Expedited Course Change Cover Sheet (July 2014)

UNIVERSITY OF MARY WASHINGTON – EXPEDITED COURSE CHANGE PROPOSAL
Submit this form electronically, beginning with the first required level of review (department or college level). Each level of review passes the form and any attachments to the next level when the action is approved.

Submitted by: John Marsh
Date Prepared: January 28, 2015

Department/Discipline(s) and Course Number(s): MGMT420/MKTG 420 (from BUAD 420)

Course Title: Negotiation

Type of change (check all applicable):
- Number ___ X ___ Title _______ Credits ______ Description ______ Prerequisites _______ Deletion _______ Cross list** X

*This course number must be approved by the Office of the Registrar before the proposal is submitted.

**To cross list courses between departments/colleges, there should be two cover sheets submitted with the proposal – one by the chair of each department with signatures from the relevant College Curriculum Committee Chair.

Effective Date: FALL Semester, Year: Fall 2015

Current Catalog Entry
Prerequisites: BUAD 350, senior status; and business administration major or permission of the Associate Dean for Faculty. An exploration of negotiation techniques and strategies, including: understanding opponents, determining needs and identifying objectives, and managing concessions and power dynamics, all with an eye towards maintaining goodwill and building long-term, productive professional relationships. The course will cover individual, group, multi-party, agented, and cross-cultural negotiations, through theoretical study and practical application.

Proposed Catalog Entry
Prerequisites: BUAD 350, senior status; and business administration major or permission of the Associate Dean for Faculty. An exploration of negotiation techniques and strategies, including: understanding opponents, determining needs and identifying objectives, and managing concessions and power dynamics, all with an eye towards maintaining goodwill and building long-term, productive professional relationships. The course will cover individual, group, multi-party, agented, and cross-cultural negotiations, through theoretical study and practical application.

JUSTIFICATION (including impact on majors, minors, concentrations, and general education courses within the University curriculum; attach additional pages if required)
The College of Business is renaming discipline-specific classes to more clearly communicate which classes belong to which business disciplines. It should make it much easier for students to find and schedule classes of interest to them. This course is cross-listed with the management and marketing disciplines and can be taught by management or marketing faculty.

TRANSITION PLAN (describe how will students who are in Catalogs where the course is required for a major be accommodated; attach additional pages if required)
We have discussed this with both the registrar and our advisor and there should be no adverse impact to students. Since the same classes will be offered under a more precise name, students under the old catalog can simply substitute the new class for the old (for example, if a student needs BUAD 300, he or she will substitute MGMT 301).

Approvals
Department Chair Ken Machande Date: January 28, 2015
College Curriculum Chair T. Nichole Phillips Date: February 10, 2015

Expedited course changes are posted for a 10-class day comment period. If no comments are raised during that time, the proposal becomes final. All expedited proposals approved in this way will be noted on the UCC web site.

If comments are raised, the proposal may be reviewed by the UCC and then approved or it may be returned to the CCC for additional deliberation (as required).