

CBM003 ADD/CHANGE FORM

Undergraduate Council
 New Course Course Change
 Core Category: None Effective Fall 2008

or

Graduate/Professional Studies Council
 New Course Course Change
 Effective Fall

1. Department: MARK College: BUS
 2. Person Submitting Form: Mary Gould Telephone: 34904

RECEIVED OCT 05 2007

3. Course Information on New/Revised course:
 • Instructional Area / Course Number / Long Course Title:
MARK / 4179 / Sales Practicum

APPROVED FEB 20 2008

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

• SCH: 1.00 Level: SR CIP Code: 5214010016 Lect Hrs: 08 Lab Hrs: 18

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