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): 10.7.10   REV 11.17.10; REV 11.18.10
PROGRAM AREA(S) : BUS
Directions: All of sections of this form must be completed for course modifications. Use <mark>YELLOWED</mark> areas to enter data. All documents are stand alone sources of course information.

1. **Course Information.**
   [Follow accepted catalog format.] (Add additional prefixes i f cross-listed)

OLD	NEW
Prefix MGT Course# 325 Title ENTREPRENEURIAL MANAGEMENT Units ( )	Prefix MGT Course# 325 Title ENTREPRENEURIAL MANAGEMENT Units (3)
3 hours lecture per week	3 hours lecture per week
hours blank per week	hours blank per week
Prerequisites:	Prerequisites:
Consent of Instructor Required for Enrollment	Consent of Instructor Required for Enrollment
Corequisites:	Corequisites:

Catalog Description (Do not use any symbols):
 Three hours lecture per week.
 Explores the management of start-up and small businesses. Concentrates on initial strategy, location, financing, staffing, daily activities, controls and taxes. Students develop a business plan for a small business.

Catalog Description (Do not use any symbols)**:**
 Three hours lecture per week.
 Explores the management of start-up and small businesses. Concentrates on initial strategy, location, financing, staffing, daily activities, controls and taxes. Students develop a business plan for a small business.

OLD:
General Education Categories
Graded X
CR/NC
A - F
Repeatable for up to   units
Total Completions
Multiple Enrollment in same semester
Course Level:
X   Undergraduate
Post-bac/Credential
Graduate
Optional (Student's choice)
Lab Fee Requested

NEW:
General Education Categories
Graded
CR/NC
X A - F
Repeatable for up to   units
Total Completions
Multiple Enrollment in same semester
Course Level:
X   Undergraduate
Post-bac/Credential
Graduate
Optional (Student's choice)
Lab Fee Requested

2. **Mode of Instruction (Hours per Unit are defaulted)**   **Hegis Code(s)**_____
(Provided by the Dean)

Existing

	Units	Hours Per Unit	Benchmark Enrollment	Graded
Lecture	**3**	**1**	**25**	X
Seminar		**1**		
Lab		**3**		
Activity		**2**		
Field Studies				
Indep Study				
Other blank				

Proposed

	Units	Hours Per Unit	Benchmark Enrollment	Graded	CS No. (filled out by Dean)
Lecture	**3**	**1**	**30**	X	
Seminar		**1**			
Lab		**3**			
Activity		**2**			
Field Studies					
Indep Study					
Other blank					

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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	NEW
This is an elective upper division course in the Bachelor of Science in Business Program and a required course for the Management Option. Most businesses are small businesses – less than 100 employees. Students should understand the basic concepts of starting and managing small businesses. Most students will work for small businesses after graduation; and many will start their own business.	This is an elective upper division course in the Bachelor of Science in Business Program and a required course for the Management Option. Most businesses are small businesses – less than 100 employees. Students should understand the basic concepts of starting and managing small businesses. Most students will work for small businesses after graduation; and many will start their own business.

    Requirement for the Major/Minor   Requirement for the Major/Minor
X   Elective for the Major/Minor   X   Elective for the Major/Minor
    Free Elective   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: Upon completion of the course, the student will be able to:*

OLD	NEW
1. Describe the major elements of small business management	1. Describe orally and in writing the major elements of small business management (2,3,5)
2. Analyze and present results of complex business cases	2. Analyze and present results of complex business cases (1,5)
3. Prepare and give effective oral presentations about	3. Prepare and give effective oral presentations about

small businesses

4. Perform research and write a 1000 word paper of an aspect of small business management

small businesses (2,5)

4. Conduct research and write a 1000 word paper on an aspect of small business management (3,5)

*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. Fundamentals of Entrepreneurship
2. Strategic Management and the Entrepreneur
3. Creating a Small Business
4. Buying a Small Business
5. Creating a Business Plan
6. Creating a Marketing Plan
7. Financial Essentials for Small Businesses
8. Small Business and Global Competition
9. Ecommerce and Small Businesses
10. Growing a Small Business into a Big Business

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Does this course content overlap with a course offered in your academic program? Yes [   ]   No X
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 X
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)
    A. List cross-listed courses (Signature of Academic Chair(s) of the other academic area(s) is required).
    B. List each cross-listed prefix for the course: [   ]
    C. Program responsible for staffing: [   ]

8. References. *[Provide 3-5 references]*

OLD
1. Zimmerer/Scarborough*, Essentials of Entrepreneurship and Small Business Management* (3rd Edition), Prentice Hall, 2001.
2. Drucker, Peter F.*, Innovation and Entrepreneurship*, HarperCollins, 1985.
3. Hatten, T.L.*, Small Business: Entrepreneurship and Beyond*, Prentice Hall, 1997.

NEW
1. Zimmerer/Scarborough*, Essentials of Entrepreneurship and Small Business Management* (3rd Edition), Prentice Hall, 2001.
2. Drucker, Peter F.*, Innovation and Entrepreneurship*, HarperCollins, 1985.
3. Hatten, T.L.*, Small Business: Entrepreneurship and Beyond*, Prentice Hall, 1997.

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

10. Requested Effective Date or First Semester offered: [   ]

11. New Resource Requested: Yes [   ]   No X
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. ☐

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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.]*

	Course title	☐ Course Content
	Prefix/suffix	X Course Learning Outcomes
	Course number	References
	Units	GE
	Staffing formula and enrollment limits	Other ☐
	Prerequisites/Corequisites	Reactivate Course
X	Catalog description	
X	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 Cordeiro
_____   _____
Proposer(s) of Course Modification   Date
Type in name. Signatures will be collected after Curriculum approval.

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