GENERAL FACULTY MEETING  
March 19, 1993 - BUS 102 - 2:00 - 3:00 p.m.  
AGENDA

1. Minutes from the January 15, 1993 Faculty Meeting

2. Committee Nominations
   a) Promotion and Tenure Committee (3-year term)  
      (see explanation of Committee - Attachment 1)
      (see list of eligible faculty for nomination - Attachment 1A)
      - Vacancies (terms expired) - MKG and MAN
      - One member will be elected by secret ballot from those nominated
        1) Nominations should be made by tenure track faculty
        2) Nominees must be eligible tenured full professors
      - One member will be appointed by the Dean

   b) Research Committee (2-year term)  
      (See explanation of Committee - Attachment 2)
      - Vacancies (terms expired) - MKG, MAN, FIRE department(s);
      - One member will be elected by secret ballot from those nominated
      - Two members will be appointed by the Dean

   c) University Senate Elected Representatives (2-year term)  
      (See current list of eligible Assistant/Associate faculty for
      nomination - Attachment 3)
      - Two members will be elected by secret ballot
      - Solicited nominations will be added to the names provided by
        the Nominating Committee
        1) Nominations should be made only by Assistant and
           Associate Professors
        2) Nominees must be at Assistant and Associate levels

   d) Sabbatical Evaluation Committee
      - The tenured faculty of the College in the bargaining unit are
        to nominate and then elect three members from the tenured
        faculty to serve on a College Selection Committee for
        sabbaticals in 1994-95.

        - Faculty who served on the committee for the selection of the
          1993-94 recipients and faculty who intend to apply for a
          sabbatical leave are not eligible to serve on a selection
          committee. Last year's selection committee consisted of: Sandy
          Berg, Jack Faricy, and Bipin Ajinka. (see current list of
          eligible faculty for nomination - Attachment 4)
        - A ballot will be prepared and distributed listing the individuals
placed on the agenda as information items for discussion only and to be voted on at a future meeting:

1. Development of a 2-credit course on "written and oral communication skills" to be included in the CBA core.

2. Formation of a task force for development of a new course addressing:
   - Business ethics
   - Interpersonal skills
   - Team formation
   - Managing a diversified work force
   - Leadership
   - Negotiation
   - Selling

3. Formation of a task force for development of a 1 to 3-credit cross-departmental course in International Business. This is suggested as an elective course to be experimented with.

5. Dean's Report

6. Announcements and Other Business

GRADUATE FACULTY MEETING
March 19, 1993
BUS 102
AGENDA

1. Minutes from the January 15, 1993, Graduate Faculty Meeting

2. Graduate Curriculum Changes: - M. Flannery

   The Graduate Committee has approved the following curriculum related item and requested that it be placed on the agenda as an action item:
   1) Change in grading process for REE 6970 - Appraisal Demonstration Report - requesting an "H" grade to be assigned for the first semester's work. (Attachment 1)

3. Announcements and Other Business

0319.FMT/TXTRCM

cc: S. Haughton
    A. Pierce
    N. Rosario
PROMOTION AND TENURE COMMITTEE

Membership
6 members - tenured full professors except academic unit heads
3 elected by the faculty
3 appointed by the Dean
with at least 1 member from each academic unit
Nominations may be made by any tenure-track faculty member at the
general college faculty meeting.
Only permanent faculty in tenure-track positions are eligible to vote.
Voting will be by secret ballot.

Chair
Faculty member appointed by the Dean

Secretary
Elected by the committee.

Term of membership
3-year terms, to be staggered.
each year
1 elected
1 appointed
No more than 2 consecutive terms, otherwise, eligible for service
at any time.

1992-93/93-94/94-95
D. Sappington (appointed) - ECO
H. Benson (elected) - DIS

1991-92/92-93/93-94
J. Kramer (elected) - ACG
M. Flannery (appointed) - FIRE

1990-91/91-92/92-93
R. Lutz (elected) - MKG (Chair 92-93)
H. Tosi (appointed) - MAN
RESEARCH COMMITTEE
Membership
6 faculty members
3 elected by majority vote from the faculty at large
3 appointed by the Dean
with at least one member from each academic unit

Chair
Faculty member appointed by the Dean

Secretary
Elected by the committee

Term of membership
2 years

1992-93/93-94
R. Knechel (appointed) - ACG
M. Rush (elected) - ECO
H. Benson (elected) - DIS

1991-92/92-93
G. Bechtel (appointed) - MKG
S. Motowidlo (appointed) - MAN
C. James (elected) - FIRE (Chair 92-93)
<table>
<thead>
<tr>
<th>DEPARTMENT</th>
<th>LAST NAME</th>
<th>FIRST NAME</th>
<th>POSITION</th>
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<td>Hutchinson</td>
<td>Wesley</td>
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(still serving on committee 93-94)  
(LOA 93-94)  
(up for Promotion)  

(up for Promotion - SAB 94 - replacement needed- currently serving on committee)
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<td>Smith Jr</td>
<td>Halbert C</td>
<td>Professor &amp; Chairman</td>
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<td>FSOA</td>
<td>Abdelkhalik</td>
<td>A R</td>
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<td>Ahn</td>
<td>Bipin B</td>
<td>Professor (Served on Selection Committee last year)</td>
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<td>Simmons</td>
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<td>Distinguished Service Professor (Out of bargaining unit)</td>
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<td>Weitz</td>
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<td>Eminent Scholar</td>
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COUNT TOTALS
COUNT 77

***** END OF REPORT *****
| COUNT 1 | ECO  | Bomberger William A | Associate Professor |
| COUNT 1 | ECO  | Cheng Leonard R     | Associate Professor |
| COUNT 1 | ECO  | Dinopoulos Eras     | Associate Professor |
|         |      | Goddard Frederick O | Associate Professor |
|         |      | Hamilton Jonathan H | Associate Professor |
|         |      | Horowitz Ann R      | Associate Professor |
|         |      | Romano Richard E    | Associate Professor |
|         |      | Slutsky Steven M    | Associate Professor |
|         |      | Toda Yasushi        | Associate Professor |
|         |      | Waldo Douglas G     | Associate Professor |
| COUNT 10| FIRE | Ling David Curtis   | Associate Professor |
|         |      | Radcliffe Robert C  | Associate Professor |
| COUNT 2 | FSOA | Boyles Jesse V      | Associate Professor |
|         |      | Kramer Sandra S     | Associate Professor |
|         |      | Mcdonald Charles L  | Associate Professor |
| COUNT 3 | MGT  | James John H        | Associate Professor |
|         |      | Mader Virginia G    | Associate Professor |
|         |      | Motowidlo Stephan J | Associate Professor |
|         |      | Scarpello Vida      | Associate Professor |
|         |      | Young Jerald W      | Associate Professor |
| COUNT 5 | MKG  | Alba Joseph W       | Associate Professor |
|         |      | Hutchinson Wesley   | Associate Professor |

**END OF REPORT**
March 10, 1993

MEMORANDUM

TO: John Kraft

FROM: W. Andrew McCollough

SUBJECT: Undergraduate Curriculum Changes

The Undergraduate Committee has approved the following curriculum related items and requested that they be placed on the agenda for vote at the faculty meeting:

1) Add "Computing Skills" a preprofessional requirement to be met in one of three ways:
   a) Take and attain a passing grade in CAP 3802 or equivalent (Attachment 1.1)
   b) Take and pass the non-credit "Computing Skills" course offered by CIRCA (Attachment 1.2)
   c) Pass the exemption test to be administered by CIRCA

2) Change ISM 3011 (Attachment 2)
   a) Reduce credit hours from 3 to 2
   b) Change prerequisites from "Permission on instructor" to "MAN 3021 and preprofessional "Computing Skills" requirement.

3) Change CBA core requirement
   a) Remove QMB 3600 as a CBA core course (Attachment 3.1).
   b) Add MAN 4504 as a CBA core course (Attachment 3.2).

4) Change CBA core requirement
   a) Remove ECO 3101 as an alternate CBA core course (Attachment 4.1). All CBA students must take ECO 3100 as part of their CBA core curriculum (Attachment 4.2).

5) Add a new 4000 level economics course, "Game Theory and Economic Applications" (Attachment 5).

6) Change the International Studies and Diversity requirement
   a) Increase from 6 to 9 credit hours.
   b) Include the College's international courses
      - ECO 3700 - International Economics
      - FIN 4604 - International Finance
      - MAR 4156 - International Marketing
      - International Management

The Committee is also requesting that the following items be placed on the agenda as information items:
If you decide to use 3.5" disks, you should probably also get one 5.25" disk. Likewise, if you decide to use 5.25" disks, you should probably also get one 3.5" disk. Any major brand (except Certron and Control Data) is fine, as are generic (no-name) disks.

Optional Materials
Packet 2: Old Exams (about $11.00). HIGHLY RECOMMENDED. Available at University Copy Center. Two years of old exams with answers.

GRADING:

- 4 assignments @ 5% each = 20%
- 6 quizzes, total 10%
- Test 1: WordPerfect & DOS = 10% Wed Sept 30
- Test 2: Lotus spreadsheets, graphs = 20% Thurs Oct 29
- Test 3: Lotus database, macros = 20% Thurs Nov 12
- Test 4: (final) dBase test = 20% Monday Dec 14

PLAN YOUR SCHEDULE NOW SO YOU CAN BE AT EACH EXAM. Exams 1-3 will be 5:10-7:10 pm. Final exam is at 5:30 pm.

At each exam you must have a pen, #2 (or equivalent) pencil, and a photo ID. We recommend you bring a watch and an eraser.

We will use a traditional 60/70/80/90 grading scheme. We do not curve test grades.

Some quizzes will be given in class and some will be take-home quizzes to be done in the lab. You must take quizzes with your own instructor. WE DO NOT GIVE MAKE-UP QUIZZES FOR ANY REASON. Quizzes are graded on a scale of 0 - 10.

You will be penalized 40% per calendar day if you turn in an assignment late. If we make a mistake grading your assignment, you may submit it to us for corrections up to 1 class day after the day that your instructor first returns it to the class. Assignments are graded on a scale of 0 - 100. You may receive bonus points for finishing an assignment early. Refer to the Bonus Point discussion in Pkt 1.

You will turn in a printout of each assignment, not the disk.

TESTS: If you have a DIRECT conflict with an exam you may take the CAP3802 exam early. You MUST sign up with your instructor.

All exams are open-book; you may use your text books and Packet 1. You may not use any other materials and you may not use a computer or a calculator. The last exam is not comprehensive.

GRADERS/CONSULTANTS: Consultants have been assigned to help you learn how to use the software. Please see the consultants before you see your instructor. The consultants' office hours will be announced. Hours will be held in Weil 410. Consulting services are free.

IMPORTANT PHONE NUMBERS:
Infirmary (Student Health Services): 392-1161, 8 - 8 Mon - Fri; noon-4 pm Sat, Sun, holidays.
Student Mental Health: 392-1171, 8 - 4:30, Mon - Fri
Psychological & Vocational Counseling: 392-1575, 8 - 4:30, Mon - Fri
CRISIS & SUICIDE INTERVENTION CENTER: 374-4444 24 hours a day
Planned Parenthood: 377-0881, 8:30 - 5 Mon, Wed, Fri; 11 - 7 Tue, Thur; 9 - 12:30 Saturday.
"Birth Control and confidential testing and treatment of STD"
In one 16-week semester CAP 3802 covers:

1. **DOS**: approx. 2 weeks
   - DIR
   - COPY, XCOPY
   - ERASE, DEL
   - FORMAT
   - SORT
   - VOL
   - DISKCOPY
   - RENAME
   - TIME, DATE
   - MORE
   - TYPE
   - > PRN
   - DIRECTORIES: MD, CD, RD; XCOPY files from one subdirectory to another

2. **WORDPERFECTION 5.1**: approx. 2.5 weeks
   - Enter a document, save, exit, retrieve a file
   - Edit a file: Insert text, delete text, restore text, cursor movements, move in a file, reform paragraphs.
   - Special features: bold, underline, superscript/subscript
   - Document formatting: Line spacing, page breaks, page numbering, page margins, headers/footers, footnotes
   - Advanced features: search/replace, spellcheck, thesaurus, simple (non-programming) macros, format prepared graphics files, generate math and foreign-language symbols
   - Mailmerge, including sort data files before merging
   - Print to paper, print to disk, import/export ASCII files

3. **LOTUS 2.3**: approx. 8 weeks
   - Move in the spreadsheet, data entry, formula entries, circular references, add/delete rows/columns
   - Save, print to paper, print to disk, print options
   - Change default directory
   - Built-in functions
   - Copy, Move formulas/values using absolute and relative addresses
   - Help
   - Graphs: line, bar, stackbar, pie, and XY, with graph options. Print graphs in WordPerfect document.
   - Range commands: change column width, hide columns, format, erase, justify, name
   - Data commands: sort, query, database functions
   - Large file manipulation: windows, titles, file extract, file combine, manual recalculation
   - Simple (non-programming) macros

4. **dBASE III+**: approx. 3.5 weeks
   - Create file structure, create file contents, activate the file Records: add, edit, replace, delete/recall/pack, select specific records
   - Substring search
   - Sort, index files
   - Reports: create, modify, print
   - Labels: create, modify, print
   - Built-in functions
   - JOIN 2 files
   - SET RELATION on 2 or more files
Part I: To Be Completed By the Institution or School District

<table>
<thead>
<tr>
<th>Institution/District:</th>
<th>District Code: 00</th>
<th>Institutional Code: 001535</th>
<th>Instructional Unit or Department: Decision &amp; Info. Sciences</th>
</tr>
</thead>
</table>

Terminate Current Course: Effective term (month/year):

Current SCNS Course Identification:
- Discipline (SMA): ISM
- Prefix: ISM
- Level: 3
- Course Number: 011
- Lab Code: 0
- Contact Hour Base: 2
- or Head Count: 

Institution's Course Title:
Information Systems in Organizations

Change Course As Indicated Below:

<table>
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<tr>
<th>Item to Change</th>
<th>Change From</th>
<th>Change To</th>
</tr>
</thead>
<tbody>
<tr>
<td>Redclassify: Pref., No., Lab Code</td>
<td>(See above)</td>
<td>Permission of instructor</td>
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<tr>
<td>Level</td>
<td>(See above)</td>
<td>MAN 3021 and computing skills</td>
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<tr>
<td>Amount of Credit</td>
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<td>2</td>
</tr>
<tr>
<td>Contact Hour Base or Head Count</td>
<td>3</td>
<td>2</td>
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<tr>
<td>Prerequisites/Corequisites</td>
<td>Permission of instructor</td>
<td>MAN 3021 and computing skills</td>
</tr>
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</table>

Change Course Title:

Change Course Description (Course syllabus must be attached):

N/A - See attached syllabus and course outline

( )

Intended Students (Mark all that apply):
- Undergraduate Nonmajors
- Graduate Students
- Honors Students
- Other (specify):
- Undergraduate Majors
- Advanced Undergraduates

Category of Instruction: \[\checkmark\] Introductory \[\checkmark\] Intermediate \[\checkmark\] Advanced

Effective Term (month/year):
5/93

Department Contact and Telephone Number:
Amy Roberson 392-9600

Signature, Department Chair:

(Date)

Signature, College Dean:

(Date)

Signature, Graduate Dean (if applicable):

(Date)

Signature, Institutional Contact:

(Date)

Part II: Faculty Discipline Committee Representative Use Only

Approved Course Classification (Prefix, Number, Lab Code):

If not the same as recommended by institution, please explain:

SCNS Course Title (if new):
Decade Title (if new):
Century Title (if new):

Signature, Faculty Discipline Committee Representative

Date

Part III: SCNS Staff Use Only

Signature

Date Entered

Correspondence Number
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<td>1</td>
<td>5. Systems Development and Risk, End-user Systems and Departmental Systems</td>
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<tr>
<td>1</td>
<td>A. Systems Development Life Cycle</td>
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<td>B. Risk Assessment and Control of IT Projects</td>
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<td>C. End-user Systems, Client/Server Models, etc.</td>
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<td>6. Overview of Corporate-wide Information Systems</td>
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<td>A. Accounting Information Systems</td>
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<td>B. Executive Information Systems</td>
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<td>C. Financial Information Systems</td>
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<td>D. Human Resources Information Systems</td>
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<td>F. Manufacturing Information Systems</td>
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<td>7. EXAMS (with review time)</td>
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Course Overview: Information systems are an integral part of every business. Regardless of your career aspirations, your knowledge of, and ability to use, information systems will play a part in your success. In this course, we will be building your understanding of information technology from a managerial and problem-solving perspective. This understanding is critical for many reasons, including:

1. **Your ability to perform your job may depend on it;**
2. **Fulfilling your company’s “mission” may be linked to information systems;**
3. **You may be called upon to work as part of an information systems development team;**
4. **Effective communication with information systems people means learning their language; and**
5. **You can bet your competitors will use information technology to their advantage (therefore, so should you).**

Exams: Material for exams will come from several sources: textbook, lectures, guest speakers and video presentations. Do not neglect any of these areas in your preparation. All exams are closed book.

Exams will be given according to the schedule listed below. **NO MAKE-UP EXAMS** are given, so don’t even ask. To compensate for this rule, your lowest exam score for the first three exams will be automatically dropped.

The **FINAL EXAM is not cumulative, but it is MANDATORY.** You cannot drop your final exam score.

**FOR EACH EXAM:** be sure to bring a photo ID card (e.g., driver’s license) to the exam site. No ID or a non-photo ID will result in a score of zero on the exam. Please make arrangements to get a photo ID card if you don’t already have one.

**Exam Dates:**

<table>
<thead>
<tr>
<th>Date</th>
<th>Time</th>
</tr>
</thead>
<tbody>
<tr>
<td>Thursday, February 4th</td>
<td>5:15 - 6:30 p.m.</td>
</tr>
<tr>
<td>Thursday, March 4th</td>
<td>7:20 - 8:35 p.m.</td>
</tr>
<tr>
<td>Thursday, April 8th</td>
<td>5:15 - 6:30 p.m.</td>
</tr>
<tr>
<td>Monday, April 26th</td>
<td>12:30 - 2:00 p.m.</td>
</tr>
</tbody>
</table>

Location will be announced in class and posted in the glass case outside BUS 103.

**Note: no class will be held the Thursday of mid-term exams.**

Each exam is worth 100 points. Every effort will be made to post the answers to the exams 1/2 hour after the exam ends in the glass case outside BUS 103.
# SCHEDULE OF TOPICS

<table>
<thead>
<tr>
<th>Date</th>
<th>Topic</th>
<th>Readings</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jan 5 - 7</td>
<td>Introduction</td>
<td>Chapters 1 &amp; 2</td>
</tr>
<tr>
<td>Jan 12 - 14</td>
<td>Computer Processing Technology</td>
<td>Chapter 3</td>
</tr>
<tr>
<td>Jan 19 - 21</td>
<td>Storage, Input and Output; Software</td>
<td>Chapter 4</td>
</tr>
<tr>
<td>Jan 26 - 28</td>
<td>Files and Databases</td>
<td>Chapter 5</td>
</tr>
<tr>
<td>Feb 2</td>
<td>Guest Speaker - Eric Olson</td>
<td>Chapter 6</td>
</tr>
<tr>
<td>Feb 4</td>
<td>EXAM I (No class this day)</td>
<td></td>
</tr>
<tr>
<td>Feb 9 - 11</td>
<td>Telecommunications</td>
<td>Chapter 7</td>
</tr>
<tr>
<td>Feb 16 - 18</td>
<td>Artificial Intelligence</td>
<td>Chapter 8</td>
</tr>
<tr>
<td>Feb 23 - 25</td>
<td>Business Problem Solving</td>
<td>Chapter 9</td>
</tr>
<tr>
<td>Mar 2</td>
<td>Developing Information Systems</td>
<td>Chapter 10</td>
</tr>
<tr>
<td>Mar 4</td>
<td>EXAM II (No class this day)</td>
<td></td>
</tr>
<tr>
<td>Mar 8 - 12</td>
<td>SPRING BREAK</td>
<td></td>
</tr>
<tr>
<td>Mar 16 - 18</td>
<td>System Solution Alternatives</td>
<td>Chapter 11</td>
</tr>
<tr>
<td>Mar 23 - 25</td>
<td>Basic Business Systems</td>
<td>Chapter 12</td>
</tr>
<tr>
<td>Mar 30 - Apr 1</td>
<td>Office Automation</td>
<td>Chapter 13</td>
</tr>
<tr>
<td>Apr 6</td>
<td>Professional Work Stations</td>
<td>Chapter 14</td>
</tr>
<tr>
<td>Apr 8</td>
<td>EXAM III (No class this day)</td>
<td>Chapter 15</td>
</tr>
<tr>
<td>Apr 13 - 15</td>
<td>Management Support Systems</td>
<td>Chapter 16</td>
</tr>
<tr>
<td>Apr 20 - 22</td>
<td>Ethics, Controls, Crime</td>
<td></td>
</tr>
<tr>
<td>Apr 26</td>
<td>FINAL EXAM (mandatory)</td>
<td></td>
</tr>
</tbody>
</table>
Students may meet these prerequisites in one of two ways:

1. Successfully complete CAP 3802 (or equivalent from another university) prior to taking ISM 3011 or concurrently.

2. Successfully complete a CIRCA microcomputing skills course. Courses are offered in LOTUS, WordPerfect and DOS. These non-credit courses are 4 hours in length (2 hours on 2 days) and cost around $15.00. Schedule and tickets are available at the University Box Office.
<table>
<thead>
<tr>
<th>Date</th>
<th>Topic</th>
<th>Chapter</th>
</tr>
</thead>
<tbody>
<tr>
<td>1/ 6 W</td>
<td>Introduction</td>
<td>7</td>
</tr>
<tr>
<td>1/ 8 F</td>
<td>Linear Programming, graphical</td>
<td>7</td>
</tr>
<tr>
<td>1/11 M</td>
<td>Linear Programming, graphical</td>
<td>7</td>
</tr>
<tr>
<td>1/13 W</td>
<td>Linear Programming, graphical</td>
<td>7</td>
</tr>
<tr>
<td>1/15 F</td>
<td>Linear Programming, graphical</td>
<td>7</td>
</tr>
<tr>
<td>MLK day</td>
<td>Linear Programming, sensitivity</td>
<td>8</td>
</tr>
<tr>
<td>1/20 W</td>
<td>Linear Programming, sensitivity</td>
<td>8</td>
</tr>
<tr>
<td>1/22 F</td>
<td>Linear Programming, sensitivity</td>
<td>8</td>
</tr>
<tr>
<td>1/25 M</td>
<td>Linear Programming, sensitivity</td>
<td>8</td>
</tr>
<tr>
<td>1/27 W</td>
<td>Linear Programming, sensitivity</td>
<td>8</td>
</tr>
<tr>
<td>1/29 F</td>
<td>Linear Programming, sensitivity</td>
<td>8</td>
</tr>
<tr>
<td>2/ 1 M</td>
<td>Review</td>
<td></td>
</tr>
<tr>
<td>TEST 1</td>
<td>2/ 3 W 5:10 P.M. Appeal deadline: 2/08/93 M</td>
<td>9</td>
</tr>
<tr>
<td></td>
<td>2/ 5 F  Linear Programming, applications</td>
<td>9</td>
</tr>
<tr>
<td></td>
<td>2/ 8 M  Linear Programming, applications</td>
<td>9</td>
</tr>
<tr>
<td></td>
<td>2/10 W  Linear Programming, simplex</td>
<td>10</td>
</tr>
<tr>
<td></td>
<td>2/12 F  Linear Programming, simplex</td>
<td>10</td>
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<tr>
<td></td>
<td>2/15 M  Linear Programming, simplex</td>
<td>10</td>
</tr>
<tr>
<td></td>
<td>2/17 W  Linear Programming, simplex</td>
<td>10</td>
</tr>
<tr>
<td></td>
<td>2/19 F  Linear Programming, sensitivity</td>
<td>10</td>
</tr>
<tr>
<td></td>
<td>2/22 M  Linear Programming, sensitivity</td>
<td>10</td>
</tr>
<tr>
<td></td>
<td>2/24 W  Transportation</td>
<td>11</td>
</tr>
<tr>
<td></td>
<td>2/26 F  Assignment</td>
<td>11</td>
</tr>
<tr>
<td></td>
<td>3/ 1 M  Review</td>
<td></td>
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<tr>
<td>TEST 2</td>
<td>3/ 3 W 5:10 P.M. Appeal deadline: 3/15/93 M</td>
<td>11</td>
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<tr>
<td></td>
<td>3/ 5 F  Goal Programming</td>
<td>12</td>
</tr>
<tr>
<td></td>
<td>Spring break</td>
<td></td>
</tr>
<tr>
<td></td>
<td>3/15 M  Integer Programming</td>
<td>12</td>
</tr>
<tr>
<td></td>
<td>3/17 W  Integer Programming</td>
<td>12</td>
</tr>
<tr>
<td></td>
<td>3/19 F  Project Management</td>
<td>13</td>
</tr>
<tr>
<td></td>
<td>3/22 M  Project Management</td>
<td>13</td>
</tr>
<tr>
<td></td>
<td>3/24 W  Project Management</td>
<td>13</td>
</tr>
<tr>
<td></td>
<td>3/26 F  Project Management</td>
<td>13</td>
</tr>
<tr>
<td></td>
<td>3/29 M  Review</td>
<td></td>
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<tr>
<td>TEST 3</td>
<td>3/31 W 5:10 P.M. Appeal deadline: 4/05/93 M</td>
<td>14</td>
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<tr>
<td></td>
<td>4/ 2 F  Inventory Control</td>
<td>14</td>
</tr>
<tr>
<td></td>
<td>4/ 5 M  Inventory Control</td>
<td>14</td>
</tr>
<tr>
<td></td>
<td>4/ 7 W  Inventory Control</td>
<td>14</td>
</tr>
<tr>
<td></td>
<td>4/ 9 F  Inventory Control</td>
<td>14</td>
</tr>
<tr>
<td></td>
<td>4/12 M  Waiting Lines</td>
<td>16</td>
</tr>
<tr>
<td></td>
<td>4/14 W  Waiting Lines</td>
<td>16</td>
</tr>
<tr>
<td></td>
<td>4/16 F  Waiting Lines</td>
<td>16</td>
</tr>
<tr>
<td></td>
<td>4/19 M  Waiting Lines</td>
<td>16</td>
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<tr>
<td></td>
<td>4/21 W  Review</td>
<td></td>
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<tr>
<td>FINAL</td>
<td>4/26 M  10:00 A.M. Appeal deadline: 4/28/93 W</td>
<td>16</td>
</tr>
</tbody>
</table>
THE UNIVERSITY OF FLORIDA  
Department of Economics  
ECO 3101  
Intermediate Microeconomics  
M, W 3-4 - MAT 117  
Spring 1992

Instructor: Srabana Gupta  
Office: MAT 307  
Phone: 392-6489  
Office Hours: M, W 11:30 a.m - 12:30 p.m. and by appointment

Objective of the course: The purpose of this course is to teach you the basic concepts and tools of microeconomic analysis and to apply them to understand the functioning of an economy. The main emphasis will be on theory but analyzing real economic issues will also be important.

Reading: The text book for this course is Microeconomics by Robert-Pindyck and Daniel Rubinfeld (Macmillan, Second edition).

I strongly recommend you to refer to the study guide for this text written by Jonathan Hamilton. However, it is not required.

Course Requirement & Grading: It is important to have some understanding of basic calculus to do well in this course. Regular class attendance would also help.

There will be two midterms - February 15 and March 24 (during regular class hours) and a final examination. The final will be on April 28 (10 a.m. - 12 noon). A make up for the final will be arranged if necessary. Attendance at all exams is required. The first-midterm will carry 28% weight towards your final grade. The second midterm counts for 28% and the final for 34% of your grade.

Problem sets will be handed out from time to time (tentatively on January 13, January 27, February 24, March 3, March 15 and April 7). They will count for the remaining 10% of your grade. Homework assignments must be turned in on the day they are due and no late submission will be accepted. Each time only part of the problem set will be graded and a solution set will be provided.
ECO 3100

Syllabus — Spring, 1993

Dr. Frederick Goddard

Office: 318 Matherly Hall  Hours: MWF 10:30–12:00
Phone: 392-0972  TTh 8:30–12:00

Other hours by appointment.

Class Meetings:  Section 0836  MWF-2, MAT 18
                Section 0837  MWF-3, MAT 18

Textbooks: Truett & Truett, Managerial Economics, 4th Edition. South-Western
           Truett & Truett, Study Guide for Managerial Economics, 4th Edition,
           Frederick Goddard, Course Notes for Managerial Economics, South-

Grade: Two, one-hour examinations  50%  (25% each)
       Final Examination  35%
       Bonus Points  15%

Outline Of Topics and Assignments

Week 1  —  Introduction. (Chapter 1)
Week 2  —  The Revenue of the Firm: The Demand Curve, Total, Average, and
           Marginal Revenue, From Individual to Market Demand, Price
           Elasticity of Demand, Point and Arc Elasticities of Demand. (Chapter 2)
Week 3  —  Demand Analysis and Estimation. (Chapter 3)
Week 4  —  The Theory of Production: Long Run vs. Short Run; The Law of
           Diminishing Marginal Product; The Marginal Rate of Technical
           Substitution; Mathematical, Graphical, and Arithmetic Methods of
           Determining the Least-Cost or Most Efficient Method of Production.
           (Chapter 4 & Appendix 4)
Week 5  —  The Cost of Production: Which Costs Matter?, Costs in the Short Run,
           Costs in the Long Run, Long-Run vs. Short-Run Cost Curves,
           Economies of Scale, Production with Two Outputs—Economies of
           Scope. (Chapter 5)

  • EXAM 1  (Chapters 1-5)

Week 6  —  Profit Analysis of the Firm: Profit Maximization, Tabular Analysis,
           Graphical Analysis, Break-Even Analysis, Incremental Analysis.
           (Chapter 6)
Florida Department of Education  
Statewide Course Numbering System  
New Course Transmittal Form  
(see instructions on reverse side)

Part I: To Be Completed By the Institution or School District

<table>
<thead>
<tr>
<th>Institution/District:</th>
<th>District Code:</th>
<th>Institutional Code:</th>
<th>Instructional Unit or Department:</th>
</tr>
</thead>
<tbody>
<tr>
<td>University of Florida</td>
<td>00</td>
<td>001535</td>
<td></td>
</tr>
</tbody>
</table>

Add Course As Indicated Below:

Recommended SCNS Course Identification:

<table>
<thead>
<tr>
<th>Discipline (SMA)</th>
<th>Prefix</th>
<th>ECO</th>
<th>Level</th>
<th>Course Number</th>
<th>Lab Code</th>
<th>Contact Hour Base</th>
<th>or Head Count</th>
</tr>
</thead>
</table>

Institution's Course Title:

Game Theory and Economic Applications

Amount of Credit: 3

If Repeatable Credit or Variable Credit: total repeatable credit allowed

Instructor: Jonathan Hamilton

minimum / maximum credit within a semester

Course Description (Course syllabus, grading criteria, and reading list must be attached):

An introduction to modern game theory. Nash equilibrium and mixed strategies, repeated games, incomplete information are covered in formal theory and in application such as are covered in application such as inducing cooperative behavior, oligopoly and auctions.

Prerequisites: ECO 2013

Corequisites:

Intended Students (Mark all that apply):

☑ Undergraduate Nonmajors
☑ Undergraduate Majors
☐ Advanced Undergraduates

☐ Graduate Students
☐ Honors Students
☐ Other (specify):

Category of Instruction: ☑ Introductory ☑ Intermediate ☑ Advanced

The department chair (by name & department) with whom you have cleared any question of possible duplication or infringement by this course. Each such chair must either sign the syllabus requested, indicate no concern over possible infringement, or make comments. Any lack of comments or signatures must be indicated.

Effective Term (first term/year course will be offered):

Spring 1994

Department Contact and Telephone Number:

Mark Rush 392-0318

Signature, Department Chair: [Signature] (Date)

Signature, College Dean: [Signature] (Date)

Signature, Graduate Dean (if applicable): [Signature] (Date)

Signature, Institutional Contact: [Signature] (Date)

Part II: Faculty Discipline Committee Representative Use Only

Approved Course Classification (Prefix, Number, Lab Code):

If not the same as recommended by institution, please explain:

SCNS Course Title (if new):

Decade Title (if new):

Century Title (if new):

Signature, Faculty Discipline Committee Representative

Date

Part III: SCNS Staff Use Only

Signature

Date Entered

Correspondence Number

Rev.10/92
B and F, ch 4, 5, 11.1-11.8
D and N, ch. 2, 3.


Week 5: The Prisoners' Dilemma
D and N, ch. 4


Weeks 6-7: Nash Equilibria in Mixed Strategies
B and F, ch 11.9
D and N, ch. 7.
Bach, ch. 3.
L and R, ch 4-5 (optional).

Week 8: REVIEW AND MIDTERM

Week 9-11: Multi-stage Games: Subgame Perfection and Credibility
D and N, ch. 5-7, 9.
B and F, ch. 17, 23, 25


Week 12: Games with Continuous Strategy Spaces
B and F, ch. 13, 15

Weeks 13-14: Games with Imperfect Information: Auctions
B and F, ch. 17, 22.
D and N, ch. 12.


Week 15: Topics TBA and Review

FINAL EXAM: The exam may become a take-home exam.
March 9, 1993

MEMORANDUM

TO: John Kraft

FROM: W. Andrew McCollough

SUBJECT: Graduate Curriculum Changes

The Graduate Committee has approved the following curriculum related item and requested that it be placed on the agenda for vote at the next faculty meeting:

1) Change in grading process for REE 6970 - Appraisal Demonstration Report - requesting and "H" grade to be assigned for the first semester's work (Attachment 1)

WAM: sh

030493.2/TXTSAH
Florida Department of Education
Statewide Course Numbering System
Course Termination or Change Transmittal Form
(See instructions on reverse side)

Part I: To Be Completed By the Institution or School District

<table>
<thead>
<tr>
<th>Institution/District:</th>
<th>District Code:</th>
<th>Institutional Code:</th>
<th>Instructional Unit or Department:</th>
</tr>
</thead>
<tbody>
<tr>
<td>University of Florida</td>
<td>00</td>
<td>001535</td>
<td>Finance, Insurance &amp; RealEst</td>
</tr>
</tbody>
</table>

Terminate Current Course: Effective term (month/year):

Current SCNS Course Identification:
- Discipline (SMA): [Prefix] REE
- Level: 6
- Course Number: 970
- Lab Code:
- Contact Hour Base: 6 or Head Count:

Institution's Course Title:

Appraisal Demonstration Report

Change Course As Indicated Below:

<table>
<thead>
<tr>
<th>Item to Change</th>
<th>Change From</th>
<th>Change To</th>
</tr>
</thead>
<tbody>
<tr>
<td>Redesign: Pref, No., Lab Code</td>
<td>(See above)</td>
<td></td>
</tr>
<tr>
<td>Level</td>
<td>(See above)</td>
<td></td>
</tr>
<tr>
<td>Amount of Credit</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contact Hour Base or Head Count</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Prerequisites/Corequisites</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Change Course Title:

Change Course Description (Course syllabus must be attached):

See Attachment

Intended Students (Mark all that apply): □ Undergraduate Nonmajors □ Graduate Students □ Other (specify): □ Undergraduate Majors □ Honors Students □ Advanced Undergraduate

Category of Instruction: □ Introductory □ Intermediate □ Advanced

Effective Term (month/year):
- Fall 1993

Department Contact and Telephone Number:
- Kathleen Winningham, 392-0153

Signature, Department Chair: [Signature] 2/19/93

Signature, College Dean: (Date)

Signature, Graduate Dean (if applicable): (Date)

Signature, Institutional Contact: (Date)

Part II: Faculty Discipline Committee Representative Use Only

Approved Course Classification (Prefix, Number, Lab Code):

If not the same as recommended by institution, please explain:

SCNS Course Title (if new):

Decade Title (if new):

Century Title (if new):

Signature, Faculty Discipline Committee Representative: Date

Part III: SCNS Staff Use Only

Signature: Date Entered: Correspondence Number:
PART I: TO BE COMPLETED BY UNIVERSITY

UNIVERSITY OF FLORIDA

0 0 001535 Finance, Insurance, & Real Estate

Recommended SCNS Course Identification:

Discipline (SMA) ___ Prefix REE Level 6 Course No. 970 Lab Code ___ Contact Hrs* Base 6

University's Course Title: Appraisal Demonstration Report

Amount of College Credit: 6 If variable or repeatable credit, min ___ and max ___ per semester; total ___ repeated credits allowed.

Catalog Description (for graduate courses, attach brief syllabus, grading criteria, and reading list; for undergraduate and professional courses, attach syllabus or outline):

A major work requiring students to integrate knowledge and analytical tools developed through course work and internship. Substantial research effort comprising market data collection and analysis undertaken during internship. Required for nonthesis option.

Prerequisites:

Corequisites:

Intended Students (Check all that apply):
Undergraduate Nonsmores ___ Undergraduate Majors ___ Advanced Undergraduates ___ Graduate Students ___ Other (specify):

Category of Instruction: ___ Introductory ___ Intermediate ___ Advanced ___

List the department chair (by name & dept) with whom you have cleared any question of possible duplication or infringement by this course. Each such chair must either sign the syllabus requested or indicate no concern over possible infringement or make comments. Any lack of comments or signatures must be explained.

Spring 1992 Effective Term (first term course will be offered)

Halbert C. Smith, Director 392-0157
Department Contact Phone No.

ATTACHED
Signature of Department Chair Date

Signature of Graduate Dean Date

*Example formulas on reverse side.

FOR SCNS USE ONLY

PART II: FACULTY/DISCIPLE COMMITTEE USE

APPROVED Prefix REE Level 6 Course No. 970 Lab Code ___

If not the same as recommended by institution, please explain:

SCNS Course Title (if new)

Decade Title (if new) Century Title (if new)

Signature of Faculty Discipline Committee Representative Date

PART III: SCNS STAFF USE ONLY

Signature Date Entered Correspondence Number
GENERAL FACULTY MEETING  
3/19/93  
MINUTES

1. MINUTES  
The minutes of the January 15, 1993, General Faculty meeting were approved as distributed.

2. COMMITTEE NOMINATIONS  
Nominations of tenured full professors for the Promotion and Tenure Committee to fill vacancies from the Marketing and Management departments were taken from tenure track faculty. Those nominated were John Lynch, John Champion, and Steve Shugan. A secret ballot will be prepared and distributed, with one member selected. One member will also be appointed by the Dean to fill the position in the remaining department. The motion was seconded to close the floor for nominations.

Nominations were taken from the faculty at large for the Research Committee to fill vacancies from the Marketing, Management, and Finance departments. Those nominated were Wes Hutchinson, Dave Nye, and Joe Alba. A secret ballot will be prepared and distributed, with one member being selected. The Dean will appoint two additional members to represent the remaining departments. A motion was made and seconded to close the floor for nominations.

Nominations of Assistant and Associate Professors were taken from Assistant and Associate Professors to be added to the nominations made by the College's University Senate Nominating Committee. There were no nominations from the faculty. The nominees made by the Nominating Committee were Joel Houston, Chris Janisewski, Stephan Motowidlo, and Sandy Kramer. A secret ballot will be prepared and distributed to elect two Assistant/Associate Professors. A motion was made and seconded to close the floor for nominations.

Nominations were taken from the floor to elect three individuals to serve on the College's Sabbatical Evaluation Committee. It was stated that the individuals eligible are tenured members of the faculty and must be in residence in the Fall. Two groups that are not eligible are those that have intentions of applying for sabbatical and those who served on the evaluation committee last year. Those nominated were Stephan Motowidlo, Roy Crum, and Ira Horowitz. The motion was made and seconded to close the floor for nominations. Since there were only three nominees they will serve as the elected members. A secret ballot will be distributed to elect the person who will serve as Chair and University representative.
Nominations were taken from the floor to elect four members from the Assistant or Associate Professor rank to serve on the Faculty Advisory Committee. Those nominated were Bill Bomberger, David Ling, Joe Alba, Dave Brown, Rich Romano, and Robert Emerson. The motion was made and seconded to close the floor for nominations. A secret ballot will be distributed to elect the four individuals who will serve on the Committee.

3. ELECTION OF PARLIAMENTARIAN
J.B. Ray was elected by unanimous vote to hold the position of Parliamentarian for the 1993-94 academic year.

4. UNDERGRADUATE COMMITTEE
The Undergraduate Committee has approved the following curriculum related items and requested that they be placed on the agenda as action items:

1) Add "Computing Skills" a preprofessional requirement to be met in one of three ways:
   a) Take and attain a passing grade in CAP 3802 or equivalent
   b) Take and pass the non-credit "Computing Skills" course offered by CIRCA
   c) Pass the exemption test to be administered by CIRCA

2) Change ISM 3011
   a) Reduce credit hours from 3 to 2
   b) Change prerequisites from "Permission of instructor" to "MAN 3021 and preprofessional "Computing Skills" requirement.

3) Change CBA core requirement
   a) Remove QMB 3600 as a CBA core course
   b) Add MAN 4504 as a CBA core course

4) Change CBA core requirement
   a) Remove ECO 3101 as an alternate CBA core course. All CBA students must take ECO 3100 as part of their CBA core curriculum

5) Add a new 4000 level economics course, "Game Theory and Economic Applications"

6) Change the International Studies and Diversity" requirement
   a) Increase from 6 to 9 credit hours.
   b) Include the College's international courses
      - ECO 3700 - International Economics
      - FIN 4604 - International Finance
      - MAR 4156 - International Marketing
      - International Management

Dean Kraft stated that each change will be voted on individually not as a whole. Wes Hutchinson presented each item to the faculty for discussion and action. Items # 1-4 were discussed, a motion was made and seconded for each item to approve the proposed changes. Item # 6 was discussed out of order. A motion was made and seconded. After much discussion, Dean Kraft stated that the faculty will be voting on a motion that increases the international studies and diversity requirements in the GEN ED part of the student curriculum from 6 to 9
April 7, 1993
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credits; the additional 3 credits can come from the GEN Ed list or students can use any international course in the College up to a maximum of 1. The motion was seconded and approved. For the record there was one opposed. Item #5 was now discussed. A motion was made and seconded to approve the proposed change.

INFORMATION ITEMS ONLY (TO BE VOTED ON AT A FUTURE FACULTY MEETING)
The UG Committee also requested that the following be placed on the agenda for information only. Wes Hutchinson presented each item and briefly explained. No discussion took place and it was stated that these items would be action items at a future meeting (next Fall). Wes Hutchinson invited the faculty to provide comments to the Committee.

1. Development of a 2-credit course on "written and oral communication skills" to be included in the CBA core.
2. Formation of a task force for development of a new course addressing:
   - Business ethics
   - Interpersonal skills
   - Team formation
   - Managing a diversified work force
   - Leadership
   - Negotiation
   - Selling
3. Formation of a task force for development of a 1 to 3-credit cross-departmental course in International Business. This is suggested as an elective course to be experimented with.

At this time Dean Kraft stated that he will skip the Dean's Report and go on to the Graduate Faculty meeting allowing those individuals who need to leave soon to have the opportunity to vote on the agenda item for that meeting. A motion was made and seconded to adjourn the General Faculty Meeting.

GRADUATE FACULTY MEETING
March 19, 1993

MINUTES

1. MINUTES
Minutes from the January 15, 1993, Graduate Faculty Meeting were approved as distributed.

2. GRADUATE CURRICULUM CHANGES
The Graduate Committee has approved the following curriculum related item and requested that it be placed on the agenda as an action item:
   1) Change in grading process for REE 6970 - Appraisal Demonstration Report - requesting an "H" grade to be assigned for the first semester's work.
Dr. Hal Smith presented the item for action. Discussion took place. A motion was made and seconded to approve the curriculum change as proposed.

2. **ANNOUNCEMENTS AND OTHER BUSINESS**

At this time Dean Kraft briefly discussed the outcome of the raises mentioned in the paper. The paper says that the UFF was successful in the Supreme Court on the salary increase that was approved by the Legislature in 1992. Although there are many ways to interpret what has been said, he suggested further discussions wait until after the State receives clarification from the Supreme Court.

Dean Kraft stated that he has no idea at this time what will happen with summer school. The schedule has been published but we have not been told what funds will be available. As soon as we know, it will be reported to the faculty.

A motion was made and seconded to adjourn the Graduate Faculty meeting.