

CALIFORNIA STATE UNIVERSITY CHANNEL ISLANDS
COURSE MODIFICATION PROPOSAL

Courses must be submitted by October 15, 2010, and finalized by the end of the fall semester to make the next catalog (2011-12) production

DATE (CHANGE DATE EACH TIME REVISED): 10.05.10 REV 11.18.10

PROGRAM AREA(S): BUS

Directions: All of sections of this form must be completed for course modifications. Use **YELLOWED areas to enter data. All documents are stand alone sources of course information.**

1. Course Information.

[Follow accepted catalog format.] (Add additional prefixes if cross-listed)

OLD

Prefix MGT Course# 428 Title Contract Management Units (3)

X hours lecture per week
 hours blank per week

X Prerequisites: MGT 307
 Consent of Instructor Required for Enrollment
 Corequisites:

Catalog Description (Do not use any symbols):
 Explores the study of procurement planning, negotiation, and contract administration, including the determination of need, basic contract law, methods of procurement and fundamentals of management techniques. Topics include procurement organizations, acquisition planning, source selection, pricing, types of contracts, negotiating techniques, structuring incentives, the terms and conditions of contracts, and managing contract progress.

Graded

General Education Categories
 Lab Fee Requested

CR/NC
 X A - F

Repeatable for up to units Total Completions

Course Level:
 X Undergraduate
 Post-bac/Credential
 Graduate
 Optional (Student's choice)

NEW

Prefix MGT Course# 428 Title Contract Management Units (3)

3 hours lecture per week
 hours blank per week

X Prerequisites: MGT 307
 Consent of Instructor Required for Enrollment
 Corequisites:

Catalog Description (Do not use any symbols):
 Explores the study of procurement planning, negotiation, and contract administration, including the determination of need, basic contract law, methods of procurement and fundamentals of management techniques. Topics include procurement organizations, acquisition planning, source selection, pricing, types of contracts, negotiating techniques, structuring incentives, the terms and conditions of contracts, and managing contract progress.

Graded

General Education Categories
 Lab Fee Requested

CR/NC
 X A - F

Repeatable for up to units Total Completions

Course Level:
 X Undergraduate
 Post-bac/Credential
 Graduate
 Optional (Student's choice) Enrollment in same semester

2. Mode of Instruction (Hours per Unit are defaulted)

Hegis Code(s) _____ (Provided by the Dean)

Existing

Proposed

	Units	Hours Per Unit	Benchmark Enrollment	Graded		Units	Hours Per Unit	Benchmark Enrollment	Graded	CS No. (filled out by Dean)
Lecture	<u>3</u>	<u>1</u>	<u>25</u>	X	Lecture	<u>3</u>	<u>1</u>	<u>30</u>	X	<input type="text"/>
Seminar	<input type="text"/>	<u>1</u>	<input type="text"/>	<input type="text"/>	Seminar	<input type="text"/>	<u>1</u>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Lab	<input type="text"/>	<u>3</u>	<input type="text"/>	<input type="text"/>	Lab	<input type="text"/>	<u>3</u>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Activity	<input type="text"/>	<u>2</u>	<input type="text"/>	<input type="text"/>	Activity	<input type="text"/>	<u>2</u>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Field Studies	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	Field Studies	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Indep Study	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	Indep Study	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Other blank	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	Other blank	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

3. Course Attributes:

General Education Categories: All courses with GE category notations (including deletions) must be submitted to the GE website: <http://summit.csuci.edu/geapproval>. Upon completion, the GE Committee will forward your documents to the Curriculum Committee for further processing.

A (English Language, Communication, Critical Thinking)

- A-1 Oral Communication
- A-2 English Writing
- A-3 Critical Thinking

B (Mathematics, Sciences & Technology)

- B-1 Physical Sciences
- B-2 Life Sciences – Biology
- B-3 Mathematics – Mathematics and Applications
- B-4 Computers and Information Technology

C (Fine Arts, Literature, Languages & Cultures)

- C-1 Art
- C-2 Literature Courses
- C-3a Language
- C-3b Multicultural

D (Social Perspectives)

E (Human Psychological and Physiological Perspectives)

UDIGE/INTD Interdisciplinary

Meets University Writing Requirement

Meets University Language Requirement

American Institutions, Title V Section 40404: Government US Constitution US History
Refer to website, Exec Order 405, for more information: <http://senate.csuci.edu/comm/curriculum/resources.htm>

Service Learning Course (Approval from the Center for Community Engagement must be received before you can request this course attribute).

4. Justification and Requirements for the Course. *[Make a brief statement to justify the need for the course]*

OLD

This is a required course for the Certificate in Program Management for Public Organizations. An understanding of the role of the contracting process within the government acquisition environment is essential for program managers in public organizations. The course will use cases and in-class exercises to illustrate methods of contracting and identifying problems and solutions to the contracting process including the financial, legal, technical, and managerial constraints in the process. This course will address the need to provide civilian employees in public organizations with the knowledge, skills, and abilities to manage the contracting administration process effectively. It will also prepare students to formulate and execute acquisition policies, strategies, plans and procedures.

NEW

This is a required course for the Certificate in Program Management for Public Organizations. An understanding of the role of the contracting process within the government acquisition environment is essential for program managers in public organizations. The course will use cases and in-class exercises to illustrate methods of contracting and identifying problems and solutions to the contracting process including the financial, legal, technical, and managerial constraints in the process. This course will address the need to provide civilian employees in public organizations with the knowledge, skills, and abilities to manage the contracting administration process effectively. It will also prepare students to formulate and execute acquisition policies, strategies, plans and procedures.

- Requirement for the Major/Minor
- X Elective for the Major/Minor
- Free Elective

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- X Elective for the Major/Minor
- Free Elective

Submit Program Modification if this course changes your program.

5. Student Learning Outcomes. (List in numerical order. You may wish to visit resource information at the following website: <http://senate.csuci.edu/comm/curriculum/resources.htm>)

Upon completion of the course, the student will be able to:

OLD

Upon completion of the course, the student will be able to:

NEW

Students who successfully complete this course will be able to:

- describe the fundamentals of acquisition and contracting within public organizations
- apply the principles of contract management to the acquisition process
- formulate and execute acquisition policies, strategies, plans and procedures
- identify, conceptualize, and develop solutions for successful acquisition

Students who successfully complete this course will be able to:

1. Describe orally and in writing the fundamentals of acquisition and contracting within public organizations.(2, 3)
2. Formulate and execute acquisition policies, strategies, plans and procedures (1, 5)
3. Identify, conceptualize, and develop solutions for successful acquisition (1, 5)

*Aligns with Program Learning Goals for: 1) Critical thinking, 2) Oral communication, 3) Written Communication, 4) Conduct (Ethics), 5) Competencies in discipline, 6) Collaboration

6. Course Content in Outline Form. (Be as brief as possible, but use as much space as necessary)

OLD

1. Procurement organizations
2. Acquisition planning and proposal development
3. Source selection
4. Pricing
5. Types of contracts
6. Negotiating techniques
7. Structuring incentives, the terms and conditions of contracts
8. Contract administration
9. Managing contract progress
10. Legal management
11. Financial management
12. Total quality management
13. Cost and schedule control
14. Contract termination
15. Dispute situations

NEW

1. Procurement organizations
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12. Total quality management
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14. Contract termination
15. Dispute situations

Does this course content overlap with a course offered in your academic program? Yes No

If YES, what course(s) and provide a justification of the overlap.

Does this course content overlap a course offered in another academic area? Yes No

If YES, what course(s) and provide a justification of the overlap.

Overlapping courses require Chairs' signatures.

7. Cross-listed Courses (Please note each prefix in item No. 1)

- List cross-listed courses (Signature of Academic Chair(s) of the other academic area(s) is required).**
- List each cross-listed prefix for the course:**
- Program responsible for staffing: BUS AND ECON**

8. References. [Provide 3-5 references]

OLD

1. Arnavas, Donald P., Ruberry, William J. Government Contract Guidebook, Federal Publications, Inc.
2. Hearn, Emmett E., Federal Acquisition and Contract Management, Hearn Associates, 1996.
3. Defense Contract Management, United States General Accounting Office
4. Introduction to Defense Acquisition Management, (5th Edition), 2001. Defense Acquisition University Press, Fort Belvoir, Virginia.

NEW

1. Arnavas, Donald P., Ruberry, William J. Government Contract Guidebook, Federal Publications, Inc.
2. Hearn, Emmett E., Federal Acquisition and Contract Management, Hearn Associates, 1996.

- 3. Defense Contract Management, United States General Accounting Office
- 4. Introduction to Defense Acquisition Management, (5th Edition), 2001. Defense Acquisition University Press, Fort Belvoir, Virginia.

9. Tenure Track Faculty qualified to teach this course.
 William P. Cordeiro and other business faculty

10. Requested Effective Date or First Semester offered:

11. New Resource Requested: Yes No
 If YES, list the resources needed.

- A. Computer Needs (data processing, audio visual, broadcasting, other equipment, etc.)
- B. Library Needs (streaming media, video hosting, databases, exhibit space, etc.)
- C. Facility/Space/Transportation Needs:
- D. Lab Fee Requested: Yes No (Refer to the Dean’s Office for additional processing)
- E. Other.

12. Indicate Changes and Justification for Each. [Check all that apply and follow with justification. Be as brief as possible but, use as much space as necessary.]

- | | |
|-----------------------------------------------------------------|--------------------------------------------------------------|
| <input type="checkbox"/> Course title | <input type="checkbox"/> Course Content |
| <input type="checkbox"/> Prefix/suffix | <input checked="" type="checkbox"/> Course Learning Outcomes |
| <input type="checkbox"/> Course number | <input type="checkbox"/> References |
| <input type="checkbox"/> Units | <input type="checkbox"/> GE |
| <input type="checkbox"/> Staffing formula and enrollment limits | <input type="checkbox"/> Other <input type="checkbox"/> |
| <input type="checkbox"/> Prerequisites/Corequisites | <input type="checkbox"/> Reactivate Course |
| <input type="checkbox"/> Catalog description | |
| <input checked="" type="checkbox"/> Mode of Instruction | |

Justification: Updated Student Learning Objectives (SLO) and aligns SLO with Program Learning Goals (PLG)

13. Will this course modification alter any degree, credential, certificate, or minor in your program? Yes No
 If, YES attach a program update or program modification form for all programs affected.
 Priority deadline for New Minors and Programs: **October 4, 2010** of preceding year.
 Priority deadline for Course Proposals and Modifications: **October 15, 2010**.
 Last day to submit forms to be considered during the current academic year: **April 15th**.

William P. Cordeiro

Proposer(s) of Course Modification
 Type in name. Signatures will be collected after Curriculum approval.

Date

Approval Sheet

Course:

If your course has a General Education Component or involves Center affiliation, the Center will also sign off during the approval process.

Multiple Chair fields are available for cross-listed courses.

Program Chair		
	Signature	Date
Program Chair		
	Signature	Date
Program Chair		
	Signature	Date
General Education Chair		
	Signature	Date
Center for Intl Affairs Director		
	Signature	Date
Center for Integrative Studies Director		
	Signature	Date
Center for Multicultural Engagement Director		
	Signature	Date
Center for Civic Engagement and Service Learning Director		
	Signature	Date
Curriculum Chair		
	Signature	Date
Dean of Faculty		
	Signature	Date