for graduation must complete all University graduation requirements stated elsewhere in the *Catalog* and simultaneously file an application for graduation review with the Safety Management Program. Safety management candidates for graduation must:

1. Present a minimal ISU cumulative GPA of 2.25.
2. Present a minimum Indiana State University GPA of 2.5 in all SFTY courses. At least 24 semester hours of the major must be completed at Indiana State University.
3. Receive no less than a grade of "C-" in each SFTY course.
4. Satisfactorily complete supervised safety management internship experience. (SFTY 492.)
5. Complete remainder of major course requirements (Technology Management 492 or Human Resource Development 480 or 495; Applied Health Sciences 419; SFTY 335 and 335L, 416, 423, 460.)

The student will be notified of denial of admission to the Safety Management Program or removal from the Safety Management Program.

REQUIRED SAFETY MANAGEMENT MAJOR COURSES (44 CREDITS):

- SFTY 212 - Introduction to Industrial Health and Safety 3 credits
- SFTY 314 - Industrial Health and Safety Legislation 3 credits
- SFTY 315 - Industrial Hygiene I 3 credits
- SFTY 315L - Industrial Hygiene I Laboratory 1 credits
- SFTY 318 - Industrial Accident Prevention I 3 credits
- SFTY 319 - Industrial Accident Prevention II 3 credits
- SFTY 328 - Fire Protection Systems/Techniques 3 credits
- SFTY 335 - Industrial Hygiene II 3 credits
- SFTY 335L - Industrial Hygiene II Laboratory 1 credits
- AHS 340 - Health Biostatistics <or> MATH 241- Principles of Statistics 3 credits <or> BUS 205 - Business Statistics I
- SFTY 411 - Analysis Techniques in Industrial Health and Safety 3 credits
- SFTY 416 - Administration of Industrial Health and Safety Programs 3 credits
- SFTY 423 - Current Issues and Training Concepts in Industrial Health and Safety 3 credits
- AHS 419 - Hazardous Substances and Waste Materials 3 credits
- SFTY 460 - Human Factors/Ergonomics 3 credits
- SFTY 492 - Professional Field Practice Internship in Safety Management 3 (per internship) credits

MAJOR COURSES THAT MAY FULFILL FOUNDATIONAL STUDIES (15 CREDITS):

- CHEM 103 - Elementary Chemistry 3 credits
- CHEM 103L - Elementary Chemistry Laboratory 1 credits
- CHEM 104 - Elementary Organic and Biochemistry 3 credits
- CHEM 104L - Elementary Organic and Biochemistry Laboratory 1 credits
- MATH 115 - College Algebra **or** MET 215 – Graphic Analysis 3 credits
- PHYS 105 - General Physics I 3 credits

BASIC FOUNDATION COURSES (6 CREDITS):

MGT 301 - Survey of Management 3 credits
TMGT 492 – Industrial Supervision **or** HRD 480 – Industrial Organization Psychology **or** HRD 495 – Contemporary Issues in Human Resource Development 3 credits

Effective term: Fall 2013

SCOTT COLLEGE OF BUSINESS

Business Core Courses

Brief Summary:

Add BEIT 336 Business Report Writing to "Required Courses on all Four-Year Professional Programs" to make the catalog match long-standing practice in the Scott College of Business. BEIT 336 serves as the required junior composition course in Foundational Studies for undergraduate business majors, and served the same role in previous general education programs.

This required courses block appears in each one of the Accounting, Business Administration, Business Education, Finance, Financial Services, Information Design and End-User Computing, Insurance and Risk Management, Management, Management Information Systems, Marketing, & Operations and Supply Chain Management majors curriculum listings in the catalog.

Student Learning:

This course has been part of our program requirements for many decades. The course has been known as BDOA 336, ASBE 336, and BEIT 336. It is listed as the designated (required) junior composition course on Scott College Curriculum Guides and Four-Year Plans.

Approved Catalog Copy:

Business Core Courses

Required Courses on all Four-Year Professional Programs (48 credits):

Business:

- BUS 100 - Introduction to Contemporary Business 3 credits
- BUS 180 - Business Information Tools 3 credits
- BUS 201 - Principles of Accounting I 3 credits
- BUS 202 - Principles of Accounting II 3 credits
- BUS 205 - Business Statistics I 3 credits
- BUS 221 - Introduction to Management Information Systems 3 credits
- BUS 263 - Legal Environment and Business 3 credits
- BUS 305 - Business Statistics II 3 credits
- BUS 311 - Business Finance 3 credits
- BUS 351 - Introduction to Operations Management 3 credits
- BUS 361 - Principles of Marketing 3 credits
- BUS 371 - Management and Organizational Behavior 3 credits
- BUS 401 - Senior Business Experience 3 credits

Business Education, Information and Technology:

- BEIT 336 – Business Report Writing 3 credits

Economics:

- ECON 200 - Principles of Macroeconomics 3 credits
- ECON 201 - Principles of Microeconomics 3 credits

Effective term: Fall 2013

SCOTT COLLEGE OF BUSINESS: Marketing and Operations**Marketing Major (A total of 72 credits are required)**

CIP Code: 521401 Major Code: 7230

Brief Summary:

Because tracks cannot be recorded in Banner for use on a transcript, this proposal renames the two marketing major Tracks as Concentrations. The Marketing Management Track will become the Marketing Management Concentration. The Sales Management Track will become the Sales Management Concentration. The only change is replacing the word "track" with Concentration. This change was recommended by Office of Records and Registration.

Note: A separate proposal is moving through approval that adds BEIT 336 to the "Required Courses on all Four-Year Professional Programs" as a required foundational studies class for all business majors. This proposal includes the existing set of 45 credits in this group and the other proposal will apply equally to this and all other four-year business majors.

Student Learning:

Students will benefit by being able to have their marketing concentration recorded on their transcript.

Approved Catalog Copy:**Marketing Major (A total of 72 credits are required)**

CIP Code: 521401 Major Code: 7230

Marketing is the activity, set of institutions, and processes for creating, communicating, delivering, and exchanging offerings that have value for customers, clients, partners, and society at large. Students who complete the marketing major will become qualified for a diverse range of careers including business to business sales, retail management, marketing research, integrated marketing communications, and product management. The Marketing Program prepares students for careers in business-to-business as well as consumer marketing working for either business corporations or nonprofit organizations using digital marketing or the more traditional forms of customer contact.

Required Courses on all Four-Year Professional Programs (45 credits):

Business:

- BUS 100 - Introduction to Contemporary Business 3 credits
- BUS 180 - Business Information Tools 3 credits
- BUS 201 - Principles of Accounting I 3 credits
- BUS 202 - Principles of Accounting II 3 credits
- BUS 205 - Business Statistics I 3 credits
- BUS 221 - Introduction to Management Information Systems 3 credits
- BUS 263 - Legal Environment and Business 3 credits
- BUS 305 - Business Statistics II 3 credits
- BUS 311 - Business Finance 3 credits
- BUS 351 - Introduction to Operations Management 3 credits
- BUS 361 - Principles of Marketing 3 credits
- BUS 371 - Management and Organizational Behavior 3 credits
- BUS 401 - Senior Business Experience 3 credits

Economics:

- ECON 200 - Principles of Macroeconomics 3 credits
- ECON 201 - Principles of Microeconomics 3 credits

Marketing Major Courses (27 credits):

Required Core Courses for All Marketing Majors Regardless of Concentration (9 credits):

- MKTG 332 - Buyer Behavior 3 credits
- MKTG 338 - Marketing Research 3 credits
- MKTG 448 - Marketing Management 3 credits

Choose Either the Marketing Management or the Sales Management Concentration:

Marketing Management Concentration:

Required Courses for Marketing Management Concentration (9 credits)

- MKTG 333 - Product and Pricing Strategy 3 credits
- MKTG 334 - Promotional Strategy 3 credits
- MKTG 353 - Marketing Channel Structure and Strategy 3 credits

Elective Courses for Marketing Management Concentration:

Working closely with an academic advisor, students pursuing the Marketing Management Concentration of the Marketing Major will choose 9 credits from the following list of MKTG courses:

- MKTG 310 - Marketing for Non-Profit and Service Organizations 3 credits
- MKTG 312 - Motorsports Marketing 3 credits
- MKTG 344 - Professional Selling 3 credits
- MKTG 347 - Principles of Retailing 3 credits
- MKTG 414 - International Marketing 3 credits
- MKTG 439 - Marketing Internship 3 credits
- MKTG 443 - Business to Business Marketing 3 credits
- MKTG 444 - Salesforce Management 3 credits

- MKTG 445 - Business Negotiations 3 credits
- MKTG 449 - Individual Study in Marketing 3 credits
- MKTG 475 - Seminar in Current Marketing Topics 3 credits

Sales Management Concentration:

Required Courses for Sales Management Concentration (12 credits)

- MKTG 344 - Professional Selling 3 credits
- MKTG 443 - Business to Business Marketing 3 credits
- MKTG 444 - Salesforce Management 3 credits
- MKTG 445 - Business Negotiations 3 credits

Elective Courses for Sales Management Concentration:

Working closely with an academic advisor, students pursuing the Sales Management Concentration of the Marketing Major will choose 6 credits from the following list of courses.

- COMM 312 - Persuasion Theories 3 credits
- MGT 370 - Business and Society 3 credits
- MKTG 310 - Marketing for Non-Profit and Service Organizations 3 credits
- MKTG 312 - Motorsports Marketing 3 credits
- MKTG 333 - Product and Pricing Strategy 3 credits
- MKTG 334 - Promotional Strategy 3 credits
- MKTG 347 - Principles of Retailing 3 credits
- MKTG 353 - Marketing Channel Structure and Strategy 3 credits
- MKTG 414 - International Marketing 3 credits
- MKTG 439 - Marketing Internship 3 credits
- MKTG 449 - Individual Study in Marketing 3 credits
- MKTG 475 - Seminar in Current Marketing Topics 3 credits
- OSCM 300 - Fundamentals of Supply Chain Management 3 credits
- OSCM 455 - Global Sourcing and Procurement 3 credits
- OSCM 475 - Enterprise Resource Planning Systems 3 credits
- OSCM 490 - Global Supply Chain Management 3 credits (Please note prerequisites)

Effective term: Fall 2013