CBM003 ADD/CHANGE FORM

Undergraduate Council  ☑ New Course  ☑ Course Change
Core Category: ☐ Business Effective Fall 2008

or

Graduate/Professional Studies Council  ☐ New Course  ☐ Course Change
Core Category: ☐ Business Effective Fall __

1. Department: MARK  College: BUS
2. Person Submitting Form: Mary Gould  Telephone: 34904
3. Course Information on New/Revised course:
   - Instructional Area / Course Number / Long Course Title:
     MARK / 4179 / Sales Practicum
   - Instructional Area / Course Number / Short Course Title (30 characters max.)
     MARK / 4179 / SALES PRACTICUM
   - SCH: 1.00  Level: SR  CIP Code: 5214010016  Lect Hrs: 0  Lab Hrs: 0
4. Justification for adding/changing course: To reflect appropriate grade option
5. Was the proposed/revised course previously offered as a special topics course?  ☐ Yes  ☑ No
   If Yes, please complete:
   - Instructional Area / Course Number / Long Course Title:
     _____ / _____ / _____
   - Content ID: _____  Start Date (yyyy3): _____
6. Authorized Degree Program(s): BBA
   - Does this course affect major/minor requirements in the College/Department?  ☐ Yes  ☑ No
   - Does this course affect major/minor requirements in other Colleges/Departments?  ☐ Yes  ☑ No
   - Are special fees attached to this course?  ☑ Yes  ☐ No
   - Can the course be repeated for credit?  ☐ Yes  ☑ No
7. Grade Option: MU (multiple types)  Instruction Type: practicum  (Note: Lect/Lab info. must match item 3, above.)
8. If this form involves a change to an existing course, please obtain the following information from
   the course inventory: Instructional Area / Course Number / Long Course Title
   MARK / 4179 / Sales Practicum
   - Start Date (yyyy3): 20073  Content I.D.: 299743
9. Proposed Catalog Description: (If there are no prerequisites, type in "none").
   Cr. 1. (1-0).  Prerequisites: MARK 3337  Description (30 words max.): Sales career management advice from sales industry speakers.
10. Dean's Signature: ___________________________  Date: 10/3/07
    Print/Type Name: Elizabeth Anderson-Fletcher, Associate Dean