

**GENERAL FACULTY MEETING  
MINUTES | WEDNESDAY, NOVEMBER 15, 2017 | 2:00 PM | HOUGH 120**

1. A motion was made to approve the October 23, 2017 General Faculty Meeting Minutes. The motion was seconded and the faculty voted to approve the minutes as distributed.
2. The Undergraduate Committee presented the following new courses for approval by the faculty. A motion was made to approve the new courses. The motion was seconded and the faculty voted to approve the new courses as presented.

MAR4XXX - Marketing Strategy

Credit 4  
Contact Hour Base hr (Regularly Scheduled)  
Prerequisite MAR 3023

Description Course emphasizes analysis, planning, and implementation of marketing strategies. Insights into the creative processes involved in applying marketing concepts and knowledge to the development and implementation of strategy are examined. The course features a comprehensive marketing simulation exercise as well as detailed analysis of several companies and their marketing strategies.

MAR4XXX - Professional Selling

Credit 4  
Contact Hour Base hr (Regularly Scheduled)  
Prerequisite MAR 3023

Description This is a basic survey course in professional selling. It is designed to teach students the importance of the selling role, provide them with basic professional selling skills and begin to prepare them for a future role in sales or sales management.

3. Other Business - none
4. Dean's Report - none

**GRADUATE FACULTY MEETING *(Immediately following the General Faculty Meeting)*  
MINUTES | WEDNESDAY, NOVEMBER 15, 2017 | 2:00 PM | HOUGH 120**

1. A motion was made to approve the October 23, 2017 Graduate Faculty Meeting Minutes. The motion was seconded and the faculty voted to approve the minutes as distributed.
2. The new courses shown below was presented for approval by the faculty. The courses are required for the DBA students during development and completion of their dissertation. They are the final courses required for completion of the DBA degree. A motion was made to approve the courses. The motion was seconded and the faculty approved the new courses as presented.

ACG7978 - Advanced DBA Research

Credit Variable 1-12  
Contact Hour 1 head-count

Prerequisite None  
Description Research focused on the field of study to prepare for the DBA comprehensive written and/or oral exam in the DBA program, or to develop a DBA dissertation topic.

FIN7978 - Advanced DBA Research

Credit Variable 1-12  
Contact Hour 1 head-count  
Prerequisite None  
Description Research focused on the field of study to prepare for the DBA comprehensive written and/or oral exam in the DBA program, or to develop a DBA dissertation topic.

MAN7978 - Advanced DBA Research

Credit Variable 1-12  
Contact Hour 1 head-count  
Prerequisite None  
Description Research focused on the field of study to prepare for the DBA comprehensive written and/or oral exam in the DBA program, or to develop a DBA dissertation topic.

MAR7978 - Advanced DBA Research

Credit Variable 1-12  
Contact Hour 1 head-count  
Prerequisite None  
Description Research focused on the field of study to prepare for the DBA comprehensive written and/or oral exam in the DBA program, or to develop a DBA dissertation topic.

QMB7978 - Advanced DBA Research

Credit Variable 1-12  
Contact Hour 1 head-count  
Prerequisite None  
Description Research focused on the field of study to prepare for the DBA comprehensive written and/or oral exam in the DBA program, or to develop a DBA dissertation topic.

ACG7985 - DBA Doctoral Dissertation/Defense

Credit Variable 1-12  
Contact Hour 1 head-count  
Prerequisite None  
Description Hours taken by students to work on the DBA dissertation under the supervision of a major professor.

FIN7985 - DBA Doctoral Dissertation/Defense

Credit Variable 1-12  
Contact Hour 1 head-count  
Prerequisite None  
Description Hours taken by students to work on the DBA dissertation under the supervision of a major professor.

MAN7985 - DBA Doctoral Dissertation/Defense

Credit Variable 1-12  
Contact Hour 1 head-count  
Prerequisite None  
Description Hours taken by students to work on the DBA dissertation under the supervision of a major professor.

MAR7985 - DBA Doctoral Dissertation/Defense

Credit Variable 1-12  
Contact Hour 1 head-count  
Prerequisite None  
Description Hours taken by students to work on the DBA dissertation under the supervision of a major professor.

QMB7985 - DBA Doctoral Dissertation/Defense

Credit Variable 1-12

Contact Hour	1 head-count
Prerequisite	None
Description	Hours taken by students to work on the DBA dissertation under the supervision of a major professor.

3. The **PhD Committee** presented the following new course for approval by the faculty. The course is designed to prepare graduate students for doctoral-level work in areas such as social psychology, consumer behavior, marketing, and management. A motion was made to approve the new course. The motion was seconded and the faculty voted to approve the new course as presented.

MAR7XXX	- Topics in Social and Consumer Psychology
Credit	3
Contact Hour	Base hr (Regularly Scheduled)
Prerequisite	n/a
Description	How do we form the beliefs that underlie our behavior? How do we understand others? How do we manage our social identity? This course explores questions such as these by discussing research on attitude formation, inference-making and attribution, the self, and the interplay of emotion and cognition.

4. The **Specialized Graduate Committee** presented the following prerequisite change for approval by the faculty. REE 6007 and REE 6737 are designed as a two course sequence in construction methods and development planning (REE 6007) and the real estate development process (REE 6737). Successful completion of REE 6007 is necessary for students without a construction background. However, students with a construction background should be able to bypass REE 6007 and take REE 6737, with permission of the instructor. A motion was made to approve the prerequisite change. The motion was seconded and the faculty voted to approve the prerequisite change as presented.
5. Other Business - none
6. Dean's Report - John Kraft will be staying on as Dean until July 1, 2020