UNIVERSITY FACULTY SENATE FORMS

Academic Program Approval

This form is a routing document for the approval of new and revised academic programs. Proposing department should complete this form. For more information, call the Faculty Senate Office at 831-2921.

Submitted by: __Rick Andrews_____________________ phone number _831-1190____

Department: ___Business Administration________ email address: _andrewsr@udel.edu____

Date: _______ 9-11-10

Action: _______ Revise Major

(Example: add major/minor/concentration, delete major/minor/concentration, revise major/minor/concentration, academic unit name change, request for permanent status, policy change, etc.)

Effective term _11F_

(use format 04F, 05W)

Current degree ___BS___

(Example: BA, BACH, BACJ, HBA, EDD, MA, MBA, etc.)

Proposed change leads to the degree of: ___BS___

(Example: BA, BACH, BACJ, HBA, EDD, MA, MBA, etc.)

Proposed name: ________________________________

Proposed new name for revised or new major / minor / concentration / academic unit
(if applicable)

Revising or Deleting:

Undergraduate major / Concentration: ___Management___

(Example: Applied Music – Instrumental degree BMAS)

Undergraduate minor:

(Example: African Studies, Business Administration, English, Leadership, etc.)

Graduate Program Policy statement change:__________________

(Must attach your Graduate Program Policy Statement)

Graduate Program of Study:___________________________

(Example: Animal Science: MS Animal Science: PHD Economics: MA Economics: PHD)

Graduate minor / concentration:______________________________

Note: all graduate studies proposals must include an electronic copy of the Graduate Program Policy Document, highlighting the changes made to the original policy document.

List new courses required for the new or revised curriculum. How do they support the overall program objectives of the major/minor/concentrations)?

(Be aware that approval of the curriculum is dependent upon these courses successfully passing through the Course Challenge list. If there are no new courses enter “None”)
Explain, when appropriate, how this new/revised curriculum supports the 10 goals of undergraduate education: http://www.ugs.udel.edu/gened/

NA

Identify other units affected by the proposed changes:
(Attach permission from the affected units. If no other unit is affected, enter “None”)

Describe the rationale for the proposed program change(s):
(Explain your reasons for creating, revising, or deleting the curriculum or program.)

The Management major needs to be revised to incorporate the new University Breadth requirements approved by the Faculty Senate in Spring 2010.

Program Requirements:
(Show the new or revised curriculum as it should appear in the Course Catalog. If this is a revision, be sure to indicate the changes being made to the current curriculum and include a side-by-side comparison of the credit distribution before and after the proposed change.)

See attached.
ROUTING AND AUTHORIZATION: (Please do not remove supporting documentation.)

Department Chairperson ____________________________ Date __________________

Dean of College ___________________________________ Date __________________

Chairperson, College Curriculum Committee __________ Date __________________

Chairperson, Senate Com. on UG or GR Studies __________ Date __________________

Chairperson, Senate Coordinating Com. _______________ Date __________________

Secretary, Faculty Senate __________________________ Date __________________

Date of Senate Resolution __________________________ Date to be Effective __________

Registrar __________________________ Program Code __________ Date ______________

Vice Provost for Academic Affairs & International Programs __________ Date __________

Provost ________________________________ Date __________________

Board of Trustee Notification ________________________ Date __________________

Revised 02/09/2009 /khs
Proposed New Curriculum for Management Major

DEGREE: BACHELOR OF SCIENCE  
MAJOR: MANAGEMENT

Managers are essential to every organization because they work with people to make and implement decisions that move organizations forward. The Management major prepares students to be productive and insightful managers. It enhances students' leadership, communication, and analytical skills; provides strategies and models for solving problems ethically and effectively; and equips students to become managers who can make things happen in a dynamic global economy.

CURRICULUM CREDITS

**UNIVERSITY REQUIREMENTS**

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ENGL 110</td>
<td>Critical Reading and Writing</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>(minimum grade C-)</td>
<td></td>
</tr>
<tr>
<td>BUAD110</td>
<td>First Year Experience (FYE)</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>(minimum grade C-)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Discovery Learning Experience (DLE)</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>Multicultural Course</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>Three credits in an approved course or courses stressing multicultural, ethnic, and/or gender-related course content. This requirement may be fulfilled by courses required below.</td>
<td></td>
</tr>
</tbody>
</table>

**University Breadth Requirements**

<table>
<thead>
<tr>
<th>Requirement</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>Creative Arts and Humanities (minimum grade C-)</td>
<td>3</td>
</tr>
<tr>
<td>History and Cultural Change (minimum grade C-)</td>
<td>3</td>
</tr>
<tr>
<td>Social and Behavioral Sciences (minimum grade C-)</td>
<td>3</td>
</tr>
<tr>
<td>Mathematics, Natural Sciences, and Technology (minimum grade C-)</td>
<td>3</td>
</tr>
</tbody>
</table>

These requirements may be fulfilled by courses required below. These four courses must be chosen from four different departments.

**MAJOR REQUIREMENTS**

<table>
<thead>
<tr>
<th>Requirement</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>Additional credits from Creative Arts and Humanities, History and Cultural Change, and/or foreign language instruction</td>
<td>6</td>
</tr>
<tr>
<td>Additional credits from Social and Behavioral Sciences</td>
<td>3</td>
</tr>
<tr>
<td>Psychology</td>
<td>3</td>
</tr>
<tr>
<td>Sociology</td>
<td>3</td>
</tr>
<tr>
<td>Natural and Physical Science (including 1 lab credit)</td>
<td>4</td>
</tr>
<tr>
<td>From Animal Science, Biological Sciences, Chemistry, Entomology, Geology, Marine Studies, Physics, Plant Science, and Science.</td>
<td></td>
</tr>
<tr>
<td>MATH 221 Calculus I (minimum grade C-)</td>
<td>3</td>
</tr>
<tr>
<td>MATH 201/MATH 202 Introduction to Statistics I and II (minimum grade C-)</td>
<td>6</td>
</tr>
<tr>
<td>COMM 212 Oral Communication in Business</td>
<td>3</td>
</tr>
</tbody>
</table>
ECON 151  Introduction to Microeconomics: Prices and Markets (minimum grade C-)  3
ECON 152  Introduction to Macroeconomics: National Economy (minimum grade C-)  3
ACCT 207  Accounting I (minimum grade C-)  3
ACCT 208  Accounting II (minimum grade C-)  3
ACCT 352  Law and Social Issues in Business  3
FINC 311  Principles of Finance (minimum grade C-)  3
MISY 160  Business Computing: Tools and Concepts  3
MISY 261  Introduction to Business Information Systems  3

Only one of the following will count toward graduation:
MISY 261  Introduction to Business Information Systems
or
ACCT 302  Accounting Information Systems

Students must earn a grade of C- or better in all of the following courses:
BUAD 301  Introduction to Marketing  3
BUAD 306  Operations Management  3
BUAD 309  Management and Organizational Behavior  3
BUAD 421  Human Resource Management  3
BUAD 422  Designing Effective Organizations  3
BUAD 441  Strategic Management  3

Three of the following seven courses:
(minimum grade C- in each course)
BUAD 384  Global Business Environment  3
BUAD 386  International Business Management  3
BUAD 420  Labor Relations  3
BUAD 423  Negotiation and Conflict Resolution  3
BUAD 425  Current Issues in Global Management  3
BUAD 429  Selected Topics in Management  3
BUAD 444  Small Business Management  3

One Information Technology related course from the following:
(minimum grade C-)
MISY 427  Management of Information Systems  3

One of the following International theme courses:
ACCT 483  Introduction to International Accounting  3
ACCT 395  Seminar: International Accounting  3
BUAD 383  Seminar on International Business  3
BUAD 384  Global Business Environment  3
BUAD 386  International Business Management  3
BUAD 391  Seminar on International Management  3
BUAD 393  Seminar on International Marketing Management  3
BUAD 394  Seminar on International Operations Management  3
BUAD 425  Current Issues in Global Business  3
BUAD 475  International Marketing  3
ECON 311  Economics of Developing Countries  3
ECON 340  International Economics  3
ECON 441  Advanced International Microeconomics  3
ECON 443  International Monetary Economics  3
FINC 392  Seminar on International Financial Management  3
FINC 415 International Finance
MISY 395 Global Issues in Information Technology

**Professional Electives**
ACCT, FINC, BUAD, or Misy courses (at the 300 level or higher) 3

**ELECTIVES**
After required courses are completed, sufficient credits must be taken to meet the minimum credits required for the degree. Elective courses should be chosen from outside the Alfred Lerner College of Business and Economics, and no more than two credits can be from HESC 120.

CREDITS TO TOTAL A MINIMUM OF: 121
Managers are essential to every organization because they work with people to make and implement decisions that move organizations forward. The Management major prepares students to be productive and insightful managers. It enhances students' leadership, communication, and analytical skills; provides strategies and models for solving problems ethically and effectively; and equips students to become managers who can make things happen in a dynamic global economy.

**CURRICULUM REQUIREMENTS**

**UNIVERSITY REQUIREMENTS**

- **ENGL 110** Critical Reading and Writing (minimum grade C-) 3
- **First Year Experience** (FYE) 0-4
- **Breadth Requirement** 12
- **Discovery Learning Experience** (DLE) 3
- **Multicultural Courses** Three credits in an approved course or courses stressing multicultural, ethnic, and/or gender-related course content 3

**MAJOR REQUIREMENTS**

Twelve Humanities credits from:

- Art History, History, English (except composition or similar courses), Foreign Languages (up to 6 of the allowable 9 credits may be grammar courses), Philosophy, Music (except credit for participation in instrumental and/or choral organizations), Theatre, Comparative Literature, and literature courses taught in a foreign language. No more than nine credits may be taken in one department.

Twelve Social and Behavioral Science credits from:

- Psychology 3
- Sociology 3

Six credits from:

- Anthropology, Economics (200-level or higher), Geography, Political Science and International Relations, Psychology or Sociology (except Criminal Justice). No more than six credits may be taken in one department to fulfill Social and Behavioral Science requirements.

- **MATH 221** Calculus I (minimum grade C-) 3
- **MATH 201/MATH 202** Introduction to Statistics I and II (minimum grade C-) 6
- **COMM 212** Oral Communication in Business 3

Seven Natural and Physical Science credits including one lab credit from:

- Biological Sciences, Chemistry, Entomology, Geology, Marine Studies, Physics, Plant Science and Science.
Only one of the following will count toward graduation:

**MISY 261 or ACCT 302**

Students must earn a grade of C- or better in all of the following courses:

**BUAD 110** Basics of Business 3
**BUAD 301** Introduction to Marketing 3
**BUAD 306** Operations Management 3
**BUAD 309** Management and Organizational Behavior 3
**BUAD 421** Human Resource Management 3
**BUAD 422** Designing Effective Organizations 3
**BUAD 441** Strategic Management 3

Three of the following seven courses:
(minimum grade C- in each course)

**BUAD 384** Global Business Environment
**BUAD 386** International Business Management
**BUAD 420** Labor Relations
**BUAD 423** Negotiation and Conflict Resolution
**BUAD 424** Ethics in the Workplace
**BUAD 425** Current Issues in Global Management
**BUAD 429** Selected Topics in Management
**BUAD 444** Small Business Management

One Information Technology related course from the following:
(minimum grade C-)

**MISY 427** Management of Information Systems 3

One of the following International theme courses:

**ACCT 395** Seminar: International Accounting 3
**ACCT 483** Introduction to International Accounting
**BUAD 383** Seminar on International Business
**BUAD 384** Global Business Environment
**BUAD 386** International Business Management
**BUAD 391** Seminar on International Management
**BUAD 393** Seminar on International Marketing Management
**BUAD 394** Seminar on International Operations Management
**BUAD 425** Current Issues in Global Business
**BUAD 475** International Marketing
**ECON 311** Economics of Developing Countries
**ECON 340** International Economics
**ECON 441** International Trade
**ECON 443** International Monetary Economics
FINC 392  Seminar on International Financial Management
FINC 415  International Finance
MISY 395  Global Issues in Information Technology

**Professional Electives**
ACCT, BUAD, ENTR, FINC, or MISY courses (at the 300-level or higher)  3

**ELECTIVES**
After required courses are completed, sufficient credits must be taken to meet the minimum credits required for the degree.
Elective courses should be chosen from outside the Alfred Lerner College of Business and Economics, and no more than two credits can be from HESC 120.

CREDITS TO TOTAL A MINIMUM OF 121