

Request for Undergraduate Addition, Deletion, or Change of a Major

1. Prepare one paper copy and obtain signatures from the Department Chair/Head, Librarian, and College Dean. 2. Submit the form to your College Curriculum Committee. 3. After attaining the signature of the College Curriculum Chair, send the paper copy to Bernice Bullock in the Faculty Senate office. 4. Send an identical (sans signatures) ELECTRONIC COPY and all supporting documentation in PDF format by email to bullock@marshall.edu

College: LCOB Department/Division: Management, Marketing & MIS
 Contact Person: Katherine Karl Phone: 696-3466

ACTION REQUESTED:

Check action requested: <input type="radio"/> Addition <input type="radio"/> Deletion <input checked="" type="radio"/> Change Name of Major (provide code if this is an existing major): <u>Management (BM-10)</u>
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RATIONALE:

The proposed changes were made to reflect current trends in management education and reduce overlap in course content. More specific rationale for each change is attached.

CURRICULUM: (If addition or change, number of hours and courses; indicate if required or optional) May be submitted as separate document.

One new course will be added (MGT 428 - Negotiations) to the required course list. The following courses will become electives as opposed to required courses: MGT 360, MGT 461, MGT 423.

NOTIFICATION REQUIREMENTS:

Attach a copy of written notification regarding this curriculum request to the following:

1. **Statement of Non-Duplication:** If this major will be similar in title or content to an existing major at the university, please send a memo to the affected department and include it with this packet, as well as, the response received from the affected department.
2. If your department/division requires additional faculty, equipment, or specialized materials, attach an estimation of money and time required to secure these items.
3. Send a copy of this completed form to the Marshall University Catalog Editor.

SIGNATURES: (If disapproved at any level, do not sign. Return to previous signer.)

Department Chair/Division Head: _____	Date: _____
Librarian: _____	Date: _____
College Dean: _____	Date: _____
College Curriculum Chair: _____	Date: _____
University Curriculum Committee Chair: _____	Date: _____
Faculty Senate Chair: _____	Date: _____
VP Academic Affairs/VP Health Science _____	Date: _____

Management Major

Description of Proposed Changes

The number of required courses will remain the same (10). However, there will be 5 required courses and 5 electives. In the past there were 8 required courses and 2 electives.

The proposed required courses will include:

1. 419 Business and Society.
2. 420 Operations Management.
3. 422 Organizational Behavior.
4. 424 Human Resource Management.
5. 428 Negotiations (NEW COURSE ADDITION)
6. Management Electives (15 hours)

The current required classes include:

- 360 Introduction to Entrepreneurship.
- 423 Organizational Development.
- 425 Industrial Relations.
- 461 New Venture Dynamics.
- 419 Business and Society.
- 420 Operations Management.
- 422 Organizational Behavior.
- 424 Human Resource Management.
- Management electives (6 hours)

Rationale for Changes

1. Industrial Relations (MGT 425) was removed as a requirement because most businesses today are nonunion.
2. New Venture Dynamics (MGT 461) and Introduction to Entrepreneurship (MGT 360) were removed as required courses because not all managers will be entrepreneurs starting up new businesses.
3. Organizational Development (MGT 423) was removed as a required course because there is considerable overlap with this course and others including MGT 422, MGT 320, and MGT 460.
4. Negotiations (MGT 428) was added as a required course because this topic has become very prominent in the management literature and is a required course in many other Business schools across the country. In addition, negotiation is a common and very important activity that takes place in all types of organizations and at all levels.

Statement of Non-Duplication

The proposed changes to the management major have no impact on any other programs inside or outside the Lewis College of Business. The total number of courses is the same. The proposed course addition will address the theory and practice of negotiation in business settings and is clearly within the domain of the LCOB.