

UNDERGRADUATE CURRICULUM PROPOSAL COVER SHEET

Title of Proposal – Must begin with Department Abbreviation:

COB - Admission Policy

Check One: Full Proposal or Information Item

Effective Date for Curricular Offering: Fall 2012

FROM: Chris Brockman, Chair COB UG Curriculum Committee, 406B Fletcher Hall, 425-1750

(proposal originator: include spokesperson's name, department, office number, telephone, e-mail)

Does this require new resources from the originating department or other department? No

Please include an explanation if yes.

Faculty of the ^{College of Business} originating department approved this proposal on 3-13-2011 (date), by a vote of 30 aye votes; 1 nay votes; 0 abstentions; 17 eligible voting members absent.

The following have examined this proposal:

Dept Head/Director: _____
Printed name Signature, date Approve Neutral Disapprove*

College Curriculum Committee Date: _____ Vote: _____ Signature of Chair: _____

Spokespersons for Affected Departments:

Printed Name, Department	Signature, Date	Approve	Neutral	Disapprove*
Michael Jones ^{Finance} Marketing + Ent.	<u>[Signature]</u> 3/16/2011	X		
Stan Davis, Acctg.	<u>[Signature]</u>			
LAWRENCE P. ETTKIN	<u>[Signature]</u>	✓		
John Fulmer	<u>[Signature]</u> 3/21/11			

Dean/Director: John Fulmer [Signature] 3/21/11

University Registrar: Linda Orth [Signature] 5/18/11

Provost/Representative: Phil Oldham [Signature] 5/24/11

Lab/studio fee requested:

Provost: Phil Oldham _____
Printed name Signature, date Approve Disapprove*

*Those who disapprove may attach an explanation

ACTIONS on this proposal:	Curriculum Committee	Faculty Senate
Date the proposal was considered	<u>10-26-2011</u>	<u>12-1-11</u>
Vote of the body:	<u>7-0-1</u>	<u>16-0-0</u>
Accepted as information item (indicate date)	_____	_____
Approved as submitted (indicate date)	<u>[Signature]</u>	<u>12-1-11</u>
Approved with amendments (amendments indicated and transmitted to all signatories above, date):	<u>11-9-2011</u>	<u>12-1-11</u>
Signature of Chair:	<u>Edward Ry</u>	<u>[Signature]</u>

Proposal for College of Business Admission Policy

This proposal consists of the following three items:

- College of Business Admission Policy
- Creation of pre-Business majors in the seven Business Administration concentrations
- Prerequisite change to MGT 4400

Rationale

About 80 percent of the College of Business faculty members participated in an admission standards survey recently and over 90 percent of participating faculty supported having admission standards for students in the College of Business. The survey results indicated that the majority of faculty thinks that increasing the overall quality of College of Business students and increasing the reputation of College of Business graduates are the most important factors in accomplishing the College of Business' mission. Accordingly, the College of Business recommends the attached admission policy.

As part of this Admission Policy, the College of Business proposes the creation of pre-Business majors in the following concentrations:

- Pre-Business: Accounting
- Pre-Business: Entrepreneurship
- Pre-Business: Finance
- Pre-Business: General Management
- Pre-Business: Human Resource Management
- Pre-Business: Industrial Management
- Pre-Business: Marketing

Furthermore, as part of this proposal, the College of Business proposes the following prerequisite change, as shown by the red, underlined addition to the course description:

MGT 4400 - Strategic Management

(3) Credit Hours

This capstone course integrates all functional business courses. Using cases, students will analyze management decisions and formulate future strategies for business. A mix of small and large businesses as well as private and publicly-traded businesses will be emphasized using cases. Strategic management theory will emphasize planning from mission setting and goal development through implementation, evaluation and control. Small group activities, experimental activities, and student team presentations on future strategies for selected companies and industries. Every semester. Prerequisites: FIN 3020; MGT 3110, MGT 3150; MKT 3130; senior standing or department head approval. A student must be admitted to the College of Business before taking MGT 4400.

The rationale of this prerequisite change is to prevent a business minor who is excluded from the COB Admission Standards Policy (see below excerpt from COB Admission Policy) from taking a “back-door” approach by taking all of the required courses for a COB degree and then claiming that they have earned a business major, even though they were never admitted into the COB.

“Students must be formally accepted into the College of Business in order to take 3000-4000-level business courses, with the exception of BUS 3350 and MGT 3100. Students pursuing a business minor or pursuing degrees that require specific upper level business courses are exempt from this policy.”

Impact

There is no economic impact to the College of Business or to the University.

College of Business Admission Policy

Admission to the College of Business

Admission into the College of Business is required to earn a B.S. in Business Administration at UTC. Admission to the University does not ensure acceptance into the College of Business. Once University admission requirements are met, freshmen transfer and current UTC students who intend to pursue the B.S. in Business Administration must enroll as pre-Business majors in one of the seven Business Administration concentrations (Accounting, Entrepreneurship, Finance, General Management, Human Resource Management, Industrial Management, and Marketing). Students must then meet the College of Business admission standard before being allowed to change from pre-Business majors to any of the Business Administration concentrations. Students who do not meet the admission standard for the College of Business may remain pre-Business majors until all criteria are met. The admission standards for the College of Business are as follows:

- **Students must complete the following courses (or approved equivalents) with a C or better grade and with a cumulative GPA of 2.5:**
 - **ECON 1010 Principles of Macro Economics (3)**
 - **ECON 1020- Principles of Micro Economics (3)**
 - **MGT 1000- Computers in Business (3)**
 - **ACC 2010- Principles of Accounting I (3)**
 - **ACC 2020- Principles of Accounting II (3)**
 - **MGT 2110- Statistical Methods for Business I (3)**
 - **MGT 2120- Statistical Methods for Business II (3)**
 - **ENGL 1010 Rhetoric and Composition (3)**
 - **ENGL 1020 Rhetoric and Composition (3)**

Acceptance of transfer and substitute credits to meet the admission standard will be determined by the College. A student who transfers into the business program at UTC with any courses that are not considered comparable to the UTC curriculum or in which the grade earned is lower than a C (when required), will be required to take the appropriate UTC course.

Students must be formally accepted into the College of Business in order to take 3000-4000-level business courses, with the exception of BUS 3350 and MGT 3100. Students pursuing a business minor or pursuing degrees that require specific upper level business courses (e.g., Sports Administration) are exempt from this policy.