

CBM003 ADD/CHANGE FORM

<input checked="" type="checkbox"/> Undergraduate Council
<input type="checkbox"/> New Course <input checked="" type="checkbox"/> Course Change
Core Category: <u>NONE</u> Effective Fall <u>2007</u>

or

<input type="checkbox"/> Graduate/Professional Studies Council
<input type="checkbox"/> New Course <input type="checkbox"/> Course Change
Effective Fall <u> </u>

1. Department: MARK College: BUS

2. Person Submitting Form: Mary Gould Telephone: 34904

RECEIVED OCT 05 2006

3. Course Information on New/Revised course:

• Instructional Area / Course Number / Long Course Title:
MARK / 4179 / Sales Practicum

APPROVED FEB 21 2007

• Instructional Area / Course Number / Short Course Title (30 characters max.)
MARK / 4179 / SALES PRACTICUM

• SCH: 1.00 Level: SR CIP Code: 5214010016 Lect Hrs: 3 Lab Hrs: 0

4. Justification for adding/changing course: To more accurately reflect course content/level

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:
 / 0 /

• Content ID: Start Date (yyyy3): 0

6. Is this course offered for undergraduate credit only? Yes No

7. 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

8. Grade Option: S/U (satisfactory/unsatisfactory) Instruction Type: practicum

9. 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 / CALL CENTER LABORATORY

• Start Date (yyyy3): 20033 Content I.D.: 290715

10. Proposed Catalog Description: (If there are no prerequisites, type in "none".)

Cr: 3 (1-0). Prerequisites: MARK 3337. Description (30 words max.): Sales career management advice from sales industry speakers.

11. Dean's Signature

Date: 10/5/06

Print/Type Name: Elizabeth Anderson-Fletcher, Associate Dean