GENERAL FACULTY MEETING
March 4, 1994
102 BUS
1:00 - 3:00 p.m.

AGENDA

1. Minutes from the December 10, 1993, General Faculty Meeting

2. Undergraduate Committee (Attachment 1)
   a) DIS Major Proposal (attachment 1a)
   b) New MAR course - MAR 4945 (attachment 1b)
   c) New Economics course - ECO 4 - - - (attachment 1c)
   d) Termination of ECO course - ECO 4935 (attachment 1d)
   e) Prerequisite change for QMB 4703 (attachment 1e)

GRADUATE FACULTY MEETING
March 4, 1994

1. Minutes from the December 10, 1993, Graduate Faculty Meeting

2. Graduate Committee: (Attachment 2)
   a) New Economics course - ECO 6 - - - (attachment 2a)
   b) Title change for REE 5505 (attachment 2b)

3. MBA Committee: (attachment 2)
   c) New Economics course ECO 6 - - - (attachment 2c)

JK:rcm

Attachments
MEMORANDUM

TO: John Kraft

FROM: W. Andrew McCollough

SUBJECT: Curriculum Changes

The following curriculum changes have been approved by the Undergraduate Committee. They have asked that these be presented to the faculty at the next College of Business Administration Faculty Meeting.

1) DIS Major Proposal

2) New Marketing course:
   MAR 4945 - "Retail Management Internship"

3) New Economics course which will replace ECO 4935 - "Senior Seminar":
   ECO 4 - "Empirical Research in Economics Seminar"

4) Termination of ECO course:
   ECO 4935

5) Prerequisite change for QMB 4703:
   From: QMB 3600 and CGS 3420 or COC 3110 or CGS 3462
   To: MAC 3233, STA 3023 and Preprofessional "Computing Skills" requirement

WAM:sh

Attachments
MEMORANDUM

TO:         Mark Rush
            Chairman, Undergraduate Committee
FROM:      S. Selcuk Erenbuc
RE:        DIS curriculum changes

December 6, 1993

I have recently discussed the following changes in the DIS major curriculum with Dean Tapley. These changes have been approved by the department faculty and I am now presenting them for consideration for approval by the Undergraduate Committee. Your prompt action on our proposal will be greatly appreciated.

1. Replace MAN 4504 with QMB 4701 as an upper division DIS major requirement. Please note that MAN 4504 is now a CBA core course.

2. Replace ECO 3202 with "approved area elective".

3. Replace "COC 3110 or CGS 3462" with "CGS 3460 (C) or an approved equivalent".

4. Reduce the number of tracks from three to two and rename the Decision Support Systems (DSS) track as Management Information Systems (MIS). The two tracks are Operations Management (OM) and MIS with the following course requirements.

   **OM Track:**
   - MAN 4505, Management of Service Operations
   - MAN 4521, Manufacturing Planning and Control

   **MIS Track:**
   - ISM 4421, Knowledge Based Systems in Business
   - ISM 4220, Introduction to Business Data Communications
Please note that these track requirements are the same as before with the exception that "an approved ISE course" is no longer a pre-approved alternative for satisfying the OM track requirement.

Copies of the current and proposed DIS major curricula are enclosed.

cc: Dean Tapley
Patrick Thompson
DIS MAJOR  
(PROPOSED)

LOWER DIVISION ADMISSION REQUIREMENTS

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Name</th>
<th>Credits</th>
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<tbody>
<tr>
<td>ACG 2021</td>
<td>Elementary Financial Accounting</td>
<td>3</td>
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<tr>
<td>ACG 2071</td>
<td>Elementary Managerial Accounting</td>
<td>2</td>
</tr>
<tr>
<td>ECO 2013</td>
<td>Principles of Macro &amp; Micro</td>
<td>6</td>
</tr>
<tr>
<td>MAC 3233</td>
<td>Survey of Calculus I</td>
<td>3</td>
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<tr>
<td>STA 3023</td>
<td>Introduction to Statistics</td>
<td>3</td>
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<tr>
<td>Free Electives (10 required for admission)</td>
<td>14</td>
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CBA Core

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Name</th>
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<tbody>
<tr>
<td>ISM 3011</td>
<td>Information Sys. in Organizations</td>
<td>2</td>
</tr>
<tr>
<td>MAN 3021</td>
<td>Principles of Management</td>
<td>3</td>
</tr>
<tr>
<td>MAR 3023</td>
<td>Principles of Marketing</td>
<td>3</td>
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<tr>
<td>ECO 3100</td>
<td>Managerial Economics</td>
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<tr>
<td>QMB 3250</td>
<td>Statistics for Business Decisions</td>
<td>3</td>
</tr>
<tr>
<td>FIN 3408</td>
<td>Business Finance</td>
<td>4</td>
</tr>
<tr>
<td>BUL 4310</td>
<td>The Legal Environment of Business</td>
<td>3</td>
</tr>
<tr>
<td>MAN 4504</td>
<td>Operations Management</td>
<td>3</td>
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<tr>
<td>MAN 4720</td>
<td>Business Policy</td>
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Upper Division Requirements

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<tr>
<td>CGS 3460</td>
<td>(C) or an approved equivalent</td>
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<tr>
<td>COP 3121</td>
<td>or 3120 (COBOL I)</td>
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<td>Approved Area Elective</td>
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<tr>
<td>ISM 4113</td>
<td>Business Sys. Design &amp; Applications</td>
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<tr>
<td>or CIS 4300</td>
<td>Info. Sys. Design and Dev.</td>
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</tr>
<tr>
<td>CGS 4545</td>
<td>Database and Applications</td>
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<tr>
<td>or CIS 4321</td>
<td>Database Management Systems</td>
<td>3</td>
</tr>
<tr>
<td>QMB 4701</td>
<td>Managerial Operations Analysis 1</td>
<td>3</td>
</tr>
<tr>
<td>QMB 4703</td>
<td>Managerial Operations Analysis 3</td>
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Track Courses

**Operations Management (OM) Track**
- MAN 4505 Management of Service Operations 3
- MAN 4521 Manufacturing Planning and Control 3

**Management Information Systems (MIS) Track**
- ISM 4421 Knowledge Based Systems in Business 3
- ISM 4220 Introduction to Business Data Comm. 3

Free Electives 6 6

TOTAL CREDITS 124
I. Accounting

Bachelor of Science in Accounting requirements are found under Fisher School of Accounting.

II. Computer and Information Sciences

This curriculum is designed to prepare students for technical and managerial positions in computer science in public and private organizations. The curriculum emphasizes three aspects pertinent to the student's professional career: the functions in which computers are applied in organizations, the professional skills for the design of computer applications, and the decision-making techniques for the efficient and effective utilization of computing resources. Students are advised that courses offered by the CIS department may not be used to fulfill free elective requirements. In addition, CIS majors are required to complete ECO 3101 rather than ECO 3100 in the College of Business Administration core program.

<table>
<thead>
<tr>
<th>Required Courses</th>
<th>Credits</th>
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<tbody>
<tr>
<td>CDA 3101 Intro. to Computer Organization</td>
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<tr>
<td>CIS 4300 Information System Design and Development</td>
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<td>CIS 4321 Database Management Systems</td>
<td>3</td>
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<tr>
<td>ECC 3120 Introduction to CIS</td>
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<tr>
<td>COP 3500 Data and Program Structures</td>
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<td>CIS 4321 Database Management Systems</td>
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<tr>
<td>QMB 4702 Managerial Operations Analysis</td>
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<tr>
<td>QMB 4703 Managerial Operations</td>
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<td>and one of the following:</td>
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<tr>
<td>ESI 4523 Industrial System Simulation</td>
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<tr>
<td>QMB 4703 Managerial Operations Analysis</td>
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<td>Balance of 5 to 6 credits in CIS courses</td>
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</table>

III. Decision and Information Sciences

The major in Decision and Information Sciences is under consideration. Until approved, Decision and Information Sciences officially will remain a track within the Management major.

The Decision and Information Sciences (DIS) requirements give majors problem-solving skills in mathematical and statistical methods, the use of computers and application processes. The requirements span traditional academic disciplines to produce a multi-discipline major. Many majors will desire to become a staff assistant to a line manager or a decision support specialist in a traditional planning or MIS/OR department. The basic curriculum focuses on the development of computing, quantitative, and applications skills, but also allows the student to gain further specialization in one of three tracks: Management Science, Operations Management, or Decision Support Systems. Students should note the specific requirements for their chosen track and be advised that courses offered by the DIS department may not be used to fulfill free-elective requirements. Finally, DIS majors are required to complete ECO 3101 rather than ECO 3100 in the College of Business Administration core program.

<table>
<thead>
<tr>
<th>Required Courses - All Tracks (4 Courses)</th>
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<tr>
<td>MAN 4504 Operations Management</td>
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<tr>
<td>QMB 4703 Managerial Operations</td>
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<tr>
<td>and one of the following:</td>
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<tr>
<td>ESI 4523 Business Systems Design and Applications</td>
<td>3</td>
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<tr>
<td>CIS 4300 Information System Design and Development</td>
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<td>and one of the following:</td>
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<tr>
<td>CGS 4545 Databases and Applications</td>
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<td>CIS 4321 Database Management Systems</td>
<td>3</td>
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<td>Specific Electives - All Tracks (3 Courses)</td>
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<tr>
<td>ECO 3202 National Income Determinants and Policy</td>
<td>3</td>
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<tr>
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<tr>
<td>COC 3110 Introduction to CIS</td>
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<td>CGS 3462 Intro. to Computing for Non-majors</td>
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<td>COP 3523 Introduction to COBOL</td>
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<td>COC 3121 COBOL for CIS Majors</td>
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IV. Economics

This curriculum is designed to provide students with a basic core of courses plus electives from a variety of topics.

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<thead>
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<th>Required Courses</th>
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<td>ECO 3203 Intermediate Macroeconomics</td>
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<tr>
<td>Total</td>
<td>17-20</td>
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</table>

V. Finance

The core of the Finance curriculum provides a broad academic background in the field. The electives permit the student to study areas of finance in greater detail. Students desiring a major in Finance must achieve a grade of C or better in ACG 2001, ACG 2071 and FIN 3408, and are also required to complete ECO 3101 rather than ECO 3100 in the College of Business Administration core program.

<table>
<thead>
<tr>
<th>Required Courses</th>
<th>Credits</th>
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<td>FIN 4244 Debt and Money Markets</td>
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</tr>
<tr>
<td>FIN 4144 Financial Management</td>
<td>4</td>
</tr>
<tr>
<td>FIN 4004 Equity and Capital Markets</td>
<td>3</td>
</tr>
<tr>
<td>Total</td>
<td>11</td>
</tr>
</tbody>
</table>

VI. Insurance

The primary objective of the curriculum in risk and insurance is an understanding of risk— its varied forms, sources, and methods of treatment. The curriculum stresses decision-making necessary in the management of personal, commercial, and social risks.

The courses provide useful background for business and non-business majors alike with interests in the nature of risk. Students majoring in this program are prepared for administrative positions in risk management in business, government, and the insurance industry. Students desiring a major in Insurance must achieve a grade of C or better in FIN 3408, and are also required to complete ECO 3101 rather than ECO 3100 in the College of Business Administration core program.

<table>
<thead>
<tr>
<th>Required Courses</th>
<th>Credits</th>
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<tbody>
<tr>
<td>RMI 3011 Risk and Insurance</td>
<td>3</td>
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<tr>
<td>RMI 4305 Risk Management</td>
<td>3</td>
</tr>
<tr>
<td>RMI 4135 Group Insurance and Pension Plans</td>
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</tr>
<tr>
<td>Total</td>
<td>9</td>
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</table>

| Specified Elective | |
|-------------------| |
| ECO 3203 Intermediate Macroeconomics | 4 |
| Total | 17-20 |
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>Marketing</td>
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Add Course As Indicated Below:

Recommended SCNS Course Identification:

- Discipline (SMA): 
- Prefix: MAR
- Level: 4
- Course Number: 945
- Lab Code: 
- Contact Hour Base: 
- or Head Count: 20

Institution's Course Title:

Retail Management Internship

Amount of Credit: Variable

If Repeatable Credit or Variable Credit: 6 total repeatable credit allowed

minimum / 3 maximum credit within a semester

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

Prerequisites: none

Corequisites: none

Intended Students (Mark all that apply):

- Undergraduate Nonmajors
- Undergraduate Majors
- Advanced Undergraduates

Category of Instruction: □ Introductory  □ Intermediate  □ Advanced

List 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):

- Fall 1994

Signature, Department Chair: ____________________________

(Date) 1/20/94

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 ____________________________
MAR 4945  Retail Management Internship.
   Credits: 1-3; Prereq: None. May be repeated once with a change of content for up to a maximum of 6 credits.
   A 10-12 week entry level retail management internship. Opportunities available in stores, corporate headquarters', and buying offices. Management training experiences in buying, store management, merchandising, and customer service. Requires several papers and reports. May not be taken in a student’s final semester prior to graduation. Suggested course prior to internship: MAR 3023, Principles of Marketing.
**Part I: To Be Completed By the Institution or School District**

<table>
<thead>
<tr>
<th>Institution/District:</th>
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<th>Institutional Code:</th>
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<td>Economics</td>
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**Add Course As Indicated Below:**

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<tbody>
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<td>Prefix ECO</td>
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<tr>
<td>Course Number</td>
<td>Lab Code</td>
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**Institution's Course Title:**
Empirical Research in Economics Seminar

**Amount of Credit:** 3

If Repeatable Credit or Variable Credit: ______ total repeatable credit allowed

Instructor: Lawrence W. Kenny

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

After getting some background in economic empirical methodology, statistics, and statistical software and discussing some representative empirical papers, each student develops an empirical economic model and subjects it to statistical testing, helped by several class presentations.

Prerequisites: Advanced standing in economics and QMB 3250 or permission of instructor.

Corequisites:

<table>
<thead>
<tr>
<th>Intended Students (Mark all that apply):</th>
</tr>
</thead>
<tbody>
<tr>
<td>☐ Undergraduate Nonmajors</td>
</tr>
<tr>
<td>☑ Undergraduate Majors</td>
</tr>
<tr>
<td>☐ Advanced Undergraduates</td>
</tr>
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Category of Instruction: ☑ Introductory ☐ Intermediate ☑ Advanced

List 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):

1994 Fall

**Department Contact and Telephone Number:**
Lawrence W. Kenny (392-0151)

**Signature, Department Chair:**
(Date)

**Signature, College Dean:**
(Date)

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

**Signature, Institutional Contact:**
(Date)

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**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

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**Part III: SCNS Staff Use Only**

Signature

Date Entered

Correspondence Number
ECO 4
Empirical Research in Economics Seminar
L.W. Kenny

Office: MAT 224
392-0151

Office Hours: Monday, Wednesday, Friday - 4th & 7th periods or by appointment. Unfortunately, some administrative meetings will cause me to be away from my office during some scheduled office hours. I will try to minimize this disruption.

The purpose of this course is to give students exposure to and experience in positive economics, i.e., the development and testing of economic models. Toward this end, each student will develop and test his or her own economic model. The course is broken into three parts, which are described below. A readings packet can be purchased from Florida Book Store which contains readings assigned for the first and second parts (except for Friedman's article, which will be handed out in class), examples of good handouts for the second and third parts, and an example of an excellent final paper.

FIRST PART
We begin this section with discussions of how knowledge advances and of statistical testing. To gain some feeling for what constitutes good economic research and for what constitutes mediocre economic research, we then will read and discuss several published papers in economics. This section concludes with discussions on using the computer to estimate regressions. You will see how easy it is to run regressions using SAS on a PC.

Aug. 23 Introduction

Aug. 25 Economics as a Science

Milton Friedman, "The Methodology of Positive Economics"


Aug. 27/30 An overview of statistical testing

Roger D. Blair and Lawrence W. Kenny, Microeconomics with Business Applications, Section 4.1-4.5

Sept. 1 The researcher's bias and mistakes


Sept. 15 Using the SAS Statistical Package - Part I: the SAS program

Sept. 17 Using the SAS Statistical Package - Part II: PC SAS (Note that Part III of the handout also describes how to use SAS on the NERDC mainframe computer; this is convenient for those who have a computer with a modem and wish to work at home.)

Sept. 20 Practice using SAS on a personal computer - meet in the Computer Lab in Weil 410.

During this time, you should settle upon a topic for your research. You should come in and discuss your topic with me.

SECOND PART

In the second part of the course, each student will present a proposal which develops the hypothesis to be tested and describes the manner in which it will be tested. You must ascertain whether the project is feasible; that is, are the data that are required to test the hypothesis available? Your proposal, which should be several pages long, should describe your sample (e.g., all states in 1980, annual data from 1950 to 1990), the variables you will create, your predictions about the effect of each independent variable on your dependent variable, and from what sources your data will be obtained. There are 15 sessions in this part. Students must without exception bring xeroxed copies of their proposals to class one meeting prior to the scheduled presentation. Additional topics will be discussed in the extra class time after presentations on some Mondays (possibly spilling over into the next Wednesday).

Sept. 27 More on the interaction between models and data


Oct. 4 Handout on Multicollinearity
Oct. 11  Handout on Autocorrelation in Time Series Data

THIRD PART

In the third part of the course, each student will present his or her results. Students are strongly urged to use the computer as early as possible. Empirical research takes time. There are 15 sessions in this part. Again, papers describing the results and their relationship to the hypothesis are due without exception one class meeting prior to the class at which they are scheduled. In your paper, restate your predictions, describe your sample, indicate how your variables were constructed and describe them using PROC MEANS, discuss whether your results support or refute your hypothesis and whether your independent variables have a big impact on the dependent variable.

FINAL PAPER

Finally, your research project culminates in a paper (a minimum of 10 pages), which without exception is due Monday December 13 at 10 a.m. There is no exam in this course. The paper will develop the model and discuss how the data were gathered and the model tested, paying particular care to how the revised results relate to the model.

CLASS PARTICIPATION

Economic research benefits considerably when many minds think deeply about the problem to be researched. Consequently, class participation will play an important role in this course; each student will be expected to contribute to the discussion of published papers and to the discussion of student research. The level and quality of classroom participation also will affect the final grade.

GRADING

The following weights apply to the various components of the course: each presentation (10%), class participation (15%), final paper (65%). A student who does not meet a deadline for handing out material for their presentation will be penalized 50%; no credit will be received if the presentation is missed. Your grade on the paper is determined by the research you have done (not by whether your hypotheses are confirmed), the exposition of this research and results found in your paper, and your use of the English language (i.e., style, punctuation, grammar, spelling); approximately one third of the grade is based on the writing. The grade on the final paper falls 10% for each day it is late; a paper is considered late if it is turned in after 11 a.m. on the day it is due.
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>
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<tbody>
<tr>
<td>University of Florida</td>
<td>00</td>
<td>001535</td>
<td>Economics</td>
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**Terminate Current Course: Effective term (month/year):** 1994 Fall

**Current SCNS Course Identification:**
- **Discipline (SMA):** ECO
- **Prefix:** ECO
- **Level:** 4
- **Course Number:** 935
- **Lab Code:**
- **Contact Hour Base:** 3 or Head Count

**Institution's Course Title:**

**Senior Seminar**

**Change Course As Indicated Below:**

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<th>Change From</th>
<th>Change To</th>
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</thead>
<tbody>
<tr>
<td>Redclassify: Pref, No., Lab Code</td>
<td>(See above)</td>
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</tr>
<tr>
<td>Level</td>
<td>(See above)</td>
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<td>Amount of Credit</td>
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<tr>
<td>Prerequisites/Corequisites</td>
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**Change Course Title:**

**Change Course Description (Course syllabus must be attached):**

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

**Category of Instruction:**
- Introductory
- Intermediate
- Advanced

**Effective Term (month/year):**

**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**

Rev.9/92
Part I: To Be Completed By the Institution or School District

**Institution/District:** University of Florida  
**District Code:** 00  
**Institutional Code:** 001535  
**Instructional Unit or Department:** Decision & Info Sciences

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

**Current SCNS Course Identification:**
- **Discipline (SMA):** __________  
- **Prefix:** QMB  
- **Level:** 4  
- **Course Number:** 703  
- **Lab Code:** __________  
- **Contact Hour Base:** 3  
- **Head Count:** __________  
- **Institution's Course Title:** Managerial Operations Analysis 3

**Change Course As Indicated Below:**

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<td>3110 or CGS 3462</td>
<td>&quot;Computing Skills&quot; requirement.</td>
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**Intended Students (Mark all that apply):**
- Undergraduate Nonmajors
- Graduate Students
- Other (specify):
- Undergraduate Majors
- Honors Students
- Advanced Undergraduates

**Category of Instruction:**
- Introductory
- Intermediate
- Advanced

**Effective Term (month/year):**  
- Summer 1994 (May/94)

**Signature, Department Chair:**  
-  
  Signature: __________  
  Date: __________

**Signature, Graduate Dean (if applicable):**  
-  
  Signature: __________  
  Date: __________

**Department Contact and Telephone Number:**  
- Pat Brawner 2-9600

**Signature, College Dean:**  
-  
  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.9/92
February 25, 1994

MEMORANDUM

TO: John Kraft
FROM: W. Andrew McCollough

SUBJECT: Curriculum Changes

The following curriculum changes have been approved by the Graduate Committee. They have asked that these be presented to the faculty at the next College of Business Administration Faculty Meeting.

1) New Economics course: ECO 6—"Information, Incentives and Agency Theory";

2) Title change for REE 5505: From: "Real Estate Development and Management" To: "Principles of Real Estate Decision Making"

The MBA Committee has approved the following new course and asked that it be presented to the faculty at the next meeting, also.

1) New Economics course: ECO 6—"Environmental and Natural Resource Economics"

WAM:sh

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

| Institution/District: University of Florida | District Code: 00 | Institutional Code: 001535 | Instructional Unit or Department: Economics |
| Add Course As Indicated Below: |
| Recommended SCNS Course Identification: |
| Discipline (SMC): prefix ECO | Level 6 | Course Number | Lab Code | Contact Hour Base | or Head Count |
| Institution's Course Title: Information, Incentives, and Agency Theory |
| Amount of Credit: 3 | If Repeatable Credit or Variable Credit: 0 | total repeatable credit allowed |
| Instructor: D. Sappington |___| minimum / ___ maximum credit within a semester |

Course Description (Course syllabus, grading criteria, and reading list must be attached.):
This course will review recent theoretical work in the economics literature on the design of incentive schemes in the presence of limited information. Mathematical modeling and proof techniques will be emphasized.

Prerequisites: ECO 6406, ECO 6115, ECO 6116 or Permission of Instructor

Corequisites:
- Undergraduate Nonmajors
- Graduate Students
- Undergraduate Majors
- Honors Students
- Advanced Undergraduates

Category of Instruction: □ Introductory □ Intermediate □ Advanced

List 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): □ |

Department Contact and Telephone Number: |

Signature, Department Chair: (Date) Signature, College Dean: (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:
Information, Incentives, and Agency Theory

This course will focus on recent theoretical work in the general area of information and incentives, with applications in economics, accounting and finance. We will begin with a very brief review of such standard topics as expected utility, risk aversion, decision-making under uncertainty, and the value of information. We will then proceed to the most basic of agency models. Later, we will turn to more sophisticated such models. The primary emphasis will be on modelling and proof techniques.

Facility with constrained optimization techniques will be assumed. A good knowledge of statistics will prove to be very helpful.

Course requirements include an examination, and a detailed analysis of a technical paper from the reading list. The exam will be held during class hours on November 19th. The written analysis is due December 3rd. The exam counts for 50% of your final grade. The paper counts for 45%. The remaining 5% is based on homework problems and class participation.

References preceded by a * denote required reading. References preceded by a # denote recommended reading.

Mathematical and Statistical Preliminaries.


Overviews and Surveys of the Incentive Literature.


Basic Agency Models.


Developments of the Basic Agency Model.


More Technical Developments.


Auditing, Monitoring and Incentives.


Incentives Schemes with Multiple Agents.


Multiple Equilibria and Implementation.


**Tournaments.**


**Double Moral Hazard.**


**Auction Theory.**


Auctioning Incentive Contracts.


Informed Principals.


Multiple Principals.


Interactions Among Agency Relationships.


Dynamic Agency Models.


Commitment Issues.


Renegotiation and Incomplete Contracts.


A. Ma, "Renegotiation and Optimality in Agency Contracts", Boston University mimeo, December 1990.


Hierarchies.


Organizational Structure and Design.


**Empirical Tests of Agency Models.**


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>
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<tr>
<th>Institution/District:</th>
<th>University of Florida</th>
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<th>00</th>
<th>Institutional Code:</th>
<th>001535</th>
<th>Instructional Unit or Department: Finance, Insurance and Real Estate</th>
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Terminate Current Course: Effective term (month/year):

Current SCNS Course Identification:
- Discipline (SMA): [ ]
- Prefix: [ ]
- Level: 5
- Course Number: 505
- Lab Code: [ ]
- Contact Hour Base: 3 or Head Count: [ ]

Institution's Course Title:
Real Estate Development and Management

Change Course As Indicated Below:
Item to Change | Change From | Change To
--- | --- | ---
Redeclassify: Pref, No., Lab Code | [ ] | [ ]
Level | [ ] | [ ]
Amount of Credit | [ ] | [ ]
Contact Hour Base or Head Count | [ ] | [ ]
Prerequisites/Corequisites | [ ] | [ ]

Change Course Title: Principles of Real Estate Decision Making

Change Course Description (Course syllabus must be attached):

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

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

Effective Term (month/year): 8/94

Department Contact and Telephone Number: Priscilla Kenney 2-0153

Signature, Department Chair: [ ]
[Signature]  (Date) / 1/2/94

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: [ ]
[Signature]  Date

Part III: SCNS Staff Use Only

Signature: [ ]
[Signature]  Date Entered: [ ]  Correspondence Number: [ ]
Part I: To Be Completed By the Institution or School District

<table>
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<th>001535</th>
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Add Course As Indicated Below:

Recommended SCNS Course Identification:

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<th>Lab Code</th>
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<th>3</th>
<th>or Head Count</th>
</tr>
</thead>
</table>

Institution's Course Title:

Environmental and Natural Resource Economics

Amount of Credit: 3

If Repeatable Credit or Variable Credit: ___ total repeatable credit allowed

Instructor: Tracy R Lewis

Course Description (Course syllabus, grading criteria, and reading list must be attached): The purpose of the course is to provide an overview of the theoretical principles, policy instruments and current practice of employing economics in analyzing various environmental and natural resource problems. Attention is focused on 1) environmental protection and resource conservation, 2) evaluating environmental costs and benefits, and 3) optimal management of exhaustible and renewable resources.

Prerequisites: ECP 6705 or permission of instructor

Corequisites:

Intended Students (Mark all that apply):

- [ ] Undergraduate Nonmajors
- [ ] Undergraduate Majors
- [ ] Advanced Undergraduates

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

List 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. Larry Libby, Food & Resource Economics

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

Fall August 1993

Department Contact and Telephone Number:

Tracy R Lewis  (904) 392-7489

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):

Century Title (if new):

Signature, Faculty Discipline Committee Representative  Date

Part III: SCNS Staff Use Only

Signature  Date Entered  Correspondence Number
Environmental and Natural Resource Economics
ECO 6
Professor Tracy R. Lewis

I. General Information

The purpose of this course is to provide an overview of the theoretical principles, policy instruments, and current practice of employing economics in analyzing various environmental and natural resource problems. Throughout the course we shall focus attention in the following general areas.

(a) Environmental Protection, and Resource Conservation
(b) Evaluating Environmental Costs and Benefits
(c) Optimal Management of Exhaustible and Renewable Resources

II. Course Logistics

The course assumes prior knowledge of intermediate micro economic theory (ECO 3101). Students may take this course without this recommended prerequisite but are advised not to do so. The course will employ elementary mathematics (and even some calculus) only as needed to develop some necessary concepts and results.

The course requires a fair amount of reading, and it is recommended that readings be completed during the week which they are discussed in class.

Course grades are based on the following:

(a) Midterm I (30%)
(b) Midterm II (30%)
(c) Final Exam (40%)

The texts for the course are

(ii) Reader (available at Target Copy)
III. Course Outline

A. Introduction (2 weeks)

1. Tietenberg, Chpts 1-4


B. Externalities, Market Failure and Pollution Control (3-4 weeks)

1. Tietenberg, Chpts 14, 15 and two chapters out of (16-18)


C. Political Economy of Environmental Regulation (2 1/2 weeks)


D. Cost - Benefit Analysis and Estimation (1 1/2 weeks)


E. Management of Exhaustible Resources (2 weeks)

1. Tietenberg, Chpts 6-8

2. Hartwick and Olewiler, Chpts 3, 4 (on reserve only)
F. Management of Renewable Resources (2 weeks)

1. Tietenberg Chpts 9-12

2. Hartwick and Olewiler, Chpts 8, 9 (on reserve only)
GENERAL FACULTY MEETING
MARCH 4, 1994
102 BUS
1:00-3:00 p.m.
MINUTES

1. MINUTES:
   Minutes from the December 10, 1993, General Faculty Meeting were approved as distributed.

2. UNDERGRADUATE COMMITTEE:
   Mark Rush explained the different proposals: A motion was made, seconded and passed on each proposal presented:

   a.) DIS Major Proposal
   b.) New MAR course-MAR 4945
   c.) New Economics course-ECO 4
   d.) Termination of ECO course-ECO 4935
   e.) Prerequisite change for QMB 4703

   A motion was made and passed to adjourn the general faculty meeting.

GRADUATE FACULTY MEETING
MARCH 4, 1994

1. MINUTES:
   Minutes from the December 10, 1993, Graduate Faculty Meeting were approved as distributed.

2. GRADUATE COMMITTEE:
   a.) Rich Lutz explained the new Economics course-ECO 6. A motion was made, seconded and passed to approve the new course as presented.
   b.) Rich Lutz explained the Title change for REE 5505. A motion was made, seconded and passed to approve the title change as presented.
   c.) Steve DeKrey explained the new Economics course-ECO 6. A motion was made, seconded and passed to approve the new course as presented.

   A motion was made and passed to adjourn the graduate faculty meeting.
GENERAL FACULTY MEETING
MARCH 4, 1994
102 BUS
1:00-3:00 p.m.
MINUTES

1. MINUTES:
Minutes from the December 10, 1993, General Faculty Meeting were approved as distributed.

2. UNDERGRADUATE COMMITTEE:
Mark Rush explained the different proposals: A motion was made, seconded and passed on each proposal presented:

   a.) DIS Major Proposal
   b.) New MAR course-MAR 4945
   c.) New Economics course-ECO 4_____ 
   d.) Termination of ECO course-ECO 4935
   e.) Prerequisite change for QMB 4703

A motion was made and passed to adjourn the general faculty meeting.

GRADUATE FACULTY MEETING
MARCH 4, 1994

1. MINUTES:
Minutes from the December 10, 1993, Graduate Faculty Meeting were approved as distributed.

2. GRADUATE COMMITTEE:
   a.) Rich Lutz explained the new Economics course-ECO 6 _____ . A motion was made, seconded and passed to approve the new course as presented.
   b.) Rich Lutz explained the Title change for REE 5505. A motion was made, seconded and passed to approve the title change as presented.
   c.) Steve DeKrey explained the new Economics course-ECO6____ . A motion was made, seconded and passed to approve the new course as presented.

A motion was made and passed to adjourn the graduate faculty meeting.
February 25, 1994

GENERAL FACULTY MEETING
March 4, 1994
102 BUS
1:00 - 3:00 p.m.

AGENDA

1. Minutes from the December 10, 1993, General Faculty Meeting

2. Undergraduate Committee (Attachment 1)
   a) DIS Major Proposal (attachment 1a)
   b) New MAR course - MAR 4945 (attachment 1b)
   c) New Economics course - ECO 4- - - (attachment 1c)
   d) Termination of ECO course - ECO 4935 (attachment 1d)
   e) Prerequisite change for QMB 4703 (attachment 1e)

GRADUATE FACULTY MEETING
March 4, 1994

1. Minutes from the December 10, 1993, Graduate Faculty Meeting

2. Graduate Committee: (Attachment 2)
   a) New Economics course - ECO 6- - - (attachment 2a)
   b) Title change for REE 5505 (attachment 2b)

3. MBA Committee: (attachment 2)
   c) New Economics course ECO 6- - - (attachment 2c)

JK:rcm

Attachments
MEMORANDUM

TO: John Kraft

FROM: W. Andrew McCollough

SUBJECT: Curriculum Changes

The following curriculum changes have been approved by the Undergraduate Committee. They have asked that these be presented to the faculty at the next College of Business Administration Faculty Meeting.

1) DIS Major Proposal

2) New Marketing course: MAR 4945 - "Retail Management Internship"

3) New Economics course which will replace ECO 4935 - "Senior Seminar": ECO 4 - "Empirical Research in Economics Seminar"

4) Termination of ECO course: ECO 4935

5) Prerequisite change for QMB 4703:
   From: QMB 3600 and CGS 3420 or COC 3110 or CGS 3462
   To: MAC 3233, STA 3023 and Preprofessional "Computing Skills" requirement

WAM:sh

Attachments
MEMORANDUM

TO: Mark Rush  
Chairman, Undergraduate Committee

FROM: S. Selcuk Erenugu

RE: DIS curriculum changes

December 6, 1993

I have recently discussed the following changes in the DIS major curriculum with Dean Tapley. These changes have been approved by the department faculty and I am now presenting them for consideration for approval by the Undergraduate Committee. Your prompt action on our proposal will be greatly appreciated.

1. Replace MAN 4504 with QMB 4701 as an upper division DIS major requirement. Please note that MAN 4504 is now a CBA core course.

2. Replace ECO 3202 with "approved area elective".

3. Replace "COC 3110 or CGS 3462" with "CGS 3460 (C) or an approved equivalent"

4. Reduce the number of tracks from three to two and rename the Decision Support Systems (DSS) track as Management Information Systems (MIS). The two tracks are Operations Management (OM) and MIS with the following course requirements.

OM Track:
MAN 4505, Management of Service Operations
MAN 4521, Manufacturing Planning and Control

MIS Track:
ISM 4421, Knowledge Based Systems in Business
ISM 4220, Introduction to Business Data Communications
Please note that these track requirements are the same as before with the exception that "an approved ISE course" is no longer a pre-approved alternative for satisfying the OM track requirement.

Copies of the current and proposed DIS major curricula are enclosed.

cc. Dean Tapley
Patrick Thompson
DIS MAJOR
(PROPOSED)

LOWER DIVISION ADMISSION REQUIREMENTS

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<td>ACG 2071 Elementary Managerial Accounting</td>
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<td>STA 3023 Introduction to Statistics</td>
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<td>ISM 3011 Information Sys. in Organizations</td>
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<td>MAN 3021 Principles of Management</td>
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<td>MAR 3023 Principles of Marketing</td>
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<td>ECO 3100 Managerial Economics</td>
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<td>QMB 3250 Statistics for Business Decisions</td>
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<td>FIN 3408 Business Finance</td>
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<td>BUL 4310 The Legal Environment of Business</td>
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<td>MAN 4504 Operations Management</td>
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<td>QMB 4703 Managerial Operations Analysis 3</td>
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<td>MAN 4521 Manufacturing Planning and Control</td>
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</table>
I. Accounting

Bachelor of Science in Accounting requirements are found under Fisher School of Accounting.

II. Computer and Information Sciences

This curriculum is designed to prepare students for technical and managerial positions in computer science in public and private organizations. The curriculum emphasizes three aspects pertinent to the student's professional career: the functions to which computers are applied in organizations, the professional skills for the design of computing applications, and the decision-making techniques for the efficient and effective utilization of computing resources. Students are advised that courses offered by the CIS department may not be used to fulfill free-elective requirements. In addition, CIS majors are required to complete ECO 3101 rather than ECO 3100 in the College of Business Administration core program.

Required Courses
- CDA 3101 Introduction to Computer Organization 3
- CIS 4301 Information System Design and Development 3
- CIS 4321 Database Management Systems 3
- ECC 3110 Introduction to CIS 3
- COP 3121 Cobol for CIS Majors 3
- COP 3520 Data and Program Structures 3

Total 18

Specified Electives
- ECO 3202 National Income Determinants and Policy 3
- 18 credits from the following courses:
  - ESI 4373 Industrial System Simulation, or...
  - QMB 4703 Managerial Operations Analysis III 3

Balance of 5 to 6 credits in CIS courses from approved list 11-12

Total 29-30

III. Decision and Information Sciences

The major in Decision and Information Sciences is under consideration. Until approved, Decision and Information Sciences officially will remain a track within the Management major.

The Decision and Information Sciences (DIS) requirements give majors problem-solving skills in mathematical and statistical methods, the use of computers and application processes. The requirements span traditional academic disciplines to produce a multi-disciplinary major. Many majors will desire to become a staff assistant to a line manager or a decision support specialist in a traditional planning or MIS/OR department. The basic curriculum focuses on the development of computing, quantitative, and application skills, but also allows the student to gain further specialization in one of three tracks: Management Science, Operations Management, or Decision Support Systems. Students should note the specific requirements for the chosen track and are advised that courses offered by the DIS department may not be used to fulfill free-elective requirements. Finally, DIS majors are required to complete ECO 3101 rather than ECO 3100 in the College of Business Administration core program.

Required Courses
- MAN 4505 Management of Service Operations 3
- MAN 4521 Production Planning and Control 3
- ISE Course to be Approved by the Department 3

Total 9

IV. Economics

This curriculum is designed to provide students with a basic core of courses plus electives from a variety of topics.

Economics majors are required to complete ECO 3101 rather than ECO 3100 in the College of Business Administration core program. In addition, majors must complete ECO 3103 and 12-18 semester hours of 3000-4000 level Economics courses.

V. Finance

The core of the Finance curriculum provides a broad academic background in the field. The electives permit the student to study areas of finance in greater detail. Students desiring a major in Finance must achieve a grade of C or better in ACU 2001, ACU 2007, and FIN 3408, and are required to complete ECO 3101 rather than ECO 3100 in the College of Business Administration core program.

Required Courses
- FIN 4241 Debt and Money Markets 3
- FIN 4414 Financial Management 3
- FIN 4504 Equity and Capital Markets 3

Finance Electives
- At least one but no more than two of the following courses:
  - FIN 4319 Financial Management of Financial Institutions 3
  - FIN 4314 Investments 3
  - FIN 4604 International Finance 3

Specified Elective
- ECO 3203 Intermediate Macroeconomics 4

Total 17-20

VI. Insurance

The primary objective of the curriculum in risk and insurance is an understanding of risk — its varied forms, source, and methods of treatment. The curriculum stresses decision-making necessary in the management of personal, commercial, and social risks.

The courses provide useful background for business and nonbusiness majors alike with interests in the nature of risk. Students majoring in this program are prepared for administrative positions in risk management in business, government, and the insurance industry. Students desiring a major in Insurance must achieve a grade of C or better in FIN 3408, and are also required to complete ECO 3101 rather than ECO 3100 in the College of Business Administration core program.

Required Courses
- RMJ 3011 Risk and Insurance 3
- RMJ 4305 Risk Management 3
- RMJ 4335 Group Insurance and Pension Plans 3

Total 9

Specified Electives
- ECO 3203 Intermediate Macroeconomics 4
- One of the following:
  - FIN 4404 Equity and Capital Markets 3
  - RMJ 4805 Estates, Trusts, and Insurance 3

Total 7
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  

Institution/District: University of Florida  
District Code: 00  
Institutional Code: 001535  
Instructional Unit or Department: Marketing

Add Course As Indicated Below:  

Recommended SCNS Course Identification:  
Discipline (SMA) ___ Prefix ___ MAR ___ Level ___ 4 ___ Course Number ___ 945 ___ Lab Code ___ Contact Hour Base ___ or Head Count: 20 ___  

Institution's Course Title:  
Retail Management Internship

Amount of Credit: Variable  
If Repeatable Credit or Variable Credit: ___ 6 ___ total repeatable credit allowed

Instructor: Weitz  
minimum / maximum credit within a semester

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

Prerequisites: none  
Corequisites: none

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

Category of Instruction:  
- Introductory  
- Intermediate  
- Advanced  
- Elective  
List 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): Fall 1994  
Department Contact and Telephone Number: Cathy Quincey 392-0161 ext. 1241

Signature, Department Chair: ___ (Date) 1-20-94 ___  
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
Course Termination or Change Transmittal Form
Instructions for Completion of Part I

The Course Termination or Change Transmittal Form is used for transmitting the following course information to the Statewide Course Numbering System (SCNS):

1. Prefixes and numbers of courses which will no longer be offered by the institution.
2. Institutional recommendation of prefix and course number for a changed course.
3. Additional course information to be recorded in the SCNS inventory.
4. Supporting documentation for review by the faculty discipline coordinator for possible reassignment of prefix and course number.

All information requested on this form is necessary for the efficient and timely maintenance of the SCNS inventory. Thus, all items on Part I of this form must be completed before it is forwarded to the Florida Department of Education (DOE). An updated course syllabus must be attached in cases where course content has changed or a new prefix or number is requested.

The following instructions and definitions are provided to clarify items to be completed on the Course Termination or Change Transmittal Form.

Instructional Unit or Department: Academic unit responsible for teaching the course.

Terminate Current Course, Effective Date: If a course will no longer be offered, please provide the term (month/year) beyond which the course will no longer be offered.

Current SCNS Course Identification:
- **Discipline (SMA):** A three-digit code representing a broad Subject Matter Area. SCNS staff will enter this number if the appropriate number is not known.
- **Prefix:** A three-letter code indicating placement of a course within the discipline.
- **Level:** A one-digit code preceding the course number which indicates the level (e.g., freshman, sophomore, etc.) at which the course is to be taught. This number is to be assigned by the institution according to state and institutional policy.
- **Course Number:** A three-digit code indicating the specific content of the course based on the SCNS taxonomy and course equivalency profiles.
- **Lab Code:** This code is ordinarily left blank. The letter "C" may be used to indicate a combination of lecture and laboratory. An "L" indicates a laboratory for which a student may register separately in connection with a lecture having the same number with a blank lab code. The "L" may also be used for a course which is a laboratory in its entirety.
- **Contact Hours:** "Base" contact hours are determined by dividing the total number of classroom meeting hours per semester by the number of weeks in the semester. That is,

\[
\frac{8 \text{ (hours class meets per week) } \times 4 \text{ (number of weeks class meets)}}{16 \text{ (number of weeks in semester)}} = \frac{32}{16} = 2 \text{ Base Contact Hours}
\]

"Headcount" contact hours are determined by dividing the average number of hours the instructor meets with one student during the semester by 3 times the number of weeks in the semester. That is,

\[
\frac{1 \text{ (average number hours per student) } \times 16 \text{ (number weeks in semester)}}{3 \times 16 \text{ (number of weeks in semester)}} = \frac{16}{48} = .33 \text{ Headcount Contact Hours}
\]

Institution's Course Title: The title of the course as it appears in the catalog.

Course Change Information: If changes are to be made in a course's identification, list all recommended changes using the definitions for discipline, prefix, level, course number, lab code, and the institution's course title. All changes including the amount and type of credit may affect the course prefix and number. All changes are subject to approval of the appropriate Faculty Discipline Coordinator based on the SCNS taxonomy and classification system.

Prerequisites/Corequisites: Indicate prefix and number or content of courses and other requirements which must be satisfied prior to enrollment in this course or concurrently with this course.

Intended Students: Check all appropriate categories. For category of "Other," describe the intended registrants, e.g., secondary school music teachers, registered nurses, dieticians.

Category of Instruction: Introductory courses are those which require no prerequisites and are general in nature. Intermediate courses require some prior preparation in a related area. Advanced courses require specific competencies or knowledge relevant to the topic prior to enrollment.

Change Course Title: Provide the title of the course as it will appear in the catalog.

Change Course Description: Provide a brief narrative description of the content of the course as it will appear in the catalog. A course syllabus including a course outline of major topics must be attached for a course to be reclassified, as well as for content changes.

Effective Date: Provide month, day, and year of term in which the change will first be effective.

Signatures:
- **Department Chair:** Signature and date are required to indicate departmental approval of the request.
- **College Dean:** Signature of college dean and date indicate approval of the college level curriculum committee or, if no such committee exists, approval of college.
- **Graduate Dean:** All graduate level courses must be approved by the Graduate Curriculum Committee; signature and date indicate the course has the committee's review and approval.
- **Institutional Contact:** All forms must be signed and dated by the institution's designated SCNS contact person. For undergraduate and professional courses, this signature also indicates approval of the University Curriculum Committee.

Do Not Complete Parts II and III.

Should you have questions concerning the completion of this form, call Nancy Gullic at 392-1361, ext. 7302. Call Helen Martin at 392-1282 for questions concerning graduate courses.
MAR 4945 Retail Management Internship.

Credits: 1-3; Prereq: None. May be repeated once with a change of content for up to a maximum of 6 credits.
A 10-12 week entry level retail management internship. Opportunities available in stores, corporate headquarters', and buying offices. Management training experiences in buying, store management, merchandising, and customer service. Requires several papers and reports. May not be taken in a student's final semester prior to graduation. Suggested course prior to internship: MAR 3023, Principles of Marketing.
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

Institution/District: University of Florida
District Code: 00
Institutional Code: 001535
Instructional Unit or Department: Economics

Add Course As Indicated Below:

Recommended SCNS Course Identification:
Discipline (SMA) ECO Prefix Level 4 Course Number Lab Code Contact Hour Base 3 or Head Count

Institution's Course Title:
Empirical Research in Economics Seminar

Amount of Credit: 3
If Repeatable Credit or Variable Credit: total repeatable credit allowed
Instructor: Lawrence W. Kenny
minimum / maximum credit within a semester

Course Description (Course syllabus, grading criteria, and reading list must be attached):
After getting some background in economic empirical methodology, statistics, and statistical software and discussing some representative empirical papers, each student develops an empirical economic model and subjects it to statistical testing, helped by several class presentations.

Prerequisites: Advanced standing in economics and QMB 3250 or permission of instructor.

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

List 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):
1994 Fall

Department Contact and Telephone Number:
Lawrence W. Kenny (392-0151)

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
New Course Transmittal Form

Instructions for Completion of Part I

The New Course Transmittal Form is used for transmitting new course information to the Statewide Course Numbering System (SCNS):

1. Institutional recommendations regarding prefixes and course numbers for new courses.
2. Additional course information to be recorded in the SCNS inventory.
3. Supporting documentation for use by the faculty discipline coordinator in reviewing and assigning prefixes and course numbers.

All information requested on this form is necessary for the efficient and timely maintenance of the SCNS inventory. Thus, all items on Part I of this form must be completed and the course syllabus attached before it is forwarded to the Florida Department of Education (DOE).

The following instructions and definitions are provided to clarify items to be completed on the Course Termination or Change Transmittal Form.

Instructional Unit or Department: Academic unit responsible for teaching the course.

Recommended SCNS Course Identification:

Discipline (SMA): A three digit code representing a broad Subject Matter Area. SCNS staff will enter this number if the appropriate number is not known.
Prefix: A three letter code indicating placement of a course within the discipline.
Level: A one digit code preceding the course number which indicates the level (e.g., freshman, sophomore, etc.) at which the course is to be taught. This number is to be assigned by the institution according to state and institutional policy.
Course Number: A three digit code indicating the specific content of the course based on the SCNS taxonomy and course equivalency profiles.
Lab Code: This code is ordinarily left blank. The letter "C" may be used to indicate a combination of lecture and laboratory. An "L" indicates a laboratory for which a student may register separately in connection with a lecture having the same number with a blank lab code. The "L" may also be used for a course which is a laboratory in its entirety.
Contact Hours: "Base" contact hours are determined by dividing the total number of classroom meeting hours per semester by the number of weeks in the semester. That is,
8 (hours class meets per week) x 4 (number of weeks class meets) = 32 = 2 Base Contact Hours
16 (number of weeks in semester)

"Headcount" contact hours are determined by dividing the average number of hours the instructor meets with one student during the semester by 3 times the number of weeks in the semester. That is,
1 (average number hours per student) x 16 (number of weeks in semester) = 16 = .33 Headcount Contact Hours
3 x 16 (number of weeks in semester)

Institution's Course Title: The title of the course as it appears in the catalog.

Type & Amount of Credit: The type and amount of credit are regulated by Rule 6A-10.033, FAC. The number of credits should be entered in the blank that indicates the amount of credit. An "X" should be used to indicate the type of credit.

Course Description: Provide a brief narrative description of the content of the course. A course syllabus including a course outline of major topics, readings, and grading criteria must be attached.

Prerequisites: Indicate prefix and number or content of courses and other requirements which must be satisfied prior to enrollment in this course.

Corequisites: Indicate prefix and number or content of courses which must be taken concurrently with this course.

Intended Students: Check all appropriate categories. For category of "Other," describe the intended registrants, e.g., law enforcement officers, registered nurses, retail merchants, etc.

Category of Instruction: Introductory courses are those which require no prerequisites and are general in nature. Intermediate courses require some prior preparation in a related area. Advanced courses require specific competencies or knowledge relevant to the topic prior to enrollment.

Duplication or Infringement: If the subject area of the course seems to overlap or infringe on the subject area of another department (e.g., if the Department of Urban and Regional Planning wished to offer a course in land economics, URP would need to secure signatures of the chairs of the Departments of Economics and Food and Resource Economics indicating the proposed course content did not duplicate or infringe on their course offerings).

Effective Term: Provide academic term, month and year of term in which the course will first be offered.

Department Contact and Telephone Number: The name and telephone number of the person who can be contacted if there is a question concerning this course.

Signatures:

Department Chair: Signature and date are required to indicate departmental approval of the request.
College Dean: Signature of college dean and date indicate approval of the college level curriculum committee or, if no such committee exists, approval of college.
Graduate Dean: All graduate level courses must be approved by the Graduate Curriculum Committee; signature and date indicate the course has the committee's review and approval.
Institutional Contact: All forms must be signed and dated by the institution's designated SCNS contact person. For undergraduate and professional courses, this signature also indicates approval of the University Curriculum Committee.

Do Not Complete Parts II and III.

Should you have questions concerning the completion of this form, please call Nancy Gullic at 392-1361, ext. 7302. Call Helen Martin at 392-1282 for questions concerning graduate courses.
ECO 4
Empirical Research in Economics Seminar
L.W. Kenny

Office: MAT 224
392-0151

Office Hours: Monday, Wednesday, Friday - 4th & 7th periods or by appointment. Unfortunately, some administrative meetings will cause me to be away from my office during some scheduled office hours. I will try to minimize this disruption.

The purpose of this course is to give students exposure to and experience in positive economics, i.e., the development and testing of economic models. Toward this end, each student will develop and test his or her own economic model. The course is broken into three parts, which are described below. A readings packet can be purchased from Florida Book Store which contains readings assigned for the first and second parts (except for Friedman's article, which will be handed out in class), examples of good handouts for the second and third parts, and an example of an excellent final paper.

FIRST PART
We begin this section with discussions of how knowledge advances and of statistical testing. To gain some feeling for what constitutes good economic research and for what constitutes mediocre economic research, we then will read and discuss several published papers in economics. This section concludes with discussions on using the computer to estimate regressions. You will see how easy it is to run regressions using SAS on a PC.

Aug. 23 Introduction
Aug. 25 Economics as a Science

Milton Friedman, "The Methodology of Positive Economics"


Aug. 27/30 An overview of statistical testing

Roger D. Blair and Lawrence W. Kenny, Microeconomics with Business Applications, Section 4.1-4.5

Sept. 1 The researcher's bias and mistakes


Sept. 15 Using the SAS Statistical Package - Part I: the SAS program

Sept. 17 Using the SAS Statistical Package - Part II: PC SAS (Note that Part III of the handout also describes how to use SAS on the NERDC mainframe computer; this is convenient for those who have a computer with a modem and wish to work at home.)

Sept. 20 Practice using SAS on a personal computer - meet in the Computer Lab in Weil 410.

During this time, you should settle upon a topic for your research. You should come in and discuss your topic with me.

SECOND PART

In the second part of the course, each student will present a proposal which develops the hypothesis to be tested and describes the manner in which it will be tested. You must ascertain whether the project is feasible; that is, are the data that are required to test the hypothesis available? Your proposal, which should be several pages long, should describe your sample (e.g., all states in 1980, annual data from 1950 to 1990), the variables you will create, your predictions about the effect of each independent variable on your dependent variable, and from what sources your data will be obtained. There are 15 sessions in this part. Students must without exception bring xeroxed copies of their proposals to class one meeting prior to the scheduled presentation. Additional topics will be discussed in the extra class time after presentations on some Mondays (possibly spilling over into the next Wednesday).

Sept. 27 More on the interaction between models and data


Oct. 4 Handout on Multicollinearity
Oct. 11 Handout on Autocorrelation in Time Series Data

THIRD PART

In the third part of the course, each student will present his or her results. Students are strongly urged to use the computer as early as possible. Empirical research takes time. There are 15 sessions in this part. Again, papers describing the results and their relationship to the hypothesis are due without exception one class meeting prior to the class at which they are scheduled. In your paper, restate your predictions, describe your sample, indicate how your variables were constructed and describe them using PROC MEANS, discuss whether your results support or refute your hypothesis and whether your independent variables have a big impact on the dependent variable.

FINAL PAPER

Finally, your research project culminates in a paper (a minimum of 10 pages), which without exception is due Monday December 13 at 10 a.m. There is no exam in this course. The paper will develop the model and discuss how the data were gathered and the model tested, paying particular care to how the revised results relate to the model.

CLASS PARTICIPATION

Economic research benefits considerably when many minds think deeply about the problem to be researched. Consequently, class participation will play an important role in this course; each student will be expected to contribute to the discussion of published papers and to the discussion of student research. The level and quality of classroom participation also will affect the final grade.

GRADING

The following weights apply to the various components of the course: each presentation (10%), class participation (15%), final paper (65%). A student who does not meet a deadline for handing out material for their presentation will be penalized 50%; no credit will be received if the presentation is missed. Your grade on the paper is determined by the research you have done (not by whether your hypotheses are confirmed), the exposition of this research and results found in your paper, and your use of the English language (i.e., style, punctuation, grammar, spelling); approximately one third of the grade is based on the writing. The grade on the final paper falls 10% for each day it is late; a paper is considered late if it is turned in after 11 a.m. on the day it is due.
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>Economics</td>
</tr>
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</table>

Terminate Current Course: Effective term (month/year): 1994 Fall

Current SCNS Course Identification:
Discipline (SMA)  Prefix  Level  Course Number  Lab Code  Contact Hour Base or Head Count

Institution's Course Title:
Senior Seminar

Change Course As Indicated Below:

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<thead>
<tr>
<th>Item to Change</th>
<th>Change From</th>
<th>Change To</th>
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</thead>
<tbody>
<tr>
<td>Reclassify: Pref, No., Lab Code</td>
<td>(See above)</td>
<td></td>
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<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):

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

Category of Instruction:
- Introductory
- Intermediate
- Advanced

Effective Term (month/year):

Department Contact and Telephone Number:

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:
New Course Transmittal Form

Instructions for Completion of Part I

The New Course Transmittal Form is used for transmitting new course information to the Statewide Course Numbering System (SCNS):

1. Institutional recommendations regarding prefixes and course numbers for new courses.
2. Additional course information to be recorded in the SCNS inventory.
3. Supporting documentation for use by the faculty discipline coordinator in reviewing and assigning prefixes and course numbers.

All information requested on this form is necessary for the efficient and timely maintenance of the SCNS inventory. Thus, all items on Part I of this form must be completed and the course syllabus attached before it is forwarded to the Florida Department of Education (DOE).

The following instructions and definitions are provided to clarify items to be completed on the Course Termination or Change Transmittal Form.

Instructional Unit or Department: Academic unit responsible for teaching the course.

Recommended SCNS Course Identification:

- **Discipline (SMA):** A three digit code representing a broad Subject Matter Area. SCNS staff will enter this number if the appropriate number is not known.
- **Prefix:** A three letter code indicating placement of a course within the discipline.
- **Level:** A one digit code preceding the course number which indicates the level (e.g., freshman, sophomore, etc.) at which the course is to be taught. This number is to be assigned by the institution according to state and institutional policy.
- **Course Number:** A three digit code indicating the specific content of the course based on the SCNS taxonomy and course equivalency profiles.
- **Lab Code:** This code is ordinarily left blank. The letter "L" may be used to indicate a combination of lecture and laboratory. An "L" indicates a laboratory for which a student may register separately in connection with a lecture having the same number with a blank lab code. The "L" may also be used for a course which is a laboratory in its entirety.

- **Contact Hours:** "Base" contact hours are determined by dividing the total number of classroom meeting hours per semester by the number of weeks in the semester. That is, 
  \[ \frac{8 \text{ (hours class meets per week)} \times 4 \text{ (number of weeks class meets)}}{16 \text{ (number of weeks in semester)}} = \frac{32}{16} = 2 \text{ Base Contact Hours} \]

  "Headcount" contact hours are determined by dividing the average number of hours the instructor meets with one student during the semester by 3 times the number of weeks in the semester. That is, 
  \[ \frac{1 \text{ (average number hours per student)} \times 16 \text{ (number weeks in semester)}}{48} = \frac{16}{48} = .33 \text{ Headcount Contact Hours} \]

- **Institution's Course Title:** The title of the course as it appears in the catalog.

- **Type & Amount of Credit:** The type and amount of credit are regulated by Rule 6A-10.033, FAC. The number of credits should be entered in the blank that indicates the amount of Credit. An "X" should be used to indicate the type of credit.

- **Course Description:** Provide a brief narrative description of the content of the course. A course syllabus including a course outline of major topics, readings, and grading criteria must be attached.

- **Prerequisites:** Indicate prefix and number or content of courses and other requirements which must be satisfied prior to enrollment in this course.

- **Corequisites:** Indicate prefix and number or content of courses which must be taken concurrently with this course.

- **Intended Students:** Check all appropriate categories. For category of "Other," describe the intended registrants, e.g., law enforcement officers, registered nurses, retail merchants, etc.

- **Category of Instruction:** Introductory courses are those which require no prerequisites and are general in nature. Intermediate courses require some prior preparation in a related area. Advanced courses require specific competencies or knowledge relevant to the topic prior to enrollment.

- **Duplication or Infringement:** If the subject area of the course seems to overlap or infringe on the subject area of another department (e.g., if the Department of Urban and Regional Planning wished to offer a course in land economics, URP would need to secure signatures of the chairs of the Departments of Economics and Food and Resource Economics indicating the proposed course content did not duplicate or infringe on their course offerings).

- **Effective Term:** Provide academic term, month and year of term in which the course will first be offered.

- **Department Contact and Telephone Number:** The name and telephone number of the person who can be contacted if there is a question concerning this course.

- **Signatures:**
  - Department Chair: Signature and date are required to indicate departmental approval of the request.
  - College Dean: Signature of college dean and date indicate approval of the college level curriculum committee or, if no such committee exists, approval of college.
  - Graduate Dean: all graduate level courses must be approved by the Graduate Curriculum Committee; signature and date indicate the course has the committee's review and approval.
  - Institutional Contact: All forms must be signed and dated by the institution's designated SCNS contact person. For undergraduate and professional courses, this signature indicates approval of the University Curriculum Committee.

Do Not Complete Parts II and III.

Should you have questions concerning the completion of this form, please call Nancy Gulic at 392-1361, ext. 7302. Call Helen Martin at 392-1282 for questions concerning graduate courses.
**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>
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<tr>
<td>University of Florida</td>
<td>00</td>
<td>001535</td>
<td>Decision &amp; Info Sciences</td>
</tr>
</tbody>
</table>

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

**Current SCNS Course Identification:**
- **Discipline (SMA):**
- **Prefix:** QMB
- **Level:** 4
- **Course Number:** 703
- **Lab Code:**
- **Contact Hour Base or Head Count:**

**Institution's Course Title:** Managerial Operations Analysis 3

**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>
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<tr>
<td>Reclassify: Pref, No., Lab Code</td>
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<td>Contact Hour Base or Head Count</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Prerequisites/Corequisites</td>
<td>QMB 3600 and CGS 3420 or COC</td>
<td>MAC 3233, STA 3023 and Preprofessional</td>
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<tr>
<td>Change Course Title</td>
<td>3110 or CGS 3402</td>
<td>&quot;Computing Skills&quot; requirement.</td>
</tr>
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</table>

**Change Course Description (Course syllabus must be attached):**

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

**Category of Instruction:**
- Introductory
- Intermediate
- Advanced

**Effective Term (month/year):**  
**Summer 1994 (May/94)**

**Department Contact and Telephone Number:**  
**Pat Brawnner 2-9600**

**Signature, Department Chair:**  
**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**
Course Termination or Change Transmittal Form
Instructions for Completion of Part I

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The following instructions and definitions are provided to clarify items to be completed on the Course Termination or Change Transmittal Form.

Instructional Unit or Department: Academic unit responsible for teaching the course.

Terminate Current Course, Effective Date: If a course will no longer be offered, please provide the term (month/year) beyond which the course will no longer be offered.

Current SCNS Course Identification:

- Discipline (SMA): A three-digit code representing a broad Subject Matter Area. SCNS staff will enter this number if the appropriate number is not known.
- Prefix: A three-letter code indicating placement of a course within the discipline.
- Level: A one-digit code preceding the course number which indicates the level (e.g., freshman, sophomore, etc.) at which the course is to be taught. This number is to be assigned by the institution according to state and institutional policy.
- Course Number: A three-digit code indicating the specific content of the course based on the SCNS taxonomy and course equivalency profiles.
- Lab Code: This code is ordinarily left blank. The letter "C" may be used to indicate a combination of lecture and laboratory. An "L" indicates a laboratory for which a student may register separately in connection with a lecture having the same number with a blank lab code. The "L" may also be used for a course which is a laboratory in its entirety.
- Contact Hours: "Base" contact hours are determined by dividing the total number of classroom meeting hours per semester by the number of weeks in the semester. That is, 
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  \frac{8 \text{ (hours class meets per week)} \times 4 \text{ (number of weeks class meets)}}{16 \text{ (number of weeks in semester)}} = 2 \text{ Base Contact Hours}
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  \frac{1 \text{ (average number hours per student)} \times 16 \text{ (number weeks in semester)}}{3 \times 16 \text{ (number of weeks in semester)}} = .33 \text{ Headcount Contact Hours}
  \]
- Institution's Course Title: The title of the course as it appears in the catalog.

Course Change Information: If changes are to be made in a course's identification, list all recommended changes using the definitions for discipline, prefix, level, course number, lab code, and the institution's course title. All changes including the amount and type of credit may affect the course prefix and number. All changes are subject to approval of the appropriate Faculty Discipline Coordinator based on the SCNS taxonomy and classification system.

Prerequisites/Corequisites: Indicate prefix and number or content of courses and other requirements which must be satisfied prior to enrollment in this course or concurrently with this course.

Intended Students: Check all appropriate categories. For category of "Other," describe the intended registrants, e.g., secondary school music teachers, registered nurses, dieticians.

Category of Instruction: Introductory courses are those which require no prerequisites and are general in nature. Intermediate courses require some prior preparation in a related area. Advanced courses require specific competencies or knowledge relevant to the topic prior to enrollment.

Change Course Title: Provide the title of the course as it will appear in the catalog.

Change Course Description: Provide a brief narrative description of the content of the course as it will appear in the catalog. A course syllabus including a course outline of major topics must be attached for a course to be reclassified, as well as for content changes.

Effective Date: Provide month, day, and year of term in which the change will first be effective.

Signatures:
- Department Chair: Signature and date are required to indicate departmental approval of the request.
- College Dean: Signature of college dean and date indicate approval of the college level curriculum committee or, if no such committee exists, approval of college.
- Graduate Dean: All graduate level courses must be approved by the Graduate Curriculum Committee; signature and date indicate the course has the committee's review and approval.
- Institutional Contact: All forms must be signed and dated by the institution's designated SCNS contact person. For undergraduate and professional courses, this signature also indicates approval of the University Curriculum Committee.

Do Not Complete Parts II and III.

Should you have questions concerning the completion of this form, call Nancy Gullic at 392-1361, ext. 7302. Call Helen Martin at 392-1282 for questions concerning graduate courses.
MEMORANDUM

TO: John Kraft

FROM: W. Andrew McCollough

SUBJECT: Curriculum Changes

The following curriculum changes have been approved by the Graduate Committee. They have asked that these be presented to the faculty at the next College of Business Administration Faculty Meeting.

1) New Economics course:
   ECO 6— "Information, Incentives and Agency Theory";

2) Title change for REE 5505:
   From: "Real Estate Development and Management"
   To: "Principles of Real Estate Decision Making"

The MBA Committee has approved the following new course and asked that it be presented to the faculty at the next meeting, also.

1) New Economics course:
   ECO 6— "Environmental and Natural Resource Economics"

WAM:sh

Attachments
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>Instruction Unit or Department</th>
</tr>
</thead>
<tbody>
<tr>
<td>University of Florida</td>
<td>00</td>
<td>001535</td>
<td>Economics</td>
</tr>
</tbody>
</table>

Add Course As Indicated Below:

Recommended SCNS Course Identification:
- Discipline (SMA) ECO
- Prefix: ECO
- Level: 6
- Course Number
- Lab Code
- Contact Hour Base
- or Head Count
- Institution’s Course Title: Information, Incentives, and Agency Theory

Amount of Credit: 3

If Repeatable Credit or Variable Credit: 0

Total Repeatable Credit Allowed

Minimum / Maximum Credit within a Semester

Instructor: D. Sappington

Course Description (Course syllabus, grading criteria, and reading list must be attached):
This course will review recent theoretical work in the economics literature on the design of incentive schemes in the presence of limited information. Mathematical modelling and proof techniques will be emphasized.

Prerequisites: ECO 6406, ECO 6115, ECO 6116 or Permission of Instructor

Corequisites:
- Undergraduate Nonmajors
- Undergraduate Majors
- Advanced Undergraduates
- Graduate Students
- Honors Students
- Other (specify):

Category of Instruction:
- Introductory
- Intermediate
- Advanced

List 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):

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

Rev.10/96
Course Termination or Change Transmittal Form
Instructions for Completion of Part I

The Course Termination or Change Transmittal Form is used for transmitting the following course information to the Statewide Course Numbering System (SCNS):
1. Prefixes and numbers of courses which will no longer be offered by the institution.
2. Institutional recommendation of prefix and course number for a changed course.
3. Additional course information to be recorded in the SCNS inventory.
4. Supporting documentation for review by the faculty discipline coordinator for possible reassignment of prefix and course number.

All information requested on this form is necessary for the efficient and timely maintenance of the SCNS inventory. Thus, all items on Part I of this form must be completed before it is forwarded to the Florida Department of Education (DOE). An updated course syllabus must be attached in cases where course content has changed or a new prefix or number is requested.

The following instructions and definitions are provided to clarify items to be completed on the Course Termination or Change Transmittal Form.

Instructional Unit or Department: Academic unit responsible for teaching the course.

Terminate Current Course, Effective Date: If a course will no longer be offered, please provide the term (month/year) beyond which the course will no longer be offered.

Current SCNS Course Identification:
Discipline (SMA): A three-digit code representing a broad Subject Matter Area. SCNS staff will enter this number if the appropriate number is not known.
Prefix: A three-letter code indicating placement of a course within the discipline.
Level: A one-digit code preceding the course number which indicates the level (e.g., freshman, sophomore, etc.) at which the course is to be taught. This number is to be assigned by the institution according to state and institutional policy.
Course Number: A three-digit code indicating the specific content of the course based on the SCNS taxonomy and course equivalency profiles.
Lab Code: This code is ordinarily left blank. The letter "C" may be used to indicate a combination of lecture and laboratory. An "L" indicates a laboratory for which a student may register separately in connection with a lecture having the same number with a blank lab code. The "L" may also be used for a course which is a laboratory in its entirety.
Contact Hours: "Base" contact hours are determined by dividing the total number of classroom meeting hours per semester by the number of weeks in the semester. That is,

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\frac{8 \text{ (hours class meets per week)} \times 4 \text{ (number of weeks class meets)}}{16 \text{ (number of weeks in semester)}} = 2 \text{ Base Contact Hours}
\]

"Headcount" contact hours are determined by dividing the average number of hours the instructor meets with one student during the semester by 3 times the number of weeks in the semester. That is,

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\frac{1 \text{ (average number hours per student)} \times 16 \text{ (number weeks in semester)}}{48 \text{ (number of weeks in semester)}} = .33 \text{ Headcount Contact Hours}
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Institution's Course Title: The title of the course as it appears in the catalog.

Course Change Information: If changes are to be made in a course's identification, list all recommended changes using the definitions for discipline, prefix, level, course number, lab code, and the institution's course title. All changes including the amount and type of credit may affect the course prefix and number. All changes are subject to approval of the appropriate Faculty Discipline Coordinator based on the SCNS taxonomy and classification system.

Prerequisites/Corequisites: Indicate prefix and number or content of courses and other requirements which must be satisfied prior to enrollment in this course or concurrently with this course.

Intended Students: Check all appropriate categories. For category of "Other," describe the intended registrants, e.g., secondary school music teachers, registered nurses, dieticians.

Category of Instruction: Introductory courses are those which require no prerequisites and are general in nature. Intermediate courses require some prior preparation in a related area. Advanced courses require specific competencies or knowledge relevant to the topic prior to enrollment.

Change Course Title: Provide the title of the course as it will appear in the catalog.

Change Course Description: Provide a brief narrative description of the content of the course as it will appear in the catalog. A course syllabus including a course outline of major topics must be attached for a course to be reclassified, as well as for content changes.

Effective Date: Provide month, day, and year of term in which the change will first be effective.

Signatures:
Department Chair: Signature and date are required to indicate departmental approval of the request.
College Dean: Signature of college dean and date indicate approval of the college level curriculum committee or, if no such committee exists, approval of college.
Graduate Dean: All graduate level courses must be approved by the Graduate Curriculum Committee; signature and date indicate the course has the committee's review and approval.
Institutional Contact: All forms must be signed and dated by the institution's designated SCNS contact person. For undergraduate and professional courses, this signature also indicates approval of the University Curriculum Committee.

Do Not Complete Parts II and III.

Should you have questions concerning the completion of this form, call Nancy Gullic at 392-1361, ext. 7302. Call Helen Martin at 392-1282 for questions concerning graduate courses.
THE UNIVERSITY OF FLORIDA

Professor D. Sappington
Economics 7938

Fall 1992

Information, Incentives, and Agency Theory

This course will focus on recent theoretical work in the general area of information and incentives, with applications in economics, accounting and finance. We will begin with a very brief review of such standard topics as expected utility, risk aversion, decision-making under uncertainty, and the value of information. We will then proceed to the most basic of agency models. Later, we will turn to more sophisticated such models. The primary emphasis will be on modelling and proof techniques.

Facility with constrained optimization techniques will be assumed. A good knowledge of statistics will prove to be very helpful.

Course requirements include an examination, and a detailed analysis of a technical paper from the reading list. The exam will be held during class hours on November 19th. The written analysis is due December 3rd. The exam counts for 50% of your final grade. The paper counts for 45%. The remaining 5% is based on homework problems and class participation.

References preceded by a * denote required reading. References preceded by a # denote recommended reading.

Mathematical and Statistical Preliminaries.


**Overviews and Surveys of the Incentive Literature.**


**Basic Agency Models.**


**Developments of the Basic Agency Model.**


More Technical Developments.


Auditing, Monitoring and Incentives.


Incentives Schemes with Multiple Agents.


Multiple Equilibria and Implementation.


Tournaments.


Double Moral Hazard.


Auction Theory.


**Auctioning Incentive Contracts.**


Informed Principals.


Multiple Principals.


Interactions Among Agency Relationships.


Dynamic Agency Models.


Commitment Issues.


Renegotiation and Incomplete Contracts.


A. Ma, "Renegotiation and Optimality in Agency Contracts", Boston University mimeo, December 1990.


Hierarchies.


Organizational Structure and Design.


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 and Real Estate</td>
</tr>
</tbody>
</table>

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

**Current SCNS Course Identification:**
- Discipline (SMA): 
- Prefix: REE
- Level: 5
- Course Number: 505
- Lab Code: 
- Contact Hour Base: 3 or Head Count: 

**Institution's Course Title:**
Real Estate Development and Management

**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>Reclassify: 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:** Principles of Real Estate Decision Making

**Change Course Description:** (Course syllabus must be attached):

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

**Category of Instruction:**
- Introductory
- Intermediate
- Advanced

**Effective Term (month/year):** 8/94

**Department Contact and Telephone Number:** Priscilla Kenney 2-0153

**Signature, Department Chair:** [Signature] (Date) 1/24/94

**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**
New Course Transmittal Form

Instructions for Completion of Part I

The New Course Transmittal Form is used for transmitting new course information to the Statewide Course Numbering System (SCNS):

1. Institutional recommendations regarding prefixes and course numbers for new courses.
2. Additional course information to be recorded in the SCNS inventory.
3. Supporting documentation for use by the faculty discipline coordinator in reviewing and assigning prefixes and course numbers.

All information requested on this form is necessary for the efficient and timely maintenance of the SCNS inventory. Thus, all items on Part I of this form must be completed and the course syllabus attached before it is forwarded to the Florida Department of Education (DOE).

The following instructions and definitions are provided to clarify items to be completed on the Course Termination or Change Transmittal Form.

Instructional Unit or Department: Academic unit responsible for teaching the course.

Recommended SCNS Course Identification:
- Discipline (SMA): A three digit code representing a broad Subject Matter Area. SCNS staff will enter this number if the appropriate number is not known.
- Prefix: A three letter code indicating placement of a course within the discipline.
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- Contact Hours: "Base" contact hours are determined by dividing the total number of classroom meeting hours per semester by the number of weeks in the semester. That is,

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\frac{8 \text{ (hours class meets per week)} \times 4 \text{ (number of weeks class meets)}}{16 \text{ (number of weeks in semester)}} = \frac{32}{16} = 2 \text{ Base Contact Hours}
\]

"Headcount" contact hours are determined by dividing the average number of hours the instructor meets with one student during the semester by 3 times the number of weeks in the semester. That is,

\[
\frac{1 \text{ (average number hours per student)} \times 16 \text{ (number weeks in semester)}}{48 \text{ (number of weeks in semester)}} = \frac{16}{48} = 0.33 \text{ Headcount Contact Hours}
\]

Institution's Course Title: The title of the course as it appears in the catalog.

Type & Amount of Credit: The type and amount of credit are regulated by Rule 6A-10.033, FAC. The number of credits should be entered in the blank that indicates the amount of credit. An "x" should be used to indicate the type of credit.

Course Description: Provide a brief narrative description of the content of the course. A course syllabus including a course outline of major topics, readings, and grading criteria must be attached.

Prerequisites: Indicate prefix and number or content of courses and other requirements which must be satisfied prior to enrollment in this course.

Corequisites: Indicate prefix and number or content of courses which must be taken concurrently with this course.

Intended Students: Check all appropriate categories. For category of "Other," describe the intended registrants, e.g., law enforcement officers, registered nurses, retail merchants, etc.

Category of Instruction: Introductory courses are those which require no prerequisites and are general in nature. Intermediate courses require some prior preparation in a related area. Advanced courses require specific competencies or knowledge relevant to the topic prior to enrollment.

Duplication or Infringement: If the subject area of the course seems to overlap or infringe on the subject area of another department (e.g., if the Department of Urban and Regional Planning wished to offer a course in land economics, URP would need to secure signatures of the chairs of the Departments of Economics and Food and Resource Economics indicating the proposed course content did not duplicate or infringe on their course offerings).

Effective Term: Provide academic term, month and year of term in which the course will first be offered.

Department Contact and Telephone Number: The name and telephone number of the person who can be contacted if there is a question concerning this course.

Signatures:
- Department Chair: Signature and date are required to indicate departmental approval of the request.
- College Dean: Signature of college dean and date indicate approval of the college level curriculum committee or, if no such committee exists, approval of college.
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Do Not Complete Parts II and III.

Should you have questions concerning the completion of this form, please call Nancy Gullic at 392-1361, ext. 7302. Call Helen Martin at 392-1282 for questions concerning graduate courses.
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

Institution/District: University of Florida
District Code: 00
Institutional Code: 001535
Instructional Unit or Department: Economics

Add Course As Indicated Below:

Recommended SCNS Course Identification:
Discipline (SMA) ECO
Prefix
Level 6
Course Number
Lab Code
Contact Hour Base 3 or Head Count

Institution's Course Title:
Environmental and Natural Resource Economics

Amount of Credit: 3
If Repeatable Credit or Variable Credit: ______ total repeatable credit allowed
Instructor: Tracy R Lewis
_x_ minimum / maximum credit within a semester

Course Description (Course syllabus, grading criteria, and reading list must be attached): The purpose of the course is to provide an overview of the theoretical principles, policy instruments and current practice of employing economics in analyzing various environmental and natural resource problems. Attention is focused on 1) environmental protection and resource conservation, 2) evaluating environmental costs and benefits, and 3) optimal management of exhaustible and renewable resources.

Prerequisites: EC 6705 or permission of instructor
Corequisites:

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

Category of Instruction: ☐ Introductory ☐ Intermediate ☐ Advanced

List 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. Larry Libby, Food & Resource Economics

Effective Term (first term/year course will be offered):
Fall August 1993

Signature, Department Chair: ____________________________ (Date)

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

Signature, College Dean: ____________________________ (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: ____________________________
New Course Transmittal Form

Instructions for Completion of Part I

The New Course Transmittal Form is used for transmitting new course information to the Statewide Course Numbering System (SCNS):

1. Institutional recommendations regarding prefixes and course numbers for new courses.
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All information requested on this form is necessary for the efficient and timely maintenance of the SCNS inventory. Thus, all items on Part I of this form must be completed and the course syllabus attached before it is forwarded to the Florida Department of Education (DOE).

The following instructions and definitions are provided to clarify items to be completed on the Course Termination or Change Transmittal Form.

Instructional Unit or Department: Academic unit responsible for teaching the course.

Recommended SCNS Course Identification:

Discipline (SMA): A three digit code representing a broad Subject Matter Area. SCNS staff will enter this number if the appropriate number is not known.
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\frac{1 \text{ (average number hours per student)} \times 16 \text{ (number weeks in semester)}}{3 \times 16 \text{ (number of weeks in semester)}} = \frac{16}{48} = .33 \text{ Headcount Contact Hours}
\]

Institution's Course Title: The title of the course as it appears in the catalog.

Type & Amount of Credit: The type and amount of credit are regulated by Rule 6A-10.033, FAC. The number of credits should be entered in the blank that indicates the amount of Credit. An "X" should be used to indicate the type of credit.

Course Description: Provide a brief narrative description of the content of the course. A course syllabus including a course outline of major topics, readings, and grading criteria must be attached.

Prerequisites: Indicate prefix and number or content of courses and other requirements which must be satisfied prior to enrollment in this course.

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Intended Students: Check all appropriate categories. For category of "Other," describe the intended registrants, e.g., law enforcement officers, registered nurses, retail merchants, etc.

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Duplication or Infringement: If the subject area of the course seems to overlap or infringe on the subject area of another department (e.g., if the Department of Urban and Regional Planning wished to offer a course in land economics, URP would need to secure signatures of the chairs of the Departments of Economics and Food and Resource Economics indicating the proposed course content did not duplicate or infringe on their course offerings).

Effective Term: Provide academic term, month and year of term in which the course will first be offered.

Department Contact and Telephone Number: The name and telephone number of the person who can be contacted if there is a question concerning this course.

Signatures:

Department Chair: Signature and date are required to indicate departmental approval of the request.

College Dean: Signature of college dean and date indicate approval of the college level curriculum committee or, if no such committee exists, approval of college.

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Institutional Contact: All forms must be signed and dated by the institution's designated SCNS contact person. For undergraduate and professional courses, this signature also indicates approval of the University Curriculum Committee.

Do Not Complete Parts II and III.

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Environmental and Natural Resource Economics
ECO 6
Professor Tracy R. Lewis

I. General Information

The purpose of this course is to provide an overview of the theoretical principles, policy instruments, and current practice of employing economics in analyzing various environmental and natural resource problems. Throughout the course we shall focus attention in the following general areas.

(a) Environmental Protection, and Resource Conservation
(b) Evaluating Environmental Costs and Benefits
(c) Optimal Management of Exhaustible and Renewable Resources

II. Course Logistics

The course assumes prior knowledge of intermediate micro economic theory (ECO 3101). Students may take this course without this recommended prerequisite but are advised not to do so. The course will employ elementary mathematics (and even some calculus) only as needed to develop some necessary concepts and results.

The course requires a fair amount of reading, and it is recommended that readings be completed during the week which they are discussed in class.

Course grades are based on the following:

(a) Midterm I (30%)
(b) Midterm II (30%)
(c) Final Exam (40%)

The texts for the course are

(ii) Reader (available at Target Copy)
III. Course Outline

A. Introduction (2 weeks)

1. Tietenberg, Chpts 1-4


B. Externalities, Market Failure and Pollution Control (3-4 weeks)

1. Tietenberg, Chpts 14, 15 and two chapters out of (16-18)


C. Political Economy of Environmental Regulation  (2 1/2 weeks)


D. Cost - Benefit Analysis and Estimation  (1 1/2 weeks)


E. Management of Exhaustible Resources  (2 weeks)

1. Tietenberg, Chpts 6-8

2. Hartwick and Olewiler, Chpts 3, 4 (on reserve only)
F. Management of Renewable Resources (2 weeks)

1. Tietenberg Chpts 9-12

2. Hartwick and Olewiler, Chpts 8, 9 (on reserve only)