CALIFORNIA STATE UNIVERSITY CHANNEL ISLANDS

NEW COURSE PROPOSAL

PROGRAM AREA: BUSINESS & ECONOMICS

1. Catalog Description of the Course. [Include the course prefix, number, full title, and units. Provide a course narrative including prerequisites and corequisites. If any of the following apply, include in the description: Repeatability (May be repeated to a maximum of ___ units); time distribution (Lecture ___ hours, laboratory ___ hours); non-traditional grading system (Graded CR/NC, ABC/NC). Follow accepted catalog format.]

**BUS 510 HIGH PERFORMANCE MANAGEMENT (3)**

Three hours seminar per week
Co-Requisites: BUS 520

Develops the managerial skills that affect individual and group performance in organizations. Topics include managerial communication, team-building, negotiation, conflict resolution, and intercultural management.

2. Mode of Instruction.

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<th>Units</th>
<th>Hours per Unit</th>
<th>Benchmark Enrollment</th>
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<tbody>
<tr>
<td>Lecture</td>
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<tr>
<td>Seminar</td>
<td>3</td>
<td>1</td>
<td>25</td>
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<td>Laboratory</td>
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<td>Activity</td>
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3. Justification and Learning Objectives for the Course. (Indicate whether required or elective, and whether it meets University Writing, and/or Language requirements) [Use as much space as necessary]

This required course in the MBA curriculum will develop the managerial skills that affect individual and group performance in organizations. A skills-based approach to management education is essential to prepare the 21st century MBA graduate for success in the global marketplace. A manager requires a range of well-developed skills demonstrated under conditions of change, complexity, uncertainty, and time-pressure. Furthermore, it has been well documented that successful managers need to be well-trained in the area of communication, team-building, diversity management, and intercultural management. This is the first core course in the MBA curriculum and is offered under a learning community/cohort model.

Learning Objectives
Students who successfully complete this course will be able to:
- Clearly communicate orally and in written form, their views concerning business issues
- Demonstrate group leadership skills in leading teams and analysis of business issues
- Write analytical reports that summarize complex business issues
- Verbally present succinct summaries of recommendations to address ambiguous business and organizational situations

4. Is this a General Education Course

<table>
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<th>If Yes, indicate GE category:</th>
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<td>A (English Language, Communication, Critical Thinking)</td>
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<tr>
<td>B (Mathematics &amp; Sciences)</td>
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<tr>
<td>C (Fine Arts, Literature, Languages &amp; Cultures)</td>
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<tr>
<td>D (Social Perspectives)</td>
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<tr>
<td>E (Human Psychological and Physiological Perspectives)</td>
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YES ☐

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5. **Course Content in Outline Form.** *Be as brief as possible, but use as much space as necessary*

1. Organizational & Communication Technologies
2. Presentation Skills
3. Written Communication
4. Managerial Communication
5. Productivity Tools
6. Diagnosing Communication Problems
7. Creating Change
8. Goal Setting
9. Priority Setting / Time Management
10. Negotiation, Persuasion, and Conflict Resolution
11. Teamwork / Group Dynamics
12. Diversity Management
13. Employment Issues
15. Planning and Managing Organizational Effectiveness
16. Group Support Systems

6. **References.** *Provide 3 - 5 references on which this course is based and/or support it.*


7. **List Faculty Qualified to Teach This Course.**
   Dr. William Cordeiro
   Dr. CB Claiborne
   Business Faculty

8. **Frequency.**
   a. Projected semesters to be offered: Fall _1___ Spring _1___ Summer _____

9. **New Resources Required.**
   a. Computer (data processing), audio visual, broadcasting needs, other equipment
   b. Library needs
   c. Facility/space needs
   None

10. **Consultation.**
    Attach consultation sheet from all program areas, Library, and others (if necessary)

11. If this new course will alter any degree, credential, certificate, or minor in your program, attach a program modification.

   __William Cordeiro_______________________October 27, 2003___________________________
   Proposer of Course Date

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