Curriculog

Attachment 5

Curriculum Proposals scheduled to be acted on by FS Academic Affairs on November 5, 2019

FS Academic Affairs committee meeting, 11-05-19 Curriculum Proposals

Committee Faculty Senate Academic Affairs
Faculty Senate Executive Committee

Notes

Proposals on this agenda, if approved on 11-5, will move forward to the november Faculty Senate meeting agenda for approval.

Total Proposals 8

Agricultural Technology Management (B.S.)

Curriculum Form - Change

General Catalog	Information (CHANGE)
Contact person (name, email, phone)*	Ed Brokesh, ebrokesh@ksu.edu, 532-2907
Type of Program*	Program Shared Core
	Hint: Always select "Program"
Program level*	Undergraduate Graduate

HINT: Select "Graduate" for Concurrent undergraduate/graduate programs



Click the Import icon above

Select catalog

Select "Name" in the "Or Add Filter" drop down

Select desired curriculum Click "Import this Item"



Do not change imported curriculum data until after proposal is launched.

Go to "Rationale and Impact" section next



Program Name* Agricultural Technology Management (B.S.)

Catalog Description*

Agricultural technology management emphasizes the application and integration of agricultural/biological sciences, agricultural engineered systems, and business to manage human and natural resources in the production and processing of food and agricultural products. It prepares men and women for technical management positions in food and agricultural industries that require an understanding of both technology and management. Agricultural technology management graduates are typically employed in technical sales, service, and management in agricultural production operations, agribusiness and food and feed processing industries, government agencies, and companies.

Courses are designed to apply physical science concepts and problem solving to food and agricultural systems. Supporting courses provide a foundation of mathematics, chemistry, business, and computer and communication skills. Technical electives are available to develop a degree program that meets personal career objectives.

The curriculum is administered by the <u>Department of Biological and Agricultural Engineering</u> and leads to the bachelor of science degree in agriculture with a major in Agricultural Technology Management.

Engineering equipment fee

Students enrolling in ATM courses will be assessed the engineering fee plus any university wide technology fee.

Bachelor's degree requirements

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IMPORTANT: Describe rationale for proposal

Rationale: What is This proposal consists of a core curriculum comprised of 67 credit hours of chaging?* biological and physical science, business, communication, management, and technology courses, and five curriculum options of agribusiness management, animal and human health product manufacturing, precision agriculture, production agriculture systems, and water management. Each option consists of 53 credit hours of focused course work which includes 26 required hours in ATM/BAE. A minimum of 11 credit hours of ATM/BAE courses are required in the core.

Rationale: Why is The Agricultural Technology Management (ATM) curriculum administered by it changing?* the Department of Biological & Agricultural Engineering (BAE) needs redesigned to stay on the leading edge of industry demands for graduates and to parallel the BAE faculty composition. The 2018 annual review of the ATM program by the KSU Assessment Office supported the BAE faculty's decision that a curriculum redesign could benefit the enrollment and image of this degree program. Extensive input about the design and content of the curriculum was obtained from alumni and the BAE Industrial Advisory Council. BAE faculty believe this new curriculum will continue to prepare graduates for rewarding careers needed by agricultural businesses/employers and enhance exposure of the curriculum to future students through direct and indirect marketing strategies.

> The proposed options will provide students more flexibility and also diversity among focus areas to expand industries for which students can apply their knowledge of agriculture technology management. It is also designed to attract new students to Kansas State by offering options more relevant to current technology career demands while maintaining the knowledge base of our current ATM program.

Rationale: **Additional** information (if necessary)



WARNING: Summarize impact on other units

Explain effects this proposal will have on program requirements or enrollments Added or removed courses? List them here Do added or removed courses affect enrollment in another college? Failure to contact impacted units and include responses can cause delay Include responses (or lack of response) in box below or attach copies

Impact In progress (see attachments)

Statement* Department heads from industrial and manufacturing systems engineering, mechanical and nuclear engineering, biochemistry, biology, finance, marketing, and geography were contacted by email regarding changes in required/elective courses (responses in attached ATM program impacts files)



IMPORTANT: Select Projected Term

Need help? See deadlines http://www.k-state.edu/curriculog/deadlines/index.html

More Curriculur	m Information (CHANGE)
ATTENTION:	After launch, update the fields in this section only if needed
Total Hours Required	
Degree Code	
Select the percent of instructional content of this program that is delivered by distance methods	Less than 50%
Curriculum Attributes	
If new courses are proposed to support this curriculum, then list them here:	ATM 331, ATM 536

Note: Proposals for new courses must be submitted separately

Transition Plan	Current students may continue with the current curriculum or elect to move to proposed curriculum. We plan to offer the proposed courses ATM 331 Spring of 2021 and ATM 536 Fall of 2021. Students entering Kansas State University after curriculum approval will automatically be under the new curriculum plan.

Subplans represent an approved group of courses creating a speciality within a major field of study. Often referred to as an option, emphasis, track or concentration. If you are adding or removing subplans to this curriculum, please list them here:

Subplans to Add Agribusiness Management, Animal and Human Health Product Manufacturing, Precision Agriculture, Production Agriculture Systems, Water Management

Subplans to Remove

Attachments (CHANGE)



IMPORTANT: Attach Curriculum Requirements document

To add and view attachments use the Files icon (upper right)



The left side (From) contains the current list of courses for the curriculum; strike through the deleted courses or wording

The right side (To) contains the proposed list of courses for the curriculum; underline new courses or wording

Click checkbox below after the required document is uploaded

You may use Appendix D as your template found at: http://www.k-state.edu/curriculog /approvals/index.html

Routing (CHANGE)

Does your

Yes No department have a Department Curriculum Committee?*





WARNING: For the following question, select

YES for all program/major name changes; and for name changes to minors where a current KBOR-approved degree program does not exist

NO for all other changes (includes name changes for certificates; includes name changes for minors where a current KBOR-approved degree program exists; includes adding new options/tracks to existing majors)

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Requ	ired?* (Yes No			

Approval Type (CHANGE)



IMPORTANT: Determine Approval Type

Determine if changes <u>require</u> the "Standard" approval process

Select Approval Type

Review impact statement to be sure

If "Standard" is not selected provide justification

Incorrect decisions will delay your proposal

If you are not sure select "Standard"

If you need assistance, contact your college curriculum representative

Determine if changes require the "Standard"	Changing the required total number of credits for completion of a program
approval process by selecting	$ ilde{\hspace{1.5pt}\hspace{1.5pt}\hspace{1.5pt}}$ Curriculum change (impacts another unit outside the college)
changes included in this proposal	Addition or deletion of course(s) that impacts enrollment of courses outside the college
	Addtion of course outside college not previously required
	$ ilde{\hspace{1cm}}$ Addition of an academic sub-plan (option, specialization, etc)
	Deletion of an academic sub-plan (option, specialization, etc)
	Name change of a program
	Re-write of a curriculum
	In the college of Health and Human Sciences, the change impacts another department within the college



STOP:

Proposals follow the "Standard" approval process by default.

If you selected one of the boxes in the previous question, then select"Standard" If you did NOT check one of the boxes, and your change is minor and does not affect another unit outside your college, then the proposal may follow a shortened approval process

Select the correct Approval Type below

Approval Type*
Standard



WARNING: If "Standard" is NOT selected:

Curriculum Proposals scheduled to be acted on by FS Academic Affairs on November 5, 2019

explaining why you believe this proposal should NOT follow the "Standard" approval process	
For Arts and Sciences proposals that are NOT "Standard": Click "Yes" if course enrollment in another Arts and Sciences department will be affected	○ Yes

Ð

IMPORTANT: Launch the proposal

Click the Launch icon above

The proposal moves to the Originator step

Then make change to curriculum information fields above

ATTENTION: After launching the proposal, while on the Originator step:

Change curriculum information

Click the Decisions icon above

Approve the proposal

Program Type Baccalaureate Status Active-Visible Plan code Sub-Plan(s) Actual Effective Term KSIS Acalog-Undergraduate

Curriculum Proposals scheduled to be acted on by FS Academic Affairs on November 5, 2019

DARS	
Global Campus	
KBOR Approval	
Planning and Analysis	
Implementation Notes	

Form Revised: 7-31-2019

NO NOT USE THE FOLLOWING FIELD (Curriculum): For Future Use

General Requirements (38 credit hours)

Communication Electives Credits: 6 (from List 1)

Humanities and/or Social Sciences electives
Credits: 6 (from List 2)

BIOL 198 Principles of Biology
CHM 210 Chemistry I
COMM 105 Public Speaking IA
ENGL 100 Expository Writing I
ENGL 200 Expository Writing II
MATH 205 General Calculus and Linear
Algebra
PHYS 113 General Physics I

ATM / BAE courses (31 credit hours)

ATM 101 Introduction to Biological and Agricultural Engineering and Technology

ATM 160 Engineered Systems and Technology in Agriculture

ATM 450 Sensors and Controls for Agricultural and Biological Systems ATM 545 Processing and Storage of

Grains
ATM 558 Hydrology and Soil Erosion

Management

BAE 350 Off Road Machinery Systems

BAE 351 Machinery Systems Lab

[After] Choose a minimum of 15 hours from List 3

Business and Management Courses (18 credit hours)

ACCTG 231 Accounting for Business Operations ECON 110 Principles of Macroeconomics

Statistics Requirement (3 credit hours)

Choose one of the following courses:

STAT 325 Introduction to Statistics STAT 340 Biometrics I STAT 350 Business and Economic Statistics I

Management Requirement (3 credit hours)

Choose one of the following courses:

MANGT 430 Business Law I MANGT 420 Principles of Management MANGT 421 Introduction to Operations and Supply Chain Management

Business and Management Elective (6 credit hours)

(choose a minimum of 6 hrs from List 5)

Technology Courses (11 credit hours)

IMSE 250 Introduction to Manufacturing Processes and Systems IMSE 251 Manufacturing Processes Laboratory **ME 212 Engineering Graphics** [After] Technology Electives Credits: 6 (Choose from List 3 and 4)

Agricultural science courses (10 credit hours)

AGRON 305 Soils

[After] Agricultural Science Electives Credits: 6 (minimum of 6 credit hrs from List 6, 7 or 8; all 6 credit hrs must be College of Agriculture courses)

Restricted electives (12 credit hours)

Choose a minimum of 12 credit hours all from the same list (6 of the 12 credit hours must be 400 level or higher; may use Lists 4, 5, 6, 7, or 8)

Free electives (3 credit hours)

Lists of recommended courses

List 1: Communication Electives

AGCOM 400 Agricultural Business Communications AGCOM 410 Agricultural Student Magazine **AGED 706 Principles of Teaching Adults in Extension COMM 311 Business and Professional** Speaking COMM 321 Public Speaking II **COMM 322 Interpersonal** Communication **COMM 325 Argumentation and Debate COMM 326 Small Group Discussion Methods COMM 726 Seminar in Persuasion ENGL 300 Expository Writing III ENGL 516 Written Communication for** the Sciences MC 200 News Reporting and Writing **Across Platforms MKTG 542 Fundamentals of**

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Professional Selling

List 2: Humanities and/or Social Science Electives

American Ethnic Studies--any course

Architecture, Planning and Design--any course in history or appreciation of architecture or environmental design

Anthropology--any course

Art--course in appreciation and theory

Dance--any course

Economics--above ECON 110 Principles of Macroeconomics

English--any except courses in composition

Gender, Women, and Sexuality Studies--any course

Geography--any except GEOG 221 Introductory Physical Geography

History--any course

Family Studies and Human Services--any course

Modern Languages--any course

Music--any course in theory or appreciation of music

Philosophy--any course

Political Science--any course

Psychology--any course

Sociology, Anthropology, and Social Work--any course

Theatre--any course

List 3: ATM Electives

ATM 250 Chemical Application Systems ATM 251 Chemical Application Systems Laboratory ATM 455 Engines and Power Transfer ATM 460 Internship in Agricultural **Technology Management ATM 511 Agricultural Building Systems** ATM 515 Problems in Agricultural **Technology Management ATM 550 Precision Agriculture Technologies** ATM 653 Water Management and **Irrigation Systems** ATM 654 Water Management and **Irrigation Systems Lab** ATM 661 Watershed Assessment and Management

List 4: Technology Electives

AGRON 655 Site Specific Agriculture
GENAG 582 Natural
Resources/Environmental Science
Project (NRES)
GEOG 508 Geographic Information
Systems I
GRSC 540 Process Calculations in Food
Systems
GRSC 541 Process Calculations in Food
Systems Laboratory
GRSC 560 Electricity and Industrial
Power Distribution
GRSC 555 Cereal Food Plant Design
[After] Any Other College of Engineering Course

List 5: Agribusiness and Management Electives

Any Agricultural Economics Course

ACCTG 241 Accounting for Investing and Financing **ECON 520 Intermediate Microeconomics ECON 530 Money and Banking ECON 681 International Trade FINAN 450 Principles of Finance GRSC 530 Management Applications in** the Grain Processing Industries **IMSE 501 Industrial Management MANGT 430 Business Law I MANGT 421 Introduction to Operations and Supply Chain** Management **MKTG 400 Introduction to Marketing MKTG 450 Consumer Behavior**

List 6: Biological, Natural Resource & Environmental Electives

AGRON 220 Crop Science

AGRON 330 Weed Science

AGRON 335 Environmental Quality

AGRON 360 Crop Growth and

Development

AGRON 375 Soil Fertility

AGRON 385 Soil Fertility Laboratory

AGRON 501 Range Management

AGRON 515 Soil Genesis and

Classification

AGRON 550 Forage Management and

Utilization

AGRON 630 Crop Improvement and

Biotechnology

AGRON 635 Soil and Water

Conservation

AGRON 655 Site Specific Agriculture

ASI 500 Genetics

BIOL 303 Ecology of Environmental

Problems

BIOL 330 Public Health Biology

BIOL 455 General Microbiology

BIOL 500 Plant Physiology

BIOL 513 Physiological Adaptations of

Animals

BIOL 529 Ecology

BIOL 612 Freshwater Ecology

CHM 315 Environmental Science: A

Chemistry Perspective

ENTOM 300 Economic Entomology

ENTOM 301 Insects and People

GENAG 582 Natural

Resources/Environmental Science

Project (NRES)

GENAG 670 Introduction to

Agricultural Resources and

Environmental Management

GEOG 121 Introductory Physical

Geography: Earth Systems Science

GEOG 508 Geographic Information

Systems I

GEOL 305 Earth Resources

GEOL 506 Environmental Studies

PLPTH 300 Microbes, Plants, and the

Human Perspective

PLPTH 500 Principles of Plant

List 7: Animal Sciences Electives

AGRON 501 Range Management

AGRON 550 Forage Management and Utilization

AGRON 551 Forage Management and Utilization Laboratory

ASI 102 Principles of Animal Science

ASI 315 Livestock and Meat Evaluation

ASI 318 Fundamentals of Nutrition

ASI 320 Principles of Feeding

ASI 400 Farm Animal Reproduction

ASI 422 Livestock Sales Management

ASI 450 Principles of Livestock

Selection

ASI 470 Form and Function in Livestock

ASI 510 Animal Breeding Principles

ASI 512 Bovine Reproductive

Technologies

ASI 515 Beef Science

ASI 521 Horse Science

ASI 524 Sheep and Meat Goat Science

ASI 533 Anatomy and Physiology

ASI 535 Swine Science

ASI 620 Beef Systems Management

ASI 655 Behavior of Domestic Animals

BIOCH 265 Introductory Organic and Biochemistry

ENTOM 305 Animal Health Entomology

ENTOM 306 Animal Health Entomology

Laboratory

List 8: Processing Technology Electives

ASI 350 Meat Science

ASI 361 Meat Animal Processing

ASI 370 Principles of Meat Evaluation

ASI 405 Fundamentals of Milk

Processing

ASI 608 Dairy Foods Processing &

Technology

ASI 610 Processed Meat Operations

FDSCI 302 Introduction to Food

Science

FDSCI 305 Fundamentals of Food

Processing

FDSCI 430 Food Products Evaluation

FDSCI 607 Food Microbiology

FDSCI 690 Principles of HACCP and

HARPC

FDSCI 694 Food Plant Management

FDSCI 695 Quality Assurance of Food

Products

GRSC 150 Principles of Milling

GRSC 500 Milling Science I

GRSC 510 Feed Technology I

GRSC 540 Process Calculations in Food

Systems

GRSC 541 Process Calculations in Food

Systems Laboratory

GRSC 602 Cereal Science

GRSC 560 Electricity and Industrial

Power Distribution

GRSC 620 Extrusion Processing in the

Food and Feed Industries

GRSC 530 Management Applications in

the Grain Processing Industries

GRSC 651 Food and Feed Product

Protection

GRSC 555 Cereal Food Plant Design

Total credit hours required for graduation: (minimum of 120)

Curriculum Proposals scheduled to be acted on by FS Academic Affairs on November 5, 2019

Note

Must satisfy K-State 8 general education requirements.

Certificate in Nonprofit Leadership Studies

Curriculum Form - New

	Information (NEW)
IMPORTANT	: Complete the fields below
To show help	text, click the Help icon above
Contact person (name, email, phone)*	Chance Lee
Type of Program*	Program
	Shared Core
	Hint: Always select "Program"
Department*	Mary Lynn and Warren Staley School of Leadership Studies
Program Name*	Certificate in Nonprofit Leadership Studies
Need help with P	rogram Name?
-	rogram Name? ourposes use format: Title (Degree)
For catalog p	ourposes use format: Title (Degree)
For catalog p Examples: Accounting (burposes use format: Title (Degree) B.S.); Agronomy (M.S); English (M.A.); Chemistry (Ph.D.)
For catalog p Examples: Accounting (Mathematics	burposes use format: Title (Degree) B.S.); Agronomy (M.S); English (M.A.); Chemistry (Ph.D.)
For catalog p Examples: Accounting (Mathematics Geology Min	B.S.); Agronomy (M.S); English (M.A.); Chemistry (Ph.D.) B.A./B.S. or; Dance Certificate; Academic Advising Graduate Certificate;
For catalog p Examples: Accounting (Mathematics Geology Min	B.S.); Agronomy (M.S); English (M.A.); Chemistry (Ph.D.) B.A./B.S.
For catalog p Examples: Accounting (Mathematics Geology Min	B.S.); Agronomy (M.S); English (M.A.); Chemistry (Ph.D.) B.A./B.S. or; Dance Certificate; Academic Advising Graduate Certificate; Undergraduate

Need help selecting CIP?

Curriculum Proposals scheduled to be acted on by FS Academic Affairs on November 5, 2019

http://www.k-state.edu/registrar/ksis/majors/index.html http://www.k-state.edu/registrar/ksis/minors/index.html http://www.k-state.edu/registrar/ksis/minors/index.html

Questions? contact Planning and Analysis at pa@k-state.edu

Catalog Description*

The Certificate in Nonprofit Leadership equips students to serve as nonprofit executives, staff, board members, and more. Whether pursuing a future career in the sector, engaging as an active volunteer, future nonprofit entrepreneur, or currently practicing in the field, the curriculum of this certificate will help develop capacity for effective leadership in nonprofit organizations. The rapidly-growing nonprofit sector is the third largest employer in the United States, behind retail and manufacturing. Students will learn best practices for nonprofit organizations and apply that learning in work with local community organizations. Students pursuing the certificate will engage with nonprofit executive directors, servicelearning pedagogy, volunteer and event management experiences, and more. Students pursuing the Certificate in Nonprofit Leadership will also have the option to become Certified Nonprofit Professionals; the nationally-recognized credential from the Nonprofit Leadership Alliance. This 12-credit-hour certificate provides students with the organizational knowledge, interpersonal confidence, and leadership experience needed to make change on the grand challenges facing our world.

Admission Requirements

Graduation Requirements

Special Requirements

Rationale and Impact (NEW)



IMPORTANT: Describe rationale for the proposal

Rationale*

This proposal seeks to broaden access to valuable competency development in nonprofit leadership by changing the current "Leadership Minor with a Focus in Nonprofit Leadership" to a stand-alone "Certificate in Nonprofit Leadership". It is strengthened by a partnership with the Nonprofit Leadership Alliance (NLA) to offer the credential of Certified Nonprofit Professional (CNP) to our graduates of the certificate.

As milliannials each to onter the nonprofit coster as a career in higher and higher

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Curriculum Proposals scheduled to be acted on by FS Academic Affairs on November 5, 2019

how to exercise leadership within it. As over 10% of the American workforce is in the nonprofit sector, our program, and the CNP credential can set apart graduates and assist in finding meaningful careers in a diverse number of nonprofit organizations. The audiences for this program include, but go well beyond existing Staley School students, and opens the K-State educational experience up to a new array of people.

The market for this proposal includes three main constituencies:

 Current K-State students unable to complete the in-course requirements

We have several students per year that are unable to complete the Nonprofit Focus for a variety of reasons—most often tight curricular offerings from their major program (such as architecture and education). By reducing the number of hours overall, and by moving them all available online, we will dramatically ease the burden of attending a weekly class at only one possible time. This will open our program up to many additional students already at K-State.

- 1. Existing K-State students from related programs. In meetings with the Department of Management in the College of Business and the Public Administration Graduate program, there is a great potential to partner with other departments at K-State to offer our Credential and programming to their current and future students. This proposal will go beyond reaching Staley School students alone and have the potential to engage related fields in the certificate and credential. Elective courses from Business, Health and Human Services, Agriculture, and Political Science are included as options.
- 1. Nonprofit Professionals seeking the NLA Credential Given the approximately 15,000 nonprofits in the State of Kansas, employing approximately 150,000 people, there is a very large workforce that could be interested in the credential and course offerings this proposal supports. By partnering with the NLA, we benefit from their marketing and support of the CNP as a sought-after credential among practitioners. If we can position K-State to become the regional hub for a means for individuals to earn the CNP credential, we could experience extremely large numbers of interest in the program.

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for programs requiring over 120 credits



WARNING: Summarize impact on other units

Explain effects this new program may have on existing programs or enrollments For courses listed in the program, contact all affected units Failure to contact all impacted units and include responses can cause delay Include responses (or lack of response) in box below or attach copies

Impact Statement*

support this curriculum, then

Units directly impacted are those included on our list of electives including Management, Ag Communications, Entrepreneurship, and HHS. These electives were selected based on the programs our current students come from and data collected from student need and challenges in scheduling. Email confirmation from the four departments are attached.



IMPORTANT: Select Projected Term

Projected Term* 2205 Fall 2020

Need help? See deadlines http://www.k-state.edu/curriculog/deadlines/index.html

More Curriculum Information (NEW)

Total Hours Required*	12
Degree Code*	Certificate ED (49)
Select the percent of instructional content of this program that is delivered by distance methods*	Less than 50% 50-74%
Curriculum Attributes	
If new courses are proposed to	

Note: Proposals for new courses must be submitted separately

Attachments (NEW)



IMPORTANT: Attach required documents

To add and view attachments use the Files icon (upper right) Click the checkboxes below after the documents are uploaded

Attachments?*	Assessment of Student Learning Plan
	Kansas Board of Regents New Program Proposal Checklist
	Curriculum Requirements
	☑ Documents required for Certificate or Minor (see below)



Assessment of Student Learning (ASL)

In accordance with the Board of Regents Policy and Procedure manual for new programs (undergraduate and graduate), an approved ASL plan must be included in the proposal.

Find more information at:

http://www.k-state.edu/assessment/toolkit/planning/newprograms.html contact the Office of Assessment for assistance and feedback



Kansas Board of Regents New Program Proposal Checklist

Please see guidelines in the Kansas Board of Regents (KBOR) policy manual regarding format of new degree program proposals that require KBOR approval (including new majors and minors not within an existing degree program, etc.)

http://www.kansasregents.org/about/policies-by-laws-missions /board_policy_manual_2/chapter_ii_governance_state_universities_2 /chapter ii full text#new

http://www.k-state.edu/registrar/faculty-staff/ccap /New%20Degree%20Checklist 2015.pdf

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/ : \	^	—	

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http://www.k-state.edu/curriculog/approvals/index.html

Routing (NEW)	
Does your department have a Department Curriculum Committee?*	165 - 140
MARNING:	For the following question, select
<u>YES</u> for all r does NOT ex	majors; and minors where a current KBOR-approved degree program
NO for certif degree progr	icates; secondary majors; and minors where a current KBOR-approved ram exists
KBOR Approval Required?*	○ Yes No
For Certificates Does this certificate lead to	Only (NEW) Yes No
licensure?	
Certificate offered?	✓ Certificate can be obtained as a credential on its own (free-standing)✓ Certificate may only be obtained by degree seeking students at K-State
If a specific degree program is required, specify here	
Attachments?	Certificate Proposal
	Assessment of Student Learning Plan

Attachments required for new certificates:

Certificate Proposal:

The department and college that propose an undergraduate academic credit certificate program must provide for approval the following information. Please provide in a separate attachment.

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Requirements

Desired outcomes

Assessment procedures

Estimated budget and staff required

Evidence of approval of their certificate program through internal academic

channels

Admission procedures for free-standing certificates

Assessment of Student Learning Plan:

Find more information at:

http://www.k-state.edu/assessment/toolkit/planning/newprograms.html

contact the Office of Assessment for assistance and feedback

For Minors Only	(NEW)	
Is this a new minor in an area of study where no KBOR approved degree program exists?	○ Yes ○ No	
Minor offered externally?	External (Minor is available to individuals with baccalaureate or advanced degrees awarded from accredited colleges and universities other than K-State)	
Attachments?	Minor Proposal Optional: Assessment of Student Learning Plan (required only for minors designated "External")	

Attachments required for new minors:

Minor Proposal:

Program Requirements

Minors designated "External" must include: Rationale, Proposed Delivery Mechanism, Need for Additional Resources, Projected Enrollent/Evidence of Need, Admission Requirements, Program Assessment

Launch the proposal (NEW)



IMPORTANT: Launch the proposal

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For Acalog Use Only (NEW)		
Program Type	Degree Type	
Status Active Inactive	3	
Plan Code CNPLEST		
Sub-Plan(s)		
Actual Effective Term		
KSIS		
Acalog- Undergraduate		
Acalog-Graduate		
DARS		
Global Campus		
KBOR Approval		
Planning and Analysis		
Implementation Notes		
Form Revised: 7-31-2019		
DO NOT USE THE FOLLOWING FIEL	-D (Prospective Curriculum): For Future Use	
Prospective Curriculum*		

Data Analytics Certificate

Curriculum Form - Change

General Catalog	Information (CHANGE)
Contact person (name, email, phone)*	Chwen Sheu, cheu@k-state.edu, 532-4363
Type of Program*	Program Shared Core
	Hint: Always select "Program"
Program level*	✓ Undergraduate☐ Graduate

HINT: Select "Graduate" for Concurrent undergraduate/graduate programs



IMPORTANT: Import curriculum information

Click the Import icon above

Select catalog

Select "Name" in the "Or Add Filter" drop down

Type FULL word(s) included in the curriculum name or use * wildcard

Click "Search Available Curriculum"

Select desired curriculum

Click "Import this Item"



Do not change imported curriculum data until after proposal is launched.

Go to "Rationale and Impact" section next

Department*	
Department.	College of Business Administration
Drogram Namo* [Pata Analytics Cortificato

Curriculum Proposals scheduled to be acted on by FS Academic Affairs on November 5, 2019

Catalog Description*

Data analytics (DA) is the extensive use of analytical tools and technologies to develop insights from structured and unstructured data ("big data"). There is an increasing demand for managers and analysts with talents ("data savvy") in managing and analyzing data and applying the findings to fact-based decisions, action, and learning.

The purpose of the Certificate in DA is to provide an opportunity for K-State students to develop strong talent in such areas as data-driven problem understanding and solving, data collection and management, information visualization, and storytelling. The DA certificate will help K-State students to distinguish themselves as "data savvy" in their professional fields.

Other Requirements:

- Students must earn at least a 2.5 GPA on all courses taken to fulfill the requirements of the certificate program.
- The certificate will be issued by the K-State College of Business Administration and noted on the transcript.
- The certificate can be earned post-baccalaureate.
- Certificate can be completed by degree seeking students at Kansas State University or obtained as a credential on its own (free-standing). Students who do not intend to become a candidate for a bachelor's degree at Kansas State University must apply for admission as a non-degree, certificate-seeking student. Such students must submit the admission application, application fee, and transcripts. Applicants must provide documentation of high school or GED completion and, if college courses have been attempted, official transcripts demonstrating a cumulative GPA of 2.0 or higher for all post-secondary coursework. Students who later choose to pursue a bachelor's degree must apply for admission as a degree-seeking student.

Rationale and Impact (CHANGE)



IMPORTANT: Describe rationale for proposal

Rationale: What is We are adding two courses to the list of electives offered for the certificate. chaging?* The courses are CIS 531 Introduction to Programming Techniques for Data Science and Analytics Credits: (3) and MANGT 663 Supply Chain Analytics Credits: 3.

Rationale: Why is This will give the student doing the certificate more choices in choosing their it changing?* electives for the certificate.

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Additional information (if necessary)



WARNING: Summarize impact on other units

Explain effects this proposal will have on program requirements or enrollments Added or removed courses? List them here Do added or removed courses affect enrollment in another college? Failure to contact impacted units and include responses can cause delay Include responses (or lack of response) in box below or attach copies

Impact The only unit this will impact will be the Department of Computer Science. Statement* Below is a letter of support from them supporting adding CIS 531 to the Certificate of Data Analytics.

> Letter of Support: CIS 531 From: Rodney Howell

Sent: Tuesday, April 16, 2019 3:50 PM

To: Chwen Sheu

Cc: Roger McHaney; Bongsug Chae; Scott DeLoach; William Hsu

Subject: Re: Analytics course vote today?

Chwen,

It's fine with us if CIS 531 is added to the data analytics certificate. It will be offered online.

Rod

On 4/16/2019 10:31 AM, Chwen Sheu wrote: Rodney,

Thanks for the update. Our college would support your suggestion. CIS 731 is currently the required course for the MS-DA program. I expect the demand for that course increases in the next few years.

Also, can I add the proposed CIS 531 to our undergrad data analytics certificate? Is it also offered online?

Chwen

Chwen Sheu, Ph.D. Paul Edgerley Chair in Bus Ad Associate Dean College of Business Administration Kansas State University Manhattan, KS 66506 (785) 532-4363 http://www.chwensheu.com



IMPORTANT: Select Projected Term

Projected Term*

Need help? See deadlines http://www.k-state.edu/curriculog/deadlines/index.html

More Curriculur	m Information (CHANGE)	
ATTENTION:	After launch, update the fields in this section only if needed	
Total Hours Required		
Degree Code		
Select the percent of instructional content of this program that is delivered by distance methods	No distance Less than 50% 50-74% 75-99% 100%	
Curriculum Attributes		
If new courses are proposed to support this curriculum, then list them here:		
Note: Proposals for new courses must be submitted separately		
Transition Plan		
Subplans represent an approved group of courses creating a speciality within a major field of study. Often referred to as an option, emphasis, track or concentration. If you are adding or removing subplans to this curriculum, please list them here:		
Subplans to Add		
Subplans to Remove		

Attachments (CHANGE)



IMPORTANT: Attach Curriculum Requirements document

Curriculum Proposals scheduled to be acted on by FS Academic Affairs on November 5, 2019

The left side (From) contains the current list of courses for the curriculum; strike through the deleted courses or wording

The right side (To) contains the proposed list of courses for the curriculum; underline new courses or wording

Click checkbox below after the required document is uploaded

You may use Appendix D as your template found at: http://www.k-state.edu/curriculog/approvals/index.html

Attachments?*	Curriculum Requirements
---------------	-------------------------

Routing (CHANGE)

Does your Yes No No department have a Department Curriculum Committee?*



WARNING: For the following question, select

<u>YES</u> for all program/major name changes; and for name changes to minors where a current KBOR-approved degree program does not exist

NO for all other changes (includes name changes for certificates; includes name changes for minors where a current KBOR-approved degree program exists; includes adding new options/tracks to existing majors)

KBOR Approval O Yes No No Required?*

Approval Type (CHANGE)



IMPORTANT: Determine Approval Type

Determine if changes <u>require</u> the "Standard" approval process Select Approval Type

Review impact statement to be sure

If "Standard" is not selected provide justification

Incorrect decisions will delay your proposal

If you are not sure select "Standard"

If you need assistance, contact your college curriculum representative

Curriculum Proposals scheduled to be acted on by FS Academic Affairs on November 5, 2019

the "Standard" approval process by selecting changes included in this proposal		Changing the required total number of credits for completion of a program
	V	Curriculum change (impacts another unit outside the college)
		Addition or deletion of course(s) that impacts enrollment of courses outside the college
	V	Addtion of course outside college not previously required
		Addition of an academic sub-plan (option, specialization, etc)
		Deletion of an academic sub-plan (option, specialization, etc)
		Name change of a program
		Re-write of a curriculum
		In the college of Health and Human Sciences, the change impacts another department within the college



STOP:

Proposals follow the "Standard" approval process by default.

If you selected one of the boxes in the previous question, then select"Standard" If you did NOT check one of the boxes, and your change is minor and does not affect another unit outside your college, then the proposal may follow a shortened approval process

Select the correct Approval Type below

Approval Type*	Standard



WARNING: If "Standard" is NOT selected:

Provide
 justification
 explaining why
 you believe this
 proposal should
 NOT follow the
 "Standard"
 approval process

For Arts and Sciences
proposals that are
NOT "Standard":
Click "Yes" if
course enrollment
in another Arts
and Sciences
department will
be affected



IMPORTANT: Launch the proposal

Curriculum Proposals scheduled to be acted on by FS Academic Affairs on November 5, 2019

The proposal moves to the Originator step

Then make change to curriculum information fields above

ATTENTION: After launching the proposal, while on the Originator step:

Change curriculum information

Click the Decisions icon above

Approve the proposal

or Acarog Osc	Only (CHANGE)		
Program Type	Certification	Degree Type	Certificate
Status	Active-Visible		
Plan code			
Sub-Plan(s)			
Actual Effective Term			
KSIS			
Acalog- Undergraduate			
Acalog-Graduate			
DARS			
Global Campus			
KBOR Approval			
Planning and Analysis			
Implementation Notes			

Form Revised: 7-31-2019

NO NOT USE THE FOLLOWING FIELD (Curriculum): For Future Use

Curriculum Proposals scheduled to be acted on by FS Academic Affairs on November 5, 2019

Core Courses (9 credit hours)

MIS 665 Business Analytics and Data Mining MIS 670 Social Media Analytics and Web Mining MKTG 580 Marketing Analytics Fundamentals

Elective Courses

Select 2 of the following six courses:

ECON 630 Introduction to Econometrics FINAN 623 Financial Modeling MANGT 521 Managerial Decision Analytics MKTG 642 Marketing Research MKTG 581 Applications of Marketing Analytics MIS 422 Studio 2: Business Database Systems

Total credit hours: (15)

Curriculog

Attachment 5

Curriculum Proposals scheduled to be acted on by FS Academic Affairs on November 5, 2019

English and Journalism (EDENJ) Teacher Licensure Program

Curriculum Form - Change

General Catalog	General Catalog Information (CHANGE)		
Contact person (name, email, phone)*	Dr. Vicki Sherbert		
Type of Program*	Program Shared Core		
	Hint: Always select "Program"		
Program level*	☑ Undergraduate □ Graduate		

HINT: Select "Graduate" for Concurrent undergraduate/graduate programs



IMPORTANT: Import curriculum information

Click the Import icon above

Select catalog

Select "Name" in the "Or Add Filter" drop down

Type FULL word(s) included in the curriculum name or use * wildcard

Click "Search Available Curriculum"

Select desired curriculum

Click "Import this Item"



Do not change imported curriculum data until after proposal is launched.

Go to "Rationale and Impact" section next

Department*	
	Curriculum and Instruction
Drogram Namo*	English and Journalism (EDENI) Toochor Liconsura Drogram

Curriculum Proposals scheduled to be acted on by FS Academic Affairs on November 5, 2019

Catalog [PLEASE FORMAT AS CURRENTLY IN CATALOG] Description*

Rationale and Impact (CHANGE)



IMPORTANT: Describe rationale for proposal

Rationale: What is Courses offered as the program plan of study. chaging?*

Rationale: Why is Journalism has changed courses, this is the College of ED response to those it changing?* changes.

Rationale: **Additional** information (if necessary)



WARNING: Summarize impact on other units

Explain effects this proposal will have on program requirements or enrollments Added or removed courses? List them here Do added or removed courses affect enrollment in another college? Failure to contact impacted units and include responses can cause delay Include responses (or lack of response) in box below or attach copies

Impact Response to Journalism Course Changes. Statement*



IMPORTANT: Select Projected Term

Projected Term* 2202 Spring 2020

Need help? See deadlines http://www.k-state.edu/curriculog/deadlines/index.html

More Curriculum Information (CHANGE)



 $lue{oldsymbol{arphi}}$ ATTENTION: After launch, update the fields in this section only if needed

Total Hours Required

Dagraa Cada

Attachment 5

Curriculum Proposals scheduled to be acted on by FS Academic Affairs on November 5, 2019

program that is delivered by distance methods	Less than 50%
Curriculum Attributes	
If new courses are proposed to support this curriculum, then list them here:	

Note: Proposals for new courses must be submitted separately

Transition Plan

Subplans represent an approved group of courses creating a speciality within a major field of study. Often referred to as an option, emphasis, track or concentration. If you are adding or removing subplans to this curriculum, please list them here:

Subplans to Add Subplans to Remove

Attachments (CHANGE)



IMPORTANT: Attach Curriculum Requirements document

To add and view attachments use the Files icon (upper right)



The left side (From) contains the current list of courses for the curriculum; strike through the deleted courses or wording

The right side (To) contains the proposed list of courses for the curriculum; underline new courses or wording

Click checkbox below after the required document is uploaded

You may use Appendix D as your template found at: http://www.k-state.edu/curriculog /approvals/index.html

Attachments?* ■ Curriculum Requirements

Does your department have a Department Curriculum	
Committee?*	
	R-approved degree program does not exist her changes (includes name changes for certificates; includes name
	minors where a current KBOR-approved degree program exists;

Approval Type (CHANGE)



IMPORTANT: Determine Approval Type

Determine if changes require the "Standard" approval process
Select Approval Type
Review impact statement to be sure
If "Standard" is not selected provide justification
Incorrect decisions will delay your proposal
If you are not sure select "Standard"
If you need assistance, contact your college curriculum representative

Determine if changes require the "Standard"	Changing the required total number of credits for completion of a program
approval process by selecting	Curriculum change (impacts another unit outside the college)
changes included in this proposal	Addition or deletion of course(s) that impacts enrollment of courses outside the college
	Addtion of course outside college not previously required
	Addition of an academic sub-plan (option, specialization, etc)
	Deletion of an academic sub-plan (option, specialization, etc)
	Name change of a program
	Re-write of a curriculum
	In the college of Health and Human Sciences, the change impacts another department within the college

Attachment 5

Curriculum Proposals scheduled to be acted on by FS Academic Affairs on November 5, 2019



STOP:

Proposals follow the "Standard" approval process by default.

If you selected one of the boxes in the previous question, then select"Standard" If you did NOT check one of the boxes, and your change is minor and does not affect another unit outside your college, then the proposal may follow a shortened approval process

Select the correct Approval Type below

Approval Type*	Standard
warning:	If "Standard" is NOT selected:
Provide justification explaining why you believe this proposal should NOT follow the "Standard" approval process	
For Arts and Sciences proposals that are NOT "Standard": Click "Yes" if course enrollment in another Arts and Sciences department will be affected	○ Yes



IMPORTANT: Launch the proposal

Click the Launch icon above

The proposal moves to the Originator step

Then make change to curriculum information fields above

ATTENTION: After launching the proposal, while on the Originator step:

Change curriculum information

Click the Decisions icon above

Approve the proposal

Curriculum Proposals scheduled to be acted on by FS Academic Affairs on November 5, 2019

Program Type	Licensure	Degree Type
Status	Active-Visible	
Plan code		
Sub-Plan(s)		
Actual Effective Term		
KSIS		
Acalog- Undergraduate		
Acalog-Graduate		
DARS		
Global Campus		
KBOR Approval		
Planning and Analysis		
Implementation Notes		

Form Revised: 7-31-2019

NO NOT USE THE FOLLOWING FIELD (Curriculum): For Future Use



One of the following:

ENGL 361 British Survey I ENGL 362 British Survey II

One of the following:

ENGL 381 American Survey I ENGL 382 American Survey II

Required:

ENGL - World Literature course Credits: 3

ENGL 310 Introduction to Literary

Studies

ENGL 350 Introduction to

Shakespeare

ENGL 400 Advanced Expository Writing for Prospective Teachers

ENGL 435 Linguistics for Teachers of

English

ENGL 545 Literature for Adolescents

MC 110 Mass Communication in Society

MC 200 News Reporting and Writing

Across Platforms

MC 340 Editing for Print and Online

Media

MC 251 Digital News

MC 331 Digital Photography for Mass

Media

MC 406 KKSU-TV News Reporting

MC 466 Law of Mass Communications

MC 605 Supervision of School

Publications

International Business Certificate

Curriculum Form - Change

General Catalog Information (CHANGE)		
Contact person (name, email, phone)*	Swinder Janda, swinder@k-state.edu, 532-5439	
Type of Program*	Program Shared Core	
	Hint: Always select "Program"	
Program level*	✓ Undergraduate☐ Graduate	

HINT: Select "Graduate" for Concurrent undergraduate/graduate programs



IMPORTANT: Import curriculum information

Click the Import icon above

Select catalog

Select "Name" in the "Or Add Filter" drop down

Type FULL word(s) included in the curriculum name or use * wildcard

Click "Search Available Curriculum"

Select desired curriculum

Click "Import this Item"



Do not change imported curriculum data until after proposal is launched.

Go to "Rationale and Impact" section next

Department*	
Department.	College of Business Administration
Drogram Namo*	International Business Cartificate

Curriculum Proposals scheduled to be acted on by FS Academic Affairs on November 5, 2019

Catalog Description*

The certificate in international business is open to all students, and it appeals to students seeking adventure, growth, and international exposure that will enhance their personal and professional development. The certificate will be awarded to students who achieve a superior level of expertise in international aspects of business. This certificate will be noted on the student's transcript.

Rationale and Impact (CHANGE)



IMPORTANT: Describe rationale for proposal

chaging?*

Rationale: What is As an overview, the main changes are that foreign language requirement is optional (in keeping with the norm at most schools) and we have added International Economics as a required course INSTEAD of World Geography (which is now an elective).

Rationale: Why is The changes are being made to make the certificate consistent with similar it changing?* certificates offered at other schools.

Rationale: **Additional** information (if necessary)



WARNING: Summarize impact on other units

Explain effects this proposal will have on program requirements or enrollments

Added or removed courses? List them here

Do added or removed courses affect enrollment in another college?

Failure to contact impacted units and include responses can cause delay

Include responses (or lack of response) in box below or attach copies

Impact This will impact the Department of Economics since we are adding a new econ course to our elective list. This course is ECON 684 International Finance and Open Economy Macroeconomics. We are in the process of getting an approval at this time. No other impacts on units outside the College of Business.

Update - File attached showing email string from Dept of Econ approving adding ECON 684 as an elective in the certificate.



IMPORTANT: Select Projected Term

Projected Term*

2205 Fall 2020

Need help? See deadlines http://www.k-state.edu/curriculog/deadlines/index.html

More Curriculum Information (CHANGE)



ATTENTION: After launch, update the fields in this section only if needed

Total Hours

Curriculum Proposals scheduled to be acted on by FS Academic Affairs on November 5, 2019

Degree Code	
Select the percent of instructional content of this program that is delivered by distance methods	Less than 50%
Curriculum Attributes	
If new courses are proposed to support this curriculum, then list them here:	
	Note: Proposals for new courses must be submitted separately
Transition Plan	
study. Often referre	nt an approved group of courses creating a speciality within a major field of ed to as an option, emphasis, track or concentration. If you are adding or to this curriculum, please list them here:
Subplans to Add	
Subplans to Remove	

Attachments (CHANGE)



IMPORTANT: Attach Curriculum Requirements document

To add and view attachments use the Files icon (upper right)



The left side (From) contains the current list of courses for the curriculum; strike through the deleted courses or wording

The right side (To) contains the proposed list of courses for the curriculum; underline new courses or wording

Click checkbox below after the required document is uploaded

You may use Appendix D as your template found at: http://www.k-state.edu/curriculog /approvals/index.html

Attachment 5

Curriculum Proposals scheduled to be acted on by FS Academic Affairs on November 5, 2019

	Curriculum Requirements
uting (CHAN	GE)
iting (Chair	GL)
Does your department have a Department Curriculum Committee?*	Yes No
NARNING:	For the following question, select
 -	program/major name changes; and for name changes to minors where a
	R-approved degree program does not exist
	her changes (includes name changes for certificates; includes name
_	minors where a current KBOR-approved degree program exists; ling new options/tracks to existing majors)
	mg new options/tractic to oxioting majoro,
KBOR Approval Required?*	○ Yes No
Determine if	: Determine Approval Type changes <u>require</u> the "Standard" approval process
IMPORTANT Determine if Select Appro	: Determine Approval Type changes <u>require</u> the "Standard" approval process oval Type
IMPORTANT Determine if Select Appro Review impa	: Determine Approval Type changes <u>require</u> the "Standard" approval process
IMPORTANT Determine if Select Appro Review impa If "Standard'	: Determine Approval Type changes require the "Standard" approval process oval Type ct statement to be sure
Determine if Select Appro Review impa If "Standard'	: Determine Approval Type changes require the "Standard" approval process oval Type ct statement to be sure ' is not selected provide justification
Determine if Select Appro Review impa If "Standard' Incorrect ded If you are no	changes require the "Standard" approval process oval Type ct statement to be sure is not selected provide justification cisions will delay your proposal
Determine if Select Appro Review impa If "Standard' Incorrect ded If you are no If you need a	changes require the "Standard" approval process oval Type ct statement to be sure is not selected provide justification cisions will delay your proposal t sure select "Standard" assistance, contact your college curriculum representative
Determine if Select Appro Review impa If "Standard' Incorrect dec If you are no If you need a Determine if changes require	changes require the "Standard" approval process oval Type ct statement to be sure is not selected provide justification cisions will delay your proposal t sure select "Standard" assistance, contact your college curriculum representative
Determine if Select Appro Review impa If "Standard' Incorrect ded If you are no If you need a Determine if changes require the "Standard" approval process	changes require the "Standard" approval process val Type ct statement to be sure 'is not selected provide justification cisions will delay your proposal t sure select "Standard" essistance, contact your college curriculum representative Changing the required total number of credits for completion of a program Curriculum change (impacts another unit outside the college)
Determine if Select Appro Review impa If "Standard' Incorrect ded If you are no If you need a Determine if changes require the "Standard"	changes require the "Standard" approval process val Type ct statement to be sure ' is not selected provide justification cisions will delay your proposal t sure select "Standard" essistance, contact your college curriculum representative Changing the required total number of credits for completion of a program Curriculum change (impacts another unit outside the college)
Determine if Select Appro Review impa If "Standard" Incorrect ded If you are no If you need a Determine if changes require the "Standard" approval process by selecting	changes require the "Standard" approval process val Type ct statement to be sure ' is not selected provide justification cisions will delay your proposal t sure select "Standard" assistance, contact your college curriculum representative Changing the required total number of credits for completion of a program Curriculum change (impacts another unit outside the college)

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Addition of an academic sub-plan (option, specialization, etc)

Deletion of an academic sub-plan (option, specialization, etc)

	In the college of Health and Human Sciences, the change impacts another department within the college
STOP:	
Proposals fo	llow the "Standard" approval process by default.
	ed one of the boxes in the previous question, then select"Standard"
-	T check one of the boxes, and your change is minor and does not
affect anothe	er unit outside your college, then the proposal may follow a shortened
approval pro	cess
Select the co	rrect Approval Type below
Approval Type*	Standard
_	
warning:	If "Standard" is NOT selected:
Provide	
justification explaining why	
you believe this proposal should	
NOT follow the	
"Standard" approval process	
For Arts and Sciences	○ Yes
proposals that are NOT "Standard":	
Click "Yes" if	
course enrollment in another Arts	
and Sciences	
department will be affected	
important	: Launch the proposal
Click the Lau	ınch icon above
The proposal	I moves to the Originator step
Then make c	hange to curriculum information fields above
ATTENTION:	After launching the proposal, while on the Originator step:
Change curri	iculum information
Click the Dec	cisions icon above
Approve the	proposal

Curriculum Proposals scheduled to be acted on by FS Academic Affairs on November 5, 2019

For Acalog Use Only (CHANGE)			
Program Type	Certification	Degree Type	Certificate
Status	Active-Visible		
Plan code			
Sub-Plan(s)			
Actual Effective Term			
KSIS			
Acalog- Undergraduate			
Acalog-Graduate			
DARS			
Global Campus			
KBOR Approval			
Planning and Analysis			
Implementation Notes			

Form Revised: 7-31-2019

NO NOT USE THE FOLLOWING FIELD (Curriculum): For Future Use

Curriculum*

Foreign language requirement:

Domestic student policy:

 6 credit hours of upper level courses (beyond Level 4) in the foreign language sequence.

International student policy:

- The CIB requires proficiency in two languages. Therefore, students for whom English is not the primary language will complete a native language proficiency assessment through the Modern Languages Department to verify adequate proficiency in their native language.
 Students must pass the assessment to be able to use the indicated language as their native language for the CIB.
- An additional 6 credit hours of 300 level or higher course work focusing on communication or English writing and literature, American culture, history, society, geography or politics are required. Courses must be completed from two different areas. Three hours must be from the Department of Communication Studies or the English Department and 3 hours from one of the other departments on the list. A list of approved electives is available in the Office of Student Services.

Required Courses:

GEOG 100 World Geography & Globalization
MANGT 590 International Management
MKTG 544 International Marketing

Select 3 hours from the following list:

ECON 681 International Trade ECON 682 Development Economics FINAN 643 International Financial Management

International Overlay Course

Select 3 hours from the CBA approved international overlay course list. This course cannot double count with any of the other course requirements for the CIB.

Curriculum Proposals scheduled to be acted on by FS Academic Affairs on November 5, 2019

International Experience Requirement:

Domestic student policy:

Participate in a study abroad/student exchange program OR an international internship (summer, semester or year) that carries a minimum of three (3) K-State credit hours.

International student policy:

Studying at K-State will meet the international experience requirement.

Notes:

Students must earn a minimum of a 2.50 grade point average on courses taken to fulfill the requirement of the CIB.

No more than 25% of total credit hours required for the certificate program may be transfer hours. Student must earn at least 75% of credits that apply to the certificate program from Kansas State University OR an approved university affiliate of Kansas State University in a foreign country.

Certificate can be completed by degree seeking students at Kansas State University or obtained as a credential on its own (free standing). Students who do not intend to become a candidate for a bachelor's degree at Kansas State University must apply for admission as a non-degree, certificate-seeking student. Such students must submit the admission application, application fee, and transcripts. Applicants must provide documentation of high school or GED completion and, if college courses have been attempted, official transcripts demonstrating a cumulative GPA of 2.0 or higher for all post-secondary coursework. Students who later choose to pursue a bachelor's degree must apply for admission as a degree-seeking student.

The number of students admitted into the CIB will be based on resource availability.

Investment Management Certificate

Curriculum Form - Change

General Catalog Information (CHANGE)		
Contact person (name, email, phone)*	Ansley Chua, achua@k-state.edu, 532-6031	
Type of Program*	Program Shared Core	
	Hint: Always select "Program"	
Program level*	✓ Undergraduate☐ Graduate	

HINT: Select "Graduate" for Concurrent undergraduate/graduate programs



IMPORTANT: Import curriculum information

Click the Import icon above

Select catalog

Select "Name" in the "Or Add Filter" drop down

Type FULL word(s) included in the curriculum name or use * wildcard

Click "Search Available Curriculum"

Select desired curriculum

Click "Import this Item"



Do not change imported curriculum data until after proposal is launched.

Go to "Rationale and Impact" section next

Department*	
Department*	Finance
Drogram Namo*	Investment Management Cortificate

Curriculum Proposals scheduled to be acted on by FS Academic Affairs on November 5, 2019

Catalog Description*

The Certificate in Investment Management is intended for those students who have interests in personal investing or in the investment management industry. The required courses are designed to provide these students with the fundamentals of investing and a broader business perspective of the investment management industry. After completing this certificate students will be able to:

- Apply the principles of financial analysis to issues specific to the investment management industry, including the valuation of financial assets using fundamental analysis, the use of technical analysis for asset selection, and trading of assets in financial markets.
- Describe the role of each of the four major functional areas (accounting, finance, management, marketing, and information technology) in the investment management firm and illustrate the contributions of these areas to the success of the firm.
- Explore the legal and ethical environments within which investment management firms operate.
- Analyze financial statements and show their relationship to security valuation.
- · Identify personal and professional skills necessary for success in the investment management industry.

In addition to three required courses, students seeking the certificate will also choose two elective courses best suited for their personal career choices. These courses are designed to provide further knowledge in specific functional areas.

Students who have earned this Certificate will be able to distinguish themselves by demonstrating competency in personal investing or the investment management industry.

Rationale and Impact (CHANGE)



IMPORTANT: Describe rationale for proposal

Rationale: What is The name of the certificate is being changed from Integrated Investment **chaging?*** Management to Investment Management. New courses are being added from other colleges and some finance courses are being removed.

Rationale: Why is In order to streamline the certificate and allow a broader range of students to it changing?* take the certificate.

D-41---1-

Curriculum Proposals scheduled to be acted on by FS Academic Affairs on November 5, 2019

necessary)



WARNING: Summarize impact on other units

Explain effects this proposal will have on program requirements or enrollments
Added or removed courses? List them here
Do added or removed courses affect enrollment in another college?
Failure to contact impacted units and include responses can cause delay
Include responses (or lack of response) in box below or attach copies

Impact Statement*

Impact Name of Certificate changing to Certificate in Investment Management.

New course added to Core Courses: FINAN 250 Personal Investing and Risk Management Credits: (3). Students will have a choice of taking either FINAN 250 or FINAN 450 Principles of Finance Credits: (3)

Remove courses from Elective Courses: FINAN 623 Financial Modeling Credits: (3), FINAN 653 Security and Portfolio Analysis Credits: (3), and MANGT 566 Computer Systems for Finance and Investment Management Credits: (3). Also students will not be able to substitute FINAN 510 and FINAN 520 (both must be completed) for FINAN 500.

New courses being added to Elective Course area: AGEC 520 Market Fundamentals and Futures/Options Trading Credits: (3), COMM 526 Persuasion Credits: (3), ECON 530 Money and Banking Credits: (3), IMSE 530 Engineering Economic Analysis Credits: (2) and IMSE 532 Industrial Project Evaluation Credits: (1), MATH 501 Mathematical Foundations of Actuarial Science Credits: (3), MKTG 542 Fundamentals of Professional Selling Credits: (3), and PFP 305 Advanced Personal Financial Planning Credits: (3).

Letters of Support are added as a file attachment.



IMPORTANT: Select Projected Term

Projected Term* 2205 Fall 2020

Need help? See deadlines http://www.k-state.edu/curriculog/deadlines/index.html

More Curriculum Information (CHANGE)



ATTENTION: After launch, update the fields in this section only if needed

Total Hours Required

Degree Code

Attachment 5

Curriculum Proposals scheduled to be acted on by FS Academic Affairs on November 5, 2019

program that is delivered by	Less than 50%
distance methods	50-74%
	75-99%
	100%
Curriculum Attributes	
If new courses are proposed to support this curriculum, then list them here:	
	Note: Proposals for new courses must be submitted separately
Transition Plan	
-	nt an approved group of courses creating a speciality within a major field of
	ed to as an option, emphasis, track or concentration. If you are adding or to this curriculum, please list them here:
removing subplans	
removing subplans Subplans to Add Subplans to	to this curriculum, please list them here:
Subplans to Add Subplans to Remove	to this curriculum, please list them here:
Subplans to Add Subplans to Remove Attachments (C	to this curriculum, please list them here:
Subplans to Add Subplans to Add Subplans to Remove Attachments (C IMPORTAN To add and vi The left side (CHANGE) T: Attach Curriculum Requirements document
Subplans to Add Subplans to Add Subplans to Remove Attachments (C IMPORTAN To add and vi The left side (the deleted co	CHANGE) T: Attach Curriculum Requirements document ew attachments use the Files icon (upper right) From) contains the current list of courses for the curriculum; strike through ourses or wording (To) contains the proposed list of courses for the curriculum; underline new

Attachments?*
Curriculum Requirements

56 of 77 10/25/2019, 10:23 AM

You may use Appendix D as your template found at: http://www.k-state.edu/curriculog

/approvals/index.html

outing (CHANGE)		
Does your department have a Department Curriculum Committee?*	Yes No	
warning:	For the following question, select	
YES for all p	For the following question, select rogram/major name changes; and for name changes to minors where a R-approved degree program does not exist	
YES for all p	rogram/major name changes; and for name changes to minors where a	
YES for all p current KBOI <u>NO</u> for all otl	rogram/major name changes; and for name changes to minors where a R-approved degree program does not exist	

Approval Type (CHANGE)

KBOR Approval Yes No Required?*



IMPORTANT: Determine Approval Type

Determine if changes $\underline{\text{require}}$ the "Standard" approval process

Select Approval Type

Review impact statement to be sure

If "Standard" is not selected provide justification

Incorrect decisions will delay your proposal

If you are not sure select "Standard"

If you need assistance, contact your college curriculum representative

Determine if changes require the "Standard"	Changing the required total number of credits for completion of a program
approval process by selecting	$\begin{tabular}{ll} \hline & & & & & \\ \hline & & & & & \\ \hline & & & & \\ \hline & & & &$
changes included in this proposal	Addition or deletion of course(s) that impacts enrollment of courses outside the college
	Addtion of course outside college not previously required
	Addition of an academic sub-plan (option, specialization, etc)
	Deletion of an academic sub-plan (option, specialization, etc)
	✓ Name change of a program
	Re-write of a curriculum
	In the college of Health and Human Sciences, the change impacts another department within the college

Attachment 5

Curriculum Proposals scheduled to be acted on by FS Academic Affairs on November 5, 2019



STOP:

Proposals follow the "Standard" approval process by default.

If you selected one of the boxes in the previous question, then select"Standard" If you did NOT check one of the boxes, and your change is minor and does not affect another unit outside your college, then the proposal may follow a shortened approval process

Select the correct Approval Type below

Approval Type*	Standard
warning:	If "Standard" is NOT selected:
Provide justification explaining why you believe this proposal should NOT follow the "Standard" approval process	
For Arts and Sciences proposals that are NOT "Standard": Click "Yes" if course enrollment in another Arts and Sciences department will be affected	○ Yes



IMPORTANT: Launch the proposal

Click the Launch icon above

The proposal moves to the Originator step

Then make change to curriculum information fields above

ATTENTION: After launching the proposal, while on the Originator step:

Change curriculum information

Click the Decisions icon above

Approve the proposal

Curriculum Proposals scheduled to be acted on by FS Academic Affairs on November 5, 2019

Program Type	Certification	Degree Type	Certificate
Status	Active-Visible		
Plan code			
Sub-Plan(s)			
Actual Effective Term			
KSIS			
Acalog- Undergraduate			
Acalog-Graduate			
DARS			
Global Campus			
KBOR Approval			
Planning and Analysis			
Implementation Notes			

Form Revised: 7-31-2019

NO NOT USE THE FOLLOWING FIELD (Curriculum): For Future Use

Certificate Requirements

All students enrolled in the Certificate will take 9 credit hours of the core, and choose six credit hours from eligible electives.

Integrated Investment Management Core Courses (9 credit hours)

FINAN 450 Principles of Finance FINAN 451 Introduction to Integrated Investment Management FINAN 500 Investment Management Concepts

Elective Courses (6 credit hours)

Select 2 of the following four courses

ACCTG 445 Financial Statement
Analysis
FINAN 623 Financial Modeling
FINAN 653 Security and Portfolio
Analysis
MANGT 566 Computer Systems for
Finance and Investment Management
MKTG 497 Topics in Financial Services
Marketing

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Course and Certificate Completion Notes

Students must earn a minimum of 2.5 GPA on courses taken to fulfill the requirements of the Certificate in Integrated Investment Management.

No more than 25% of total credit hours required for the certificate may be transfer credits. Students must earn at least 75% of credits that apply to the certificate from Kansas State University or an approved university affiliate of Kansas State University in a foreign country.

Students will be able to substitute FINAN 510 and FINAN 520 (both must be completed) for FINAN 500.

FINAN 510 Financial Institutions and Markets [After] and **FINAN 520 Investments**

[After] Certificate can be completed by degree seeking students at Kansas State University or obtained as a credential on its own (free-standing). Students who do not intend to become a candidate for a bachelor's degree at Kansas State University must apply for admission as a non-degree, certificate-seeking student. Such students must submit the admission application, application fee, and transcripts. Applicants must provide documentation of high school or GED completion and, if college courses have been attempted, official transcripts demonstrating a cumulative GPA of 2.0 or higher for all post-secondary coursework. Students who later choose to pursue a bachelor's degree must apply for admission as a degree-seeking student.

Total credit hours: (15)

Curriculum Proposals scheduled to be acted on by FS Academic Affairs on November 5, 2019

Journalism (EDJOR) Teacher Licensure Program

Curriculum Form - Change

General Catalog Information (CHANGE)		
Contact person (name, email, phone)*		
Type of Program*	Program Shared Core	
	Hint: Always select "Program"	
Program level*	✓ Undergraduate☐ Graduate	

HINT: Select "Graduate" for Concurrent undergraduate/graduate programs



IMPORTANT: Import curriculum information

Click the Import icon above

Select catalog

Select "Name" in the "Or Add Filter" drop down

Type FULL word(s) included in the curriculum name or use * wildcard

Click "Search Available Curriculum"

Select desired curriculum

Click "Import this Item"



Do not change imported curriculum data until after proposal is launched.

Go to "Rationale and Impact" section next

	Denartment*	
Department*	Curriculum and Instruction	
	Drogram Namo*	Journalism (EDJOD) Taachar Lie

Curriculum Proposals scheduled to be acted on by FS Academic Affairs on November 5, 2019

Catalog [PLEASE USE FORMAT AS CURRENTLY IN CATALOG] Description*

Rationale and Impact (CHANGE)



IMPORTANT: Describe rationale for proposal

Rationale: What is Curriculum for ED Journalism chaging?*

Rationale: Why is Journalism has dropped courses it changing?*

Rationale: **Additional** information (if necessary)



WARNING: Summarize impact on other units

Explain effects this proposal will have on program requirements or enrollments Added or removed courses? List them here Do added or removed courses affect enrollment in another college? Failure to contact impacted units and include responses can cause delay Include responses (or lack of response) in box below or attach copies

Impact Journalism did this coursework, this is our response to their changes. Statement*



IMPORTANT: Select Projected Term

Projected Term* **2202 Spring 2020**

Need help? See deadlines http://www.k-state.edu/curriculog/deadlines/index.html

More Curriculum Information (CHANGE)



ATTENTION: After launch, update the fields in this section only if needed

Total Hours Required

Dearee Code

Curriculum Proposals scheduled to be acted on by FS Academic Affairs on November 5, 2019

program that is delivered by distance methods	Less than 50%
Curriculum Attributes	
If new courses are proposed to support this curriculum, then list them here:	

Note: Proposals for new courses must be submitted separately

Transition Plan

Subplans represent an approved group of courses creating a speciality within a major field of study. Often referred to as an option, emphasis, track or concentration. If you are adding or removing subplans to this curriculum, please list them here:

Subplans to Add Subplans to Remove

Attachments (CHANGE)



IMPORTANT: Attach Curriculum Requirements document

To add and view attachments use the Files icon (upper right)



The left side (From) contains the current list of courses for the curriculum; strike through the deleted courses or wording

The right side (To) contains the proposed list of courses for the curriculum; underline new courses or wording

Click checkbox below after the required document is uploaded

You may use Appendix D as your template found at: http://www.k-state.edu/curriculog /approvals/index.html

Attachments?* ■ Curriculum Requirements

Attachment 5

Curriculum Proposals scheduled to be acted on by FS Academic Affairs on November 5, 2019

Routing (CHANGE)		
Does your department have a Department Curriculum Committee?*	● Yes ○ No	
<u>YES</u> for all p	For the following question, select rogram/major name changes; and for name changes to minors where a R-approved degree program does not exist	

NO for all other changes (includes name changes for certificates; includes name changes for minors where a current KBOR-approved degree program exists; includes adding new options/tracks to existing majors)

KBOR Approval	Yes No
Required?*	163
<u> </u>	

Approval Type (CHANGE)



IMPORTANT: Determine Approval Type

Determine if changes <u>require</u> the "Standard" approval process Select Approval Type

Review impact statement to be sure

If "Standard" is not selected provide justification

Incorrect decisions will delay your proposal

If you are not sure select "Standard"

If you need assistance, contact your college curriculum representative

Determine if changes require the "Standard"	Changing the required total number of credits for completion of a program
approval process by selecting	Curriculum change (impacts another unit outside the college)
changes included in this proposal	Addition or deletion of course(s) that impacts enrollment of courses outside the college
	Addtion of course outside college not previously required
	Addition of an academic sub-plan (option, specialization, etc)
	Deletion of an academic sub-plan (option, specialization, etc)
	Name change of a program
	Re-write of a curriculum
	In the college of Health and Human Sciences, the change impacts another department within the college

Attachment 5

Curriculum Proposals scheduled to be acted on by FS Academic Affairs on November 5, 2019



STOP:

Proposals follow the "Standard" approval process by default.

If you selected one of the boxes in the previous question, then select"Standard" If you did NOT check one of the boxes, and your change is minor and does not affect another unit outside your college, then the proposal may follow a shortened approval process

Select the correct Approval Type below

Approval Type*	Standard
warning:	If "Standard" is NOT selected:
Provide justification explaining why you believe this proposal should NOT follow the "Standard" approval process	
For Arts and Sciences proposals that are NOT "Standard": Click "Yes" if course enrollment in another Arts and Sciences department will be affected	○ Yes



IMPORTANT: Launch the proposal

Click the Launch icon above

The proposal moves to the Originator step

Then make change to curriculum information fields above

ATTENTION: After launching the proposal, while on the Originator step:

Change curriculum information

Click the Decisions icon above

Approve the proposal

Attachment 5

Curriculum Proposals scheduled to be acted on by FS Academic Affairs on November 5, 2019

Program Type	Licensure	Degree Type
Status	Active-Visible	
Plan code		
Sub-Plan(s)		
Actual Effective Term		
KSIS		
Acalog- Undergraduate		
Acalog-Graduate		
DARS		
Global Campus		
KBOR Approval		
Planning and Analysis		
Implementation Notes		

Form Revised: 7-31-2019

NO NOT USE THE FOLLOWING FIELD (Curriculum): For Future Use

Curriculum*

Bachelor degree requirements

Students seeking this teacher licensure program must complete the bachelor degree requirements for secondary education, including the general education requirements, teacher education courses, and the teaching field requirements listed here.

Licensure requirements (42 credit hours)

MC 110 Mass Communication in

Society

MC 120 Principles of Advertising

MC 130 Writing Conventions and

Mechanics

MC 131 Elements of Media Writing

MC 132 Writing Styles and Audiences

MC 160 Principles of Journalism

MC 180 Principles of Public Relations

MC 191 Audio Production Foundations

MC 192 Pixel Foundations

MC 193 Video Production Foundations

MC 194 Social Media Foundations

MC 195 Vector Foundations

MC 196 Web-CMS Foundations

MC 200 News Reporting and Writing

Across Platforms

MC 251 Digital News

MC 331 Digital Photography for Mass

Media

MC 340 Editing for Print and Online

Media

MC 406 KKSU-TV News Reporting

MC 466 Law of Mass Communications

MC 605 Supervision of School

Publications

Attachment 5

Curriculum Proposals scheduled to be acted on by FS Academic Affairs on November 5, 2019

Professional Strategic Selling Certificate (PSS)

Curriculum Form - Change

General Catalog	eneral Catalog Information (CHANGE)		
Contact person (name, email, phone)*	Dawn Deeter-Schmelz, ddeeter@k-state.edu, 532-6880		
Type of Program*	Program		
	Shared Core		
	Hint: Always select "Program"		
Program level*	✓ Undergraduate☐ Graduate		
	Graduate		

HINT: Select "Graduate" for Concurrent undergraduate/graduate programs



IMPORTANT: Import curriculum information

Click the Import icon above

Select catalog

Select "Name" in the "Or Add Filter" drop down

Type FULL word(s) included in the curriculum name or use * wildcard

Click "Search Available Curriculum"

Select desired curriculum

Click "Import this Item"



Do not change imported curriculum data until after proposal is launched.

Go to "Rationale and Impact" section next

	Donartmont*		
Department*	Marketing		
ı	Drogram Nama*	Drafaccional Stratagic Calling Cartificate (DSC)	

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Curriculum Proposals scheduled to be acted on by FS Academic Affairs on November 5, 2019

Catalog Description*

The Professional Strategic Selling Certificate is designed to prepare students for a career in sales. The program exposes students to the fundamentals of sales and through innovative curriculum and sales labs, allows them to develop the skills needed to be successful. The certificate is open to all majors within the university.

The certificate consists of 15 credit hours, one current core course in Business Administration and four courses related to sales. Entry into the PSS Certificate program is competitive. Students must apply and be accepted to the program via a behaviorally-based interview process conducted by faculty and corporate partners.

Students must earn a minimum 2.50 grade point average on courses taken to fulfill the requirements of the certificate.

No more than 25% of total credit hours required for the certificate may be transfer credits. Students must earn at least 75% of credits that apply to the certificate from Kansas State University OR an approved university affiliate of Kansas State University in a foreign country.

The certificate can be completed by degree seeking students at Kansas State University or obtained as a credential on its own (free-standing). Students who do not intend to become a candidate for a bachelor's degree at Kansas State University must apply for admission as a non-degree, certificate-seeking student. Such students must submit the admission application, application fee, and transcripts. Applicants must provide documentation of high school or GED completion and, if college courses have been attempted, official transcripts demonstrating a cumulative GPA of 2.5 or higher for all post-secondary coursework. Students who later choose to pursue a bachelor's degree must apply for admission as a degree-seeking student.

Rationale and Impact (CHANGE)



IMPORTANT: Describe rationale for proposal

Rationale: What is We are adding a new course that will be required for students earning the **chaging?*** Certificate in Professional Strategic Selling: Sales Technology.

Rationale: Why is Because we are adding a required course, we are moving MKTG 570 from it changing?* required to elective. We have also added some other electives that are current course offerings.

Rationale: **Additional** information (if

Curriculum Proposals scheduled to be acted on by FS Academic Affairs on November 5, 2019



WARNING: Summarize impact on other units

Explain effects this proposal will have on program requirements or enrollments Added or removed courses? List them here Do added or removed courses affect enrollment in another college? Failure to contact impacted units and include responses can cause delay

Include responses (or lack of response) in box below or attach copies

Impact Financial Planning will be impacted by the addition of PFP 456 Financial **Statement*** Counseling and Communications. We have received support for the inclusion of this course from Martin Seay via email on 8/23/2019. We had included a previous version of this course as an elective but it was removed accidentally.



IMPORTANT: Select Projected Term

D*		
Projected Term*	2205 Fall 2020	

Need help? See deadlines http://www.k-state.edu/curriculog/deadlines/index.html

More Curriculum Information (CHANGE)



ATTENTION: After launch, update the fields in this section only if needed

Total Hours Required	
Degree Code	
Select the percent of instructional content of this program that is delivered by distance methods	Less than 50%
Curriculum Attributes	
If new courses are proposed to support this curriculum, then list them here:	

Note: Proposals for new courses must be submitted separately

Curriculum Proposals scheduled to be acted on by FS Academic Affairs on November 5, 2019

Transition Plan

Subplans represent an approved group of courses creating a speciality within a major field of study. Often referred to as an option, emphasis, track or concentration. If you are adding or removing subplans to this curriculum, please list them here:

Subplans to Add

Subplans to Remove

Attachments (CHANGE)



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Routing (CHANGE)

Does your O Yes No department have a Department Curriculum Committee?*





WARNING: For the following question, select

YES for all program/major name changes; and for name changes to minors where a current KBOR-approved degree program does not exist

NO for all other changes (includes name changes for certificates; includes name changes for minors where a current KBOR-approved degree program exists; includes adding new options/tracks to existing majors)

Curriculum Proposals scheduled to be acted on by FS Academic Affairs on November 5, 2019

Required?*	○ Yes ○ No

Approval Type (CHANGE)



IMPORTANT: Determine Approval Type

Determine if changes <u>require</u> the "Standard" approval process Select Approval Type

Review impact statement to be sure

If "Standard" is not selected provide justification

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Determine if changes require the "Standard"	Changing the required total number of credits for completion of a program
approval process by selecting	Curriculum change (impacts another unit outside the college)
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	Deletion of an academic sub-plan (option, specialization, etc)
	Name change of a program
	Re-write of a curriculum
	In the college of Health and Human Sciences, the change impacts another department within the college



STOP:

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Select the correct Approval Type below

Approval Type*
Standard



WARNING: If "Standard" is NOT selected:

Curriculum Proposals scheduled to be acted on by FS Academic Affairs on November 5, 2019

explaining why you believe this proposal should NOT follow the "Standard" approval process			
For Arts and Sciences proposals that are NOT "Standard": Click "Yes" if course enrollment in another Arts and Sciences department will be affected			

Ð

IMPORTANT: Launch the proposal

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ATTENTION: After launching the proposal, while on the Originator step:

Change curriculum information

Click the Decisions icon above

Approve the proposal

Program Type Certification Degree Type Certificate Status Active-Visible Plan code Sub-Plan(s) Actual Effective Term KSIS Acalog-Undergraduate

Curriculum Proposals scheduled to be acted on by FS Academic Affairs on November 5, 2019

DARS	
Global Campus	
KBOR Approval	
Planning and Analysis	
Implementation Notes	

Form Revised: 7-31-2019

NO NOT USE THE FOLLOWING FIELD (Curriculum): For Future Use

Curriculum* Core Courses

MKTG 400 Introduction to Marketing MKTG 542 Fundamentals of Professional Selling MKTG 560 Sales Force Leadership MKTG 570 Advanced Selling

Elective Course: Choose one from the following courses.

COMM 321 Public Speaking II
COMM 322 Interpersonal
Communication
COMM 323 Nonverbal Communication
COMM 526 Persuasion
HM 424 Hospitality Sales and
Promotion
MANGT 662 Procurement, Logistics
and Supply Chain Design
MKTG 550 Business Marketing

Total hours required: 15

Curriculum Proposals scheduled to be acted on by FS Academic Affairs on November 5, 2019

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