

UC 11367 IIF

CBM003 ADD/CHANGE FORM

APPROVED DEC 07 2011

JA

Undergraduate Council
 New Course Course Change
 Core Category: _____ Effective Fall 2012

or

Graduate/Professional Studies Council
 New Course Course Change
 Effective Fall 2012

1. Department: Marketing and Entrepreneurship College: BUS
 2. Faculty Contact Person: Dr. Joaquin Diaz-Saiz Telephone: 34713 Email: jdiaz-saiz@uh.edu

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: 1 Lab Hrs: 0

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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:
 _____ / _____ / _____
 • Course ID: _____ Effective Date (currently active row): _____

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
 • Can the course be repeated for credit? Yes No (if yes, include in course description)

7. Grade Option: IS (satisfactory/unsatisfactory/incomplete) 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

• Course ID: 30935 Effective Date (currently active row): 8252008

9. Proposed Catalog Description: (If there are no prerequisites, type in "none".)
 Cr: 1. (1-0). Prerequisites: ⁴ MARK 3337. Description (30 words max.): Skills development and career development strategies for sales careers. May be repeated for credit.

10. Dean's Signature: [Signature] Date: 9-29-11

Print/Type Name: Teri Elkins Longacre, Associate Dean