

Proposal for Revised Management Curriculum

Approved by the Management Faculty: February 21st, 2011

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Approved by the COBA Curriculum Committee: February 22nd, 2011

Approved by the COBA Faculty: February 24th, 2011

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FORM I - SUMMARY PAGE FOR PROPOSAL # (COBA-MANAGEMENT)

1. Title: **Proposal for Revised Management Curriculum**
2. Submitting College: **College of Business Administration**
3. Department(s) Generating the Proposal: **Management**
4. Effective Date: **Fall 2011**
5. Brief Summary of Proposal:

In this proposal we are outlining our revision of the management curriculum within the College of Business. We believe that with this revision students will now have the opportunity to focus their studies into a specialized area if they choose. Additionally, these focus areas now include topics of significant importance that were not previously covered and that are critical to managers in the modern business world. In brief, we are proposing to restructure into two focus areas – Employee Development and Business Development. The six core courses would be composed of old, revised and entirely new courses. A summary of these changes is below:

Employee Development

MGNT 3300 Organizational Behavior & Theory (Existing)

MGNT 4165 Human Resource Management (Existing)

MGNT xxxx Leadership in Organizations (New)

Business Development

MGNT 3190 Global Supply Chain Management (Revised)

MGNT 3196 Entrepreneurship & Small Business Management (Revised)

MGNT 4168 International Business Management (Existing)

In addition to the changes to the core management classes, we are also proposing changes to the management electives so that they also fall into the two focus areas above. These electives will be a mixture of revisions to existing courses and entirely new courses.

Employee Development

MGNT 4166 Human and Labor Relations (Revised)

MGNT xxxx Staffing, Training & Development (New)

Business Development

MGNT xxxx Creativity and Entrepreneurship (New)

MGNT xxxx Social Entrepreneurship (New)

6. Type of Proposal:

- New Program
- Program Change
- Course Changes Only

7. Graduate School Endorsement Status:

8. Impact on Library Holdings:

- Existing:
- Additional: specific books TBD
- Deletions:

9. Impact on Existing Programs:

10. Additional Resources Required: **None**

- A. Personnel
- B. Non-Personnel

11. Approvals:

- | | |
|--|-----------------------|
| <input checked="" type="checkbox"/> Department Faculty | Date <u>2/21/2011</u> |
| <input checked="" type="checkbox"/> College Faculty | Date <u>2/24/2011</u> |
| <input type="checkbox"/> Vice President for Academic Affairs | Date _____ |
| <input type="checkbox"/> Curriculum & New Programs Committee | Date _____ |
| <input type="checkbox"/> Faculty Senate | Date _____ |
| <input type="checkbox"/> University Faculty | Date _____ |

FORM II - COURSE ADDITION FORM FOR PROPOSAL # (COBA-MANAGEMENT)

A. Course Number: MGNT XXXX

B. Course Title: **Leadership in Organizations**

C. Catalog Description:

This course will provide both a theoretical and practical review of leadership within organizations. Students will be exposed to basic leadership theory and research while also being given real-world examples through cases and interaction with practitioners. Students will also be asked to apply these theories through in-class activities and projects. This course will provide students with an understanding of leadership theory and will develop their leadership skills in decision-making, communicating, conflict management, motivation, and leading teams.

D. Rationale:

Understanding how to effectively motivate others, communicate plans and visions, and coordinate the actions of team members is essential for successful management. Before our students graduate and assume leadership responsibilities, it would be beneficial to provide them with the theoretical background of their roles along with practical tools for success.

E. Impact on Library Holdings:

Existing:
Additions:
Deletions:

F. Credit Hours: 3

G. Prerequisites: MGNT 3165

H. Syllabus (attach copy): (attached)

I. Similarity to, or Duplication of, Existing Courses:

Similar in name to the BUSA 1101, 2101, and 4101 Leadership and Development series but those courses focus exclusively on general professional development. This course focuses on leadership theory and practice.

J. Textbook Selection (include title, author and ISBN#):

Northouse, P. G. (2009). *Leadership: Theory and Practice*. (5th Edition). Thousand Oaks, CA: Sage [ISBN: 1412974887]

K. Grading (letter grade, pass/fail, S/U etc.):

Letter grade

L. Bibliography:

Northouse, P. G. (2009). *Leadership: Theory and Practice*. (5th Edition). Thousand Oaks, CA: Sage

Yukl, G. (2009). *Leadership in Organizations*. (7th edition). Upper Saddle River, NJ: Pearson.

MGNT XXXX
Leadership in Organizations

Professor: T. L. Friedrich
Location: Howard Jordan- Office 130
Phone: (912) 358-3394
E-mail: friedricht@savannahstate.edu
Office Hours: TBD

COURSE DESCRIPTION:

This course will provide both a theoretical and practical review of leadership within organizations. Students will be exposed to basic leadership theory and research while also being given real-world examples through cases and interaction with practitioners. Students will also be asked to apply these theories through in-class activities and projects. This course will provide students with an understanding of leadership theory and will develop their leadership skills in decision-making, communicating, conflict management, motivation, and leading teams.

PREREQUISITES:

This course is to be taken after successful completion of MGNT 3165. Students who are enrolled in MGNT XXXX Leadership in Organizations are advised with this notice that they must have a grade of C or better in the above-listed prerequisite course, prior to enrollment in this course. With your continued presence on the official roll, you are certifying that you have satisfactorily completed all of the required prerequisites prior to enrolling in this course. Students further acknowledge that, should the instructor, or the administration, subsequently determine, at any time hereafter, that this certification is invalid; violator(s) will be subject to administrative withdrawal from this course. Should such administrative withdrawal occur, after the official date to withdraw without a grade penalty, the grade assigned will be a "WF". Should the violation be discovered after a final grade is reported, the student by his or her continued presence on the official roll, acknowledges that the reported grade is authorized to be changed, at any time after discovery, to a grade of "WF".

LEARNING OBJECTIVES:

Upon completion of this course, the student should have gained the following:

1. Understand the theories behind the leadership process.
2. Understand their individual leadership style.
3. Be able to critically analyze leadership theories and how they are applied, or not applied, in practice.
4. Have had the opportunity to practice and hone leadership skills, both in and out of the classroom.

STUDENTS WITH LEARNING DISABILITIES:

If a student has a documented and declared disability, reasonable accommodations will be provided if requested by the student according to the recommendations of the office of Counseling and Disability Services (CDS). Contact number(s) (912) 356-2285 / (912) 303 1650.

REQUIRED TEXT AND MATERIALS:

In Class:

Text:

Northouse, P. G. (2009). *Leadership: Theory and Practice*. (5th Edition). Thousand Oaks, CA: Sage [ISBN: 1412974887]

Students should also bring paper and something to write with for class activities.

Online:

You will need an SSU e-mail (user ID and password available in PAWS) and E-Learning access

****It is CRITICAL that you get in the habit of checking your email at least twice a day****

PEDAGOGICAL APPROACH:

The instructor will utilize a combination of methods to deliver instruction including:

- Lecture
- Self study; case studies
- Videos, articles & reports
- Student presentations
- Peer Tutoring; team/partner teaching

Additionally, students may be asked to attend professional meetings, seminars and functions to reinforce classroom teaching. The incorporation of these methods is used to enhance learning experience.

DRESS CODE:

Students are required to adhere to the COBA **professional** dress code for presentations, speeches, visits by business professionals.

For normal day-to-day classes, students are expected to follow the COBA dress policy:

“A student’s attire should never be lewd, indecent, or inappropriate, as it is unbecoming of a success-oriented Savannah State University student. Inappropriate may include, but is not limited to, halter tops, any shirt that exposes bare midriff or bare back, t-shirts with obscene or offensive language, gestures, or slogans, or undershirts customarily worn as undergarments. Hats are not allowed during class or any academic function.”

ATTENDANCE:

Attendance is required, and it is in your best interest that you attend **all lectures**. Content discussed in class may not be covered in the text and will be fair game for tests. Additionally, activities done in class will count towards your participation grade. These activities **cannot be made up** without a valid excuse and proof of this excuse is required (e.g., Doctor’s note, funeral

announcement).

Tardiness will not be tolerated. We will begin class promptly- do not enter the classroom after the door is closed and the class has begun. It is disruptive to your fellow classmates and will not be tolerated. Should you enter the classroom late without making previous arrangements with the professor to do so, you will incur the penalty of an unexcused absence therefore your presence will not be acknowledged, even if you participate in that day's activity. Leaving the class early is also considered an unexcused absence unless advance notice is given to and approved by the professor.

Important Dates:

TBD

ELECTRONIC DEVICES:

No electronic devices are to be seen or heard during regularly scheduled class time, quizzes, tests, or examinations - (note that this includes earpieces and ear buds). If any are observed or heard during class, the student will be excused from class. Should such devices be observed or heard during assessment periods, there will be **the presumption of academic dishonesty**. Those found to be in violation of this policy will be subject to the consequences for academic dishonesty under the College of Business Administration Policy on Academic Dishonesty.

Laptops: Laptops are permitted in class for the purpose of taking notes only. However, if there is consistent abuse of laptops (e.g., browsing the web, playing games), the professor reserves the right to no longer permit the use of lap tops in class.

Recorders: Recording of lectures is permitted but **ONLY** if you provide advanced notice and obtain permission from the instructor.

ACADEMIC DISHONESTY:

If academic dishonesty (as defined in the Code of Student Conduct) is established, then the minimum penalty for the offending student will be a grade of **ZERO** for the assignment (as per university policy). However, students should be apprised that the instructor may well assign a penalty grade of F for the semester and request that the student be expelled from the university. In all cases, students are apprised that **all incidents** of academic dishonesty, regardless of severity, will be reported to the Office of the Dean of the COBA, the COBA Student Services Office (for inclusion in the student's academic record) and to the Vice President for Student Affairs. Please note that this record may be considered when making decisions about scholarships, awards, etc.

GRADE DETERMINATION:

All grades in this course will be based on 100 points. Students may access their electronic gradebook through E-Learning. Students should use the gradebook to track their progress in the course.

**Please be advised, in order to successfully complete this course, the student’s overall average must be greater than or equal to a “C”.

In Class Activities	20%
Exam 1	10%
Exam 2	10%
Exam 3	10%
Exam 4	10%
Practical Applications	20%
Analysis Paper	20%
Total:	100%

In Class Activities = 20% of Final Grade

We will be engaging in activities in most, if not all, classes that will count as your course participation. For some activities you will get full credit for just participating, while others may receive a letter grade based on performance. The average of these grades will constitute your final “in class activities” score. These activities **cannot be made up**. They will be completed in class and only in class. You will only receive credit if you are able to provide valid proof for an excused absence.

Exams = 40% of Final Grade (10% each)

There will be 4 exams throughout the semester and each exam will count as 10% of your final grade. Each of these exams will cover approximately 1/4 of the course material. There will not be a final exam. The exams will be a combination of multiple choice and true/false questions.

Practical Application Assignments =20% of Final Grade

Analysis of real-world case studies will be assigned at several times throughout the semester to serve as a supplement to the content taught in class each week. They may be short papers or activities that will give you the opportunity to practice and develop your leadership skills. These activities will be relevant to the material covered in class and will provide concrete examples of how the theories and techniques learned in class can be applied in the real world. When writing these responses, please refer to the fatal writing flaws included in this syllabus. Activities should be turned in at the beginning of the class period that they are due – they cannot be emailed. **Late assignments will never be accepted.**

Individual Paper = 20% of Final Grade

It is important as a future business professional that you are capable of communicating effectively through writing. Additionally, it is critical that you are able to conduct a thorough evaluation of a given topic. These papers should be 5-7pgs in length and are due to my office by 5pm on the last day of class. Emailed papers will not be accepted. Further details about the paper will be provided later in the semester. Students will have the opportunity to turn in a rough draft for preliminary feedback. This is option, however it is strongly recommended.

Fatal Writing Flaws

In grading writing submissions, when the “fifth” of any combination of the “flaws” listed below is reached, your paper will be returned with a grade of 40/“F.”

1. Subject/Verb Agreement
2. Rambling/Run-On Sentences
3. Grammatical Errors
4. Poor Sentence Structure
5. Pervasive Spelling Errors (more than a couple typos)
6. Informal or Inappropriate Language
7. No Conclusion

Sample Course Schedule

Week	Tuesday	Thursday
1		8/12 - First day of class, review syllabus
2	8/17 - Chapter 1 (Intro to Leadership)	8/19 - Chapter 2 (Trait Approach to Leadership)
3	8/24 - Chapter 3 (Skills approach to leadership)	8/26 - Chapter 3 (Skills Approach to Leadership)
4	8/31 - Review - Activity 1 due in class	9/2 - EXAM 1 (Ch. 1-3)
5	9/7 - Chapter 4 (Style approach to leadership)	9/9 - Chapter 4 (Style approach to leadership)
6	9/14 - Chapter 5 (Situational Approach)	9/16 - Chapter 6 (Contingency Approach)
7	9/21 - Chapter 6 (Contingency Approach)	9/23 - Chapter 7 (Path-Goal Theory)
8	9/28 - Review - Activity 2 due in class	9/30 - EXAM 2 (Ch. 4-7)
9	10/5 - Chapter 8 (Followership)	10/7 - Chapter 8 (Followership)
10	10/12 - Chapter 9 (Transformational Leadership)	10/14 - Chapter 10 (Team Leadership)
11	10/19 - Chapter 10 (Team Leadership)	10/21 - Chapter 11 (Psychodynamic Approach)
12	10/26 - Review - Activity 3 due in class	10/28 - EXAM 3 (Ch. 8-11)
13	11/2 - Chapter 12 (Women in Leadership)	11/4 - Diversity in leadership
14	11/9 - Chapter 13 (Global Leadership)	11/11 - Chapter 13 (Global Leadership)
15	11/16 - Chapter 14 (Leadership Ethics)	11/18 - Chapter 14 (Leadership Ethics) - Turn in rough draft of paper (optional)
16	11/23 - Guest Speaker	11/25 **No Class – Happy Thanksgiving!**
17	11/30 - Review - Activity 4 due in class	12/2 - EXAM 4 (Ch. 12-14) **paper due 12/3 by 5pm**
18	11/7 Finals Week	12/9 Finals Week

FORM II - COURSE ADDITION FORM FOR PROPOSAL # (COBA-MANAGEMENT)

- A. Course Number: MGNT XXXX
- B. Course Title: **Staffing , Training, and Development**
- C. Catalog Description: This course will examine human resources planning, recruiting, and selection followed by a detailed investigation of training needs analysis, developing training programs, evaluation of training, and implementing personnel development programs.
- D. Rationale: Will give additional focus to the Employee Development tract of the Management Curriculum.
- F. Impact on Library Holdings:
- Existing:
 - Additions:
 - Deletions:
- F. Credit Hours: 3
- G. Prerequisites: MGNT 3165; MGNT 4165
- H. Syllabus (attach copy): attached
- I. Similarity to, or Duplication of, Existing Courses:
- J. Textbook Selection (include title, author and ISBN#):
- K. Grading (letter grade, pass/fail, S/U etc.): Letter Grade
- L. Bibliography:

MGNT XXXX
Staffing, Training and Development

Instructor: S. K. Bradford
Location: Howard Jordan- Room 123
Phone: (912) 358-3390
E-mail: bradfors@savannahstate.edu
Office Hours:

COURSE DESCRIPTION:

This course will examine human resources planning, recruiting, and selection followed by a detailed investigation of training needs analysis, developing training programs, evaluation of training, and implementing personnel development programs.

PREREQUISITES:

This course is to be taken after successful completion of MGNT 3165 & MGNT 4165. Students who are enrolled in this course are advised with this notice that they must have a grade of C or better in the above-listed prerequisite courses, prior to enrollment in this course. With your continued presence on the official roll, you are certifying that you have satisfactorily completed all of the required prerequisites prior to enrolling in this course. Students further acknowledge that, should the instructor, or the administration, subsequently determine, at any time hereafter, that this certification is invalid; violator(s) will be subject to administrative withdrawal from this course. Should such administrative withdrawal occur, after the official date to withdraw without a grade penalty, the grade assigned will be a “WF”. Should the violation be discovered after a final grade is reported, the student acknowledges that the reported grade is authorized to be changed, at any time after discovery, to a grade of “WF”.

LEARNING OBJECTIVES:

Students will be introduced to two critical human resource functions—staffing and training employees. Many of the concepts, methods, and critical issues relevant to these functions will be discussed. Some of the topics covered in this course are: a) the HR function and planning b) job analysis, c) measurement, d) legal considerations, e) recruitment, f) selection tools and decisions, g) performance appraisal, h) downsizing, i) training approaches, j) training evaluation, and k) employee development

STUDENTS WITH LEARNING DISABILITIES:

If a student has a documented and declared disability, reasonable accommodations will be provided if requested by the student according to the recommendations of the office of Counseling and Disability Services (CDS). Contact number(s) (912) 356-2285 / (912) 303 1650.

REQUIRED TEXT AND MATERIALS:

- You will need an SSU e-mail (user ID and password available in PAWS) and E-Learning account to take this course.

PEDAGOGICAL APPROACH:

The instructor will utilize a combination of methods to deliver instruction including:

- Online discussion of case situations, problems and issues
- Self study; case studies
- Videos, articles & reports
- Student presentations
- Peer Tutoring; team/partner teaching

Additionally, students may be asked to attend professional meetings, seminars and functions to reinforce classroom teaching. The incorporation of these methods is used to enhance learning experience.

ATTENDANCE

Attendance in every class session is expected for the entire class period. Attendance will be taken at the beginning of each class session and may be verified at the end of the class session as well. *Students may be excused from class by providing medical documentation, military documentation, University documentation authorizing absence or documentation of the death of an immediate family member only. Students must provide this documentation within 1 week of absence or the absence will be considered unexcused.

Tardiness will not be tolerated. After the door closes, do not enter the classroom. *In cases of extreme emergency, you may be allowed to enter class if you make arrangements with the instructor to do so *before* class starts. Should you enter after the door closes without making previous arrangements with the instructor to do so, you will incur the penalty of an unexcused absence therefore your presence will not be acknowledged. Early out (or leaving without permission) is considered an unexcused absence unless advance notice is given to and approved by instructor. An absence does not relieve the student of responsibility for knowledge of classroom materials, examinations, cases, assignments and/or the submission of any report(s), etc., nor the consequences of a late submission.

Exam day absences-if a student has an excused absence on exam day, he/she will be allowed to substitute the final exam grade for the missed exam. An original (not photocopied) written and signed medical excuse must be submitted in order to be eligible for grade substitution. This option is allowed only once during the semester.

Presentation day absences-if a student is absent on the day of a scheduled presentation, an original (not photocopied) written and signed medical excuse must be submitted in order to be eligible to make-up presentation.

Electronic Devices (CELL PHONES, PDA'S, BLUE TOOTH, IPODS, MP3 PLAYERS, ETC.)

No electronic devices are to be seen or heard during regularly scheduled class time, quizzes, tests, or examinations - (note that this includes earpieces and ear buds). If any are observed or

heard during class, the student will be excused from class; and should such devices be observed or heard during assessment periods, there will be the presumption of academic dishonesty. Those found to be in violation of this policy will be subject to the consequences for academic dishonesty under the College of Business Administration Policy on Academic Dishonesty.

ACADEMIC DISHONESTY

If academic dishonesty (as defined in the Code of Student Conduct) is established, then the minimum penalty for the offending student will be a grade of ZERO for the assignment (as per university policy). However, students should be apprised that the instructor may well assign a penalty grade of F for the semester and request that the student be expelled from the university. In all cases, students are apprised that all incidents of academic dishonesty will be reported to the Office of the Dean of the COBA, the COBA Student Services Office (for inclusion in the student's academic record) and to the Vice President for Student Affairs.

GRADE DETERMINATION

All grades in this course will be based on 100 points. Students will be sent an electronic gradebook during the first week of class. Students should use the gradebook to track their progress in the course. **Please be advised, in order to successfully complete this course, the student's overall average must be greater than equate to a "C" or better.

Grade Distribution:

90-100	= A
80-89	= B
70-79	= C
60-69	= D
< 60	= F

Midterm (20%)

Final (20%)

Selection Exercise (20%)

Training Exercise (20%)

Employee Development Exercise (20%)

Midterm and Final

The material covered in the midterm and final will be drawn from the texts, course packet, supplemental assigned readings, and class lectures. The exams may be composed of a combination of question types (e.g., multiple choice, short answer, essay). The final exam will NOT be comprehensive; it will cover the material from the second half of class after the midterm and will be held during finals week. Further details about the structure and content will be provided in class.

Selection Exercise, Training Exercise, Employee Development Exercise

Students will create and execute a recruiting plan targeted for a specific skill set. After which, they will design a training program for those employees. Training case exercise will consist of several parts. After analyzing the organizational structure, climate, and other relevant factors in

the, you will develop a training and development program for a) leaders at this organization and b) employees at this organization. Finally, based on the results of the training evaluation, students will organize an effective development program for continued employee development.

FORM II - COURSE ADDITION FORM FOR PROPOSAL # (COBA-MANAGEMENT)

A. Course Number: MGNT XXXX

B. Course Title: **Creativity and Entrepreneurship**

C. Catalog Description:

This course will provide both a theoretical and practical review of the creative and innovative processes within organizations and how ideas are translated into novel products and processes. The content will take a multilevel perspective such that we will discuss the creative process of individuals, how creativity and innovation occur within teams, and the implementation of innovative ideas at the organizational level.

D. Rationale:

Modern organizations must embrace the importance of innovation to long-term survival. To compete successfully in the modern, dynamic, technology-driven economy in which consumers have many options to choose from, they must make sure they present a novel option to their consumers and continue to push the boundaries and stay ahead of their competitors. As future business professionals, our graduates would benefit from being prepared to compete in this environment.

G. Impact on Library Holdings: (none)

Existing:
Additions:
Deletions:

F. Credit Hours: 3

G. Prerequisites: MGNT 3165

H. Syllabus (attach copy):

I. Similarity to, or Duplication of, Existing Courses:

J. Textbook Selection (include title, author and ISBN#):

Tidd, J. (2009). *Managing Innovation: Integrating Technological, Market, and Organizational Change*. West Sussex, UK: Wiley [ISBN: 0470998105]

K. Grading (letter grade, pass/fail, S/U etc.): Letter Grade

L. Bibliography:

Drucker, P. F. (1993). *Innovation and Entrepreneurship*. New York, NY: Harper & Row.

Sternberg, R. J. (2008). *Handbook of Creativity*. New York, NY: Cambridge University Press.

Tidd, J. (2009). *Managing Innovation: Integrating Technological, Market, and Organizational Change*. West Sussex, UK: Wiley

MGNT XXXX
Creativity and Entrepreneurship

Professor: T. L. Friedrich
Location: Howard Jordan- Office 130
Phone: (912) 358-3394
E-mail: friedricht@savannahstate.edu
Office Hours: TBD

COURSE DESCRIPTION:

This course will provide both a theoretical and practical review of the creative and innovative processes within organizations and how ideas are translated into novel products and processes. The content will take a multilevel perspective such that we will discuss the creative process of individuals, how creativity and innovation occur within teams, and the implementation of innovative ideas at the organizational level.

PREREQUISITES:

This course is to be taken after successful completion of MGNT 3165. Students who are enrolled in MGNT XXXX Creativity and Entrepreneurship are advised with this notice that they must have a grade of C or better in the above-listed prerequisite course, prior to enrollment in this course. With your continued presence on the official roll, you are certifying that you have satisfactorily completed all of the required prerequisites prior to enrolling in this course. Students further acknowledge that, should the instructor, or the administration, subsequently determine, at any time hereafter, that this certification is invalid; violator(s) will be subject to administrative withdrawal from this course. Should such administrative withdrawal occur, after the official date to withdraw without a grade penalty, the grade assigned will be a “WF”. Should the violation be discovered after a final grade is reported, the student by his or her continued presence on the official roll, acknowledges that the reported grade is authorized to be changed, at any time after discovery, to a grade of “WF”.

LEARNING OBJECTIVES:

Upon completion of this course, the student should have gained the following:

1. Understand the theories behind the innovation process
2. Understand how innovations in organizations go from ideas to tangible products and processes
3. Understand how innovation plays a role in successful entrepreneurial ventures
4. Understand how individuals engage in the creative process
5. Understand how teams work on creative projects

STUDENTS WITH LEARNING DISABILITIES:

If a student has a documented and declared disability, reasonable accommodations will be provided if requested by the student according to the recommendations of the office of Counseling and Disability Services (CDS). Contact number(s) (912) 356-2285 / (912) 303 1650.

REQUIRED TEXT AND MATERIALS:

In Class:

Text:

Tidd, J. (2009). *Managing Innovation: Integrating Technological, Market, and Organizational Change*. West Sussex, UK: Wiley [ISBN: 0470998105]

Students should also bring paper and something to write with for class activities.

Online:

You will need an SSU e-mail (user ID and password available in PAWS) and E-Learning access

****It is CRITICAL that you get in the habit of checking your email at least twice a day****

PEDAGOGICAL APPROACH:

The instructor will utilize a combination of methods to deliver instruction including:

- Lecture
- Self study; case studies
- Videos, articles & reports
- Student presentations
- Peer Tutoring; team/partner teaching

Additionally, students may be asked to attend professional meetings, seminars and functions to reinforce classroom teaching. The incorporation of these methods is used to enhance learning experience.

DRESS CODE:

Students are required to adhere to the COBA **professional** dress code for presentations, speeches, visits by business professionals.

For normal day-to-day classes, students are expected to follow the COBA dress policy:

“A student’s attire should never be lewd, indecent, or inappropriate, as it is unbecoming of a success-oriented Savannah State University student. Inappropriate may include, but is not limited to, halter tops, any shirt that exposes bare midriff or bare back, t-shirts with obscene or offensive language, gestures, or slogans, or undershirts customarily worn as undergarments. Hats are not allowed during class or any academic function.”

ATTENDANCE:

Attendance is required, and it is in your best interest that you attend **all lectures**. Content discussed in class may not be covered in the text and will be fair game for tests. Additionally, activities done in class will count towards your participation grade. These activities **cannot be made up** without a valid excuse and proof of this excuse is required (e.g., Doctor’s note, funeral announcement).

Tardiness will not be tolerated. We will begin class promptly- do not enter the classroom after the door is closed and the class has begun. It is disruptive to your fellow classmates and will not be tolerated. Should you enter the classroom late without making previous arrangements with the professor to do so, you will incur the penalty of an unexcused absence therefore your presence will not be acknowledged, even if you participate in that day's activity. Leaving the class early is also considered an unexcused absence unless advance notice is given to and approved by the professor.

Important Dates:

TBD

ELECTRONIC DEVICES:

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Laptops: Laptops are permitted in class for the purpose of taking notes only. However, if there is consistent abuse of laptops (e.g., browsing the web, playing games), the professor reserves the right to no longer permit the use of lap tops in class.

Recorders: Recording of lectures is permitted but **ONLY** if you provide advanced notice and obtain permission from the instructor.

ACADEMIC DISHONESTY:

If academic dishonesty (as defined in the Code of Student Conduct) is established, then the minimum penalty for the offending student will be a grade of **ZERO** for the assignment (as per university policy). However, students should be apprised that the instructor may well assign a penalty grade of F for the semester and request that the student be expelled from the university. In all cases, students are apprised that **all incidents** of academic dishonesty, regardless of severity, will be reported to the Office of the Dean of the COBA, the COBA Student Services Office (for inclusion in the student's academic record) and to the Vice President for Student Affairs. Please note that this record may be considered when making decisions about scholarships, awards, etc.

GRADE DETERMINATION:

All grades in this course will be based on 100 points. Students may access their electronic gradebook through E-Learning. Students should use the gradebook to track their progress in the course.

****Please be advised, in order to successfully complete this course, the student's overall average must be greater than or equal to a "C".**

In Class Activities	20%
Exam 1	10%
Exam 2	10%
Exam 3	10%
Exam 4	10%
Practical Applications	20%
Analysis Paper	20%
Total:	100%

In Class Activities = 20% of Final Grade

We will be engaging in activities in most, if not all, classes that will count as your course participation. For some activities you will get full credit for just participating, while others may receive a letter grade based on performance. The average of these grades will constitute your final “in class activities” score. These activities **cannot be made up**. They will be completed in class and only in class. You will only receive credit if you are able to provide valid proof for an excused absence.

Exams = 40% of Final Grade (10% each)

There will be 4 exams throughout the semester and each exam will count as 10% of your final grade. Each of these exams will cover approximately 1/4 of the course material. There will not be a final exam. The exams will be a combination of multiple choice and true/false questions.

Practical Application Assignments =20% of Final Grade

Analysis of real-world case studies will be assigned at several times throughout the semester to serve as a supplement to the content taught in class each week. They may be short papers or activities that will give you the opportunity to practice and develop your leadership skills. These activities will be relevant to the material covered in class and will provide concrete examples of how the theories and techniques learned in class can be applied in the real world. When writing these responses, please refer to the fatal writing flaws included in this syllabus. Activities should be turned in at the beginning of the class period that they are due – they cannot be emailed. **Late assignments will never be accepted.**

Individual Paper = 20% of Final Grade

It is important as a future business professional that you are capable of communicating effectively through writing. Additionally, it is critical that you are able to conduct a thorough evaluation of a given topic. These papers should be 5-7pgs in length and are due to my office by 5pm on the last day of class. Emailed papers will not be accepted. Further details about the paper will be provided later in the semester. Students will have the opportunity to turn in a rough draft for preliminary feedback. This is option, however it is strongly recommended.

Fatal Writing Flaws

In grading writing submissions, when the “fifth” of any combination of the “flaws” listed below is reached, your paper will be returned with a grade of 40/“F.”

1. Subject/Verb Agreement
2. Rambling/Run-On Sentences
3. Grammatical Errors
4. Poor Sentence Structure
5. Pervasive Spelling Errors (more than a couple typos)
6. Informal or Inappropriate Language
7. No Conclusion

Sample Course Schedule

Week	Tuesday	Thursday
1		8/12 - First day of class, review syllabus
2	8/17 - Chapter 1 (Intro to Innovation)	8/19 - Chapter 1 (Intro to Innovation)
3	8/24 - Chapter 2 (Innovation as a Core Business Process)	8/26 - Chapter 2 (Innovation as a Core Business Process)
4	8/31 - Review - Activity 1 due in class	9/2 - EXAM 1 (Ch. 1-2)
5	9/7 - Chapter 3 (Building an Innovative Organization)	9/9 - Chapter 3 (Building an Innovative Organization)
6	9/14 - Chapter 4 (Developing an Innovative Strategy)	9/16 Chapter 4 (Developing an Innovative Strategy)
7	9/21 - Chapter 5(Source of Innovation)	9/23 Chapter 5(Source of Innovation)
8	9/28 - Review - Activity 2 due in class	9/30 - EXAM 2 (Ch. 3-5)
9	10/5 - Chapter 6 (Innovative Networks)	10/7 - Chapter 6 (Innovative Networks)
10	10/12 - Chapter 7 (Decision Making in Uncertainty)	10/14 - Leading for Innovation
11	10/19 - Chapter 8 (Building an Innovative Case)	10/21 - Chapter 8 (Building an Innovative Case)
12	10/26 - Review - Activity 3 due in class	10/28 - EXAM 3 (Ch. 6-8)
13	11/2 - Chapter 9 (New Products and Services)	11/4 - Chapter 9 (New Products and Services)
14	11/9 - Chapter 10 (Exploiting new ventures)	11/11 - Chapter 10 (Exploiting new ventures)
15	11/16 - Chapter 11 (Capturing the benefits of innovation)	11/18 - Chapter 12 (Capturing learning from innovation) - Turn in rough draft of paper (optional)
16	11/23 - Guest Speaker	11/25 **No Class – Happy Thanksgiving!**
17	11/30 - Review - Activity 4 due in class	12/2 - EXAM 4 (Ch. 12-14) **paper due 12/3 by 5pm**
18	11/7 Finals Week	12/9 Finals Week

FORM II - COURSE ADDITION FORM FOR PROPOSAL # (COBA-MANAGEMENT)

A. Course Number: MGNT XXXX

B. Course Title: **Social Entrepreneurship**

C. Catalog Description:

This course introduces students to the field of social entrepreneurship and the best practices of starting and growing successful mission-driven ventures. This field is rapidly garnering attention around the world from entrepreneurs, investors, philanthropists, foundations, and consulting firms. Social ventures aim to achieve a “double bottom line” with meaningful social returns, as well as sustainable or competitive financial returns --through their products, services and other business practices. This course will guide students in developing entrepreneurial solutions to education, healthcare, environment, workforce development, international development, and other large societal issues.

D. Rationale: This course will allow students the opportunity to become agents of change in their communities/society via the entrepreneurial process.

H. Impact on Library Holdings:

Existing:
Additions:
Deletions:

F. Credit Hours: 3

G. Prerequisites: Management of Organizations

H. Syllabus (attach copy):

I. Similarity to, or Duplication of, Existing Courses:

J. Textbook Selection (include title, author and ISBN#): **Social Entrepreneurship: A Modern Approach to Social Value Creation, Arthur C. Brooks, ISBN-10: 0132330768**

K. Grading (letter grade, pass/fail, S/U etc.): Letter Grade

L. Bibliography:

MGNT XXXX
Social Entrepreneurship

Professor: Leon C. Prieto, MBA, PhD
Location: Howard Jordan- Office 131
Phone: (912) 358-3414
E-mail: prietol@savannahstate.edu
Office Hours: TBD

COURSE DESCRIPTION:

This course introduces students to the field of social entrepreneurship and the best practices of starting and growing successful mission-driven ventures. This field is rapidly garnering attention around the world from entrepreneurs, investors, philanthropists, foundations, and consulting firms. Social ventures aim to achieve a “double bottom line” with meaningful social returns, as well as sustainable or competitive financial returns --through their products, services and other business practices. This course will guide students in developing entrepreneurial solutions to education, healthcare, environment, workforce development, international development, and other large societal issues.

PREREQUISITES:

This course may only be taken by students with junior standing, or successful completion of 60 hours of coursework. Students who are enrolled in MGNT 3165 Management in Organizations are advised with this notice that they must have a grade of C or better in the above-listed prerequisite courses, prior to enrollment in this course. With your continued presence on the official roll, you are certifying that you have satisfactorily completed all of the required prerequisites prior to enrolling in this course. Students further acknowledge that, should the instructor, or the administration, subsequently determine, at any time hereafter, that this certification is invalid; violator(s) will be subject to administrative withdrawal from this course. Should such administrative withdrawal occur, after the official date to withdraw without a grade penalty, the grade assigned will be a “WF”. Should the violation be discovered after a final grade is reported, the student by his or her continued presence on the official roll, acknowledges that the reported grade is authorized to be changed, at any time after discovery, to a grade of “WF”.

LEARNING OBJECTIVES:

Upon completion of this course, the student should have gained the following:

- Have gained an understanding of the field of social entrepreneurship and understand many of the opportunities, challenges, and issues facing social entrepreneurs
- Develop a business plan for a social venture
- Develop the knowledge, skills and abilities to become a social entrepreneur

STUDENTS WITH LEARNING DISABILITIES:

If a student has a documented and declared disability, reasonable accommodations will be

provided if requested by the student according to the recommendations of the office of Counseling and Disability Services (CDS). Contact number(s) (912) 356-2285 / (912) 303 1650.

REQUIRED TEXT AND MATERIALS:

In Class:

Text: Social Entrepreneurship: A Modern Approach to Social Value Creation, Arthur C. Brooks, ISBN-10: 0132330768

Students should also bring paper and something to write with for class activities.

Online:

You will need an SSU e-mail (user ID and password available in PAWS) and E-Learning access

PEDAGOGICAL APPROACH:

The instructor will utilize a combination of methods to deliver instruction including:

- Lecture
- Self study; case studies
- Videos, articles & reports
- Student presentations
- Peer Tutoring; team/partner teaching

Additionally, students may be asked to attend professional meetings, seminars and functions to reinforce classroom teaching. The incorporation of these methods is used to enhance learning experience.

DRESS CODE:

Students are required to adhere to the COBA **professional** dress code for presentations, speeches, visits by business professionals.

For normal day-to-day classes, students are expected to follow the COBA dress policy:

“A student’s attire should never be lewd, indecent, or inappropriate, as it is unbecoming of a success-oriented Savannah State University student. Inappropriate may include, but is not limited to, halter tops, any shirt that exposes bare midriff or bare back, t-shirts with obscene or offensive language, gestures, or slogans, or undershirts customarily worn as undergarments. Hats are not allowed during class or any academic function.”

ATTENDANCE:

Attendance is required, and it is in your best interest that you attend **all lectures**. Content discussed in class may not be covered in the text and will be fair game for tests. Additionally, activities done in class will count towards your participation grade. These activities **cannot be made up** without a valid excuse and proof of this excuse is required (e.g., Doctor’s note, funeral announcement).

Tardiness will not be tolerated. We will begin class promptly- do not enter the classroom after

the door is closed and the class has begun. It is disruptive to your fellow classmates and will not be tolerated. Should you enter the classroom late without making previous arrangements with the professor to do so, you will incur the penalty of an unexcused absence therefore your presence will not be acknowledged, even if you participate in that day's activity. Leaving the class early is also considered an unexcused absence unless advance notice is given to and approved by the professor.

ELECTRONIC DEVICES:

No electronic devices are to be seen or heard during regularly scheduled class time, quizzes, tests, or examinations - (note that this includes earpieces and ear buds). If any are observed or heard during class, the student will be excused from class. Should such devices be observed or heard during assessment periods, there will be **the presumption of academic dishonesty**. Those found to be in violation of this policy will be subject to the consequences for academic dishonesty under the College of Business Administration Policy on Academic Dishonesty.

Laptops: Laptops are permitted in class for the purpose of taking notes only. However, if there is consistent abuse of laptops (e.g., browsing the web, playing games), the professor reserves the right to no longer permit the use of lap tops in class.

Recorders: Recording of lectures is permitted but ONLY if you provide advanced notice and obtain permission from the instructor.

ACADEMIC DISHONESTY:

If academic dishonesty (as defined in the Code of Student Conduct) is established, then the minimum penalty for the offending student will be a grade of **ZERO** for the assignment (as per university policy). However, students should be apprised that the instructor may well assign a penalty grade of F for the semester and request that the student be expelled from the university. In all cases, students are apprised that **all incidents** of academic dishonesty, regardless of severity, will be reported to the Office of the Dean of the COBA, the COBA Student Services Office (for inclusion in the student's academic record) and to the Vice President for Student Affairs. Please note that this record may be considered when making decisions about scholarships, awards, etc.

GRADE DETERMINATION:

All grades in this course will be based on 100 points. Students may access their electronic gradebook through E-Learning. Students should use the gradebook to track their progress in the course.

**Please be advised, in order to successfully complete this course, the student's overall average must be greater than or equal to a "C".

In Class Activities	25%
Exam 1	15%
Exam 2	15%
Exam 3	15%

Case Studies	15%
Group Presentation	15%
Total:	100%

In Class Activities = 25% of Final Grade

In lieu of taking attendance, we will be engaging in activities in most, if not all, classes that will count towards your participation. For some activities you will get full credit for just participating, while others may receive a letter grade based on performance. The average of these grades will constitute your final “in class activities” score. These activities **cannot be made up**. They will be completed in class and only in class. You will only receive credit if you are able to provide valid proof for an excused absence.

Exams = 45% of Final Grade (15% each)

There will be 3 exams throughout the semester and each exam will count as 15% of your final grade. Each of these exams will cover approximately 1/3 of the course material. There will not be a final exam. The exams will be a combination of multiple choice and true/false questions.

Case Studies =15% of Final Grade

Analysis of real-world social entrepreneurship case studies will be assigned at several times throughout the semester to serve as a supplement to the content taught in class each week. You will be required to respond in a short 2-3 page paper to a set of questions regarding each case. This analysis will be relevant to the material covered in class. These case studies will provide concrete examples of how the theories and techniques learned in class can be applied in the real world.. **Late papers will never be accepted.**

Group Presentation = 15% of Final Grade

It is important as a future business professional that you are capable of communicating effectively through oral presentations. Additionally, it is critical that you gain experience working in a team together towards a goal. Your effectiveness as a teammate will be rated by your peers and will be considered in your overall grade. Thus, please be a reliable teammate. Team members will be randomly assigned in the third week of class. At that time, further information will be provided on the topic and content of the presentation.

COURSE SCHEDULE

Week	Lecture
1	An Overview of Social Entrepreneurship
2	Creativity and the Social Entrepreneurial Process
3	Brainstorming and Idea generation
4	Anatomy of a Business Plan
5	Business Models for Social Ventures
6	Sources of Funding for Social ventures
7	Business Strategy
8	Marketing Strategy

9	Management Plan
10	Operating Plan
11	Financial Forecasts
12	Measuring Social Value
13	Entrepreneurial Leadership
14	Social Entrepreneurship Case Study/Activity
15	Presentations
16	Presentations

FORM IV - COURSE CHANGE FORM FOR PROPOSAL #(COBA-MANAGEMENT)

A. Course Number:

Current: MGNT 3190

New: MGNT 3190

B. Course Title:

Current: Supply Chain Management

New: Global Supply Chain Management

C. Catalog Description:

Current: This course introduces students to key concepts in supply chain management and develops an understanding of the strategic importance of strategic sourcing in improving a firm's competitive position. Challenges in managing the relationships among businesses involved in the process of buying and selling products and services are explored.

New: This course introduces students to key concepts in supply chain management, with a global focus and develops an understanding of the strategic importance of strategic sourcing in improving a firm's competitive position. Challenges in managing the global relationships among businesses involved in the process of international buying and selling products and services are explored. Case studies with global emphasis will be studies.

D. Rationale:

This new course will be offered in two concentrations under the general BBA degree. Currently Supply Chain Management is only offered in Management Concentration (Major), but now we would like to offer the same course with global aspects under a new concentration known as Global Logistics and International Business. In order to avoid the course duplicity, we would like to change the case study focus of existing course by including case studies in the new course that has a global focus (specifically emerging economies). The majority of the content in the new and the old course is the same.

E. Library Resource Statement:

Existing: None

Additional: None

Deletions: None

F. Credit Hours:

Current: 3

New: 3

G. Prerequisites:

Current: MGNT 3165 and MGNT 3185 with a minimum grade of C in both

courses

New: None

Deletions: None

H. Syllabus: Included

I. Similarity to, or Duplication of Existing Courses: None

J. Textbook Change (include title, author and ISBN#): None (refer syllabus)

K. Grading Method:

Current: Same as the new course

New: Same (refer syllabus)

MGNT 3190
Global Supply Chain Management

TITLE:

- Global Supply Chain Management
- MGNT 3190, 3 credits
- Offered every spring

CLASS MEETING SCHEDULE:

- Twice a week (if the class is for 1.5 hrs every contact), once a week (if class is for 3hrs every contact)

CLASS LOCATION:

- Howard Jordan Business Building

PROFESSOR:

- Name: Suman Niranjana
- Office address: 209 Howard Jordan
- Telephone number: 912-358-3424
- E-mail address: niranjans@savannahstate.edu
- Office Hours: 10 hours a week (TBA)

COURSE DESCRIPTION:

This course introduces students to key concepts in supply chain management and develops an understanding of the strategic importance of sourcing in improving a firm's competitive position. *Specifically several concepts in the course are explained with a global perspective via case-studies.* Challenges in managing the relationships among businesses involved in the process of buying and selling products and services are explored. A supply chain (SC) as defined by David Simchi-Levi:

“A set of approaches utilized to efficiently integrate suppliers, manufacturers, warehouses, and stores, so that the merchandise is produced and distributed at the right quantities, to right locations, and at the right time, in order to minimize system wide costs while satisfying service level requirements”

This course explores the key issues associated with the design and management of industrial SC. SC is concerned with the efficient integration of suppliers, factories, warehouses and stores so that products are distributed to customers in the right quantity and at the right time. One of the primary objectives of SC management is to minimize the total supply chain cost subject to various service requirements.

PREREQUISITES:

Undergraduate level MGNT 3165 and MGNT 3185 minimum grade of C in both courses

COURSE OBJECTIVES:

At the end of this course you should be able to understand the following:

- Introduction of the general framework of supply chain management
- Analyze key concepts in supply chain from a global perspective
- Analyze the key drivers of supply chain performance: Facility, inventory, transportation, sourcing, information and pricing
- Use of SPSS/spreadsheet models to support the design, forecasting, and planning in supply chain decision making
- Analyze the e-business models and their influences on supply chain management
- Students will
 - Be able to describe and explain fundamentals of SC
 - Be able to derive and compute optimal policies/variables, performance measures such as costs/profits,
 - Be aware of SC practices.

REQUIRED TEXT AND SUGGESTED MATERIALS:

Required text book:

- ***If purchasing from Bookstore:*** *Designing and Managing the Supply Chain*, Customized book, by David Simchi-Levi, Philip Kaminsky, and Edith Simchi-Levi. ISBN: 978-1-121-04147-9
- ***If purchasing a used book or a new book from other places:*** *Designing and Managing the Supply Chain*, Third Edition, 2007 by David Simchi-Levi, Philip Kaminsky, and Edith Simchi-Levi. ISBN: 978-0-07-334152-1
- Case-studies: TBA, and will have to be purchased from the Harvard Business Review, all the cases will have a global focus
- Lecture Notes: The lecture notes will be made available on Blackboard.
- Additional Readings: Additional readings will involve case studies and will be posted on blackboard

PEDAGOGICAL APPROACH:

This course will consist of a mix of lectures and discussions. Assignments comprise of end of chapter questions, end of the chapter mini-cases, and readings.

Ethical Perspectives: During the course, ethical issues will be discussed wherever they are applicable. There are different ways of looking at ethical issues. In business, people subscribe to a variety of ethical standards formulated on the basis of different frameworks. The main purpose of business ethics is to enable business employees to negotiate their ethical dilemmas and conduct business in a wholesome way.

Student Conduct and Classroom Policies:

1. Students are required to turn off their cellular phones and pagers in the classroom.
2. Class attendance is required. Please be on time for class.
3. Cheating, or other academic misconduct, will not be tolerated. Violators will be dropped from the course and receive a grade of “F” for the semester.
4. Students are expected to exhibit ethical conduct in performing their assignments and examinations. All assignments and examinations are expected to be individual efforts and not group efforts.
9. Students are expected to read, be familiar with and adhere to University regulations. Students are expected to complete reading assignments prior to the lectures/discussions and to participate in the learning process.
10. Students are responsible for all materials assigned and presented in class. Class participation is expected to facilitate learning objectives.
11. Late work: All assignments must be turned in on the due date. There are exceptions for sickness and death. A doctor, a funeral director, etc must document these incidents.
12. A student may drop this course without penalty by withdrawing on or before the “Last Day to Drop a Class” date.

Special Accommodations: If you need special accommodations due to a documented disability, please see me the first week of classes in my office.

GRADE DETERMINATION:

Your evaluation will comprise of:

- **Four Exams: 17.5% each (70% total)**
- **Homework: 10% total**
- **International Case Studies: 20% total**

Grade Distribution

90-101	= A
80-90	= B
70-80	= C
60-70	= D
< 60	= F

Exams: All the exams will be in class, and all the questions will be a mix of multiple-choice and essay type questions.

Homework: All problems/assignments in the problem set must be worked/completed according to the provided instructions. Homework assignments will be a combination of discussion

questions at the end of the chapter, case-study questions at the end of a chapter, and multiple choice questions on e-learning. Homework assignments will be graded for mostly completeness, not necessarily correctness, but correctness does carry some points. **To receive credit, homework assignments shall be labeled, legible, and neatly printed; strongly encouraged to type your answers where ever possible**, although homework assignments do not require typing. If there are multiple pages, please staple the assignment in the top left corner. The solutions will be posted in a couple of days after the posted date.

Case-Studies: - There will be five case studies in the course, all the case-studies will be based on International companies with a focus specifically on Asia (India, China and South Korea), a case-study will also focus on Latin-America as well.

Case write-ups: The write-up of the case will be due in the beginning of the session in which we discuss that case. In the write-up: briefly analyze the case and write at least **one page summary**, answer the case questions, apart from answering the questions, you should add a page on **“What do I learn from this? Where else can I apply these learning’s? What obstacles might be there etc.”** at the end of the report. Feel free to focus on your current/past/future job or internship experience for the latter part of the report. The write-ups cannot exceed 5 pages (double-spaced) plus any exhibits, plus two pages, one each for “Summary” and “What do I learn” section. The analysis should be very short and to-the point, and carefully justified with whatever analytical or conceptual framework or additional data you feel is appropriate. Feel free to use additional relevant information from your own experience about industry, the company, and/or the geographic region (whichever is relevant for the case) than is provided for the case itself. All case-write ups should be typed using a word editor in computer.

Academic Integrity

Students will be expected to adhere to the Savannah State University guidelines. In particular, if plagiarism is detected in the exams, strict disciplinary action will be taken.

Special Accommodation

Special provisions will be made for students with disabilities, in accordance with the Savannah State University guidelines.

The Course Tentative Outline for spring 2011 (current term)

Week	Date	Day	Topic	Chapter Number	Home Work (HW) and Case Studies
1	10-Jan	Mon	Syllabus and Introduction	1	
	12-Jan	Wed	Introduction to SCM	1	
2	17-Jan	Mon	MLK Day - No Class		
	19-Jan	Wed	Inv Mang and Risk Pooling	2	
3	24-Jan	Mon	Inv Mang and Risk Pooling	2	
	26-Jan	Wed	Network Planning	3	HW & Case 1 Due
4	31-Jan	Mon	Network Planning	3	
	2-Feb	Wed	Network Planning & Exam 1 Review	1, 2, and 3	HW & Case 2 Due
5	7-Feb	Mon	Supply Contracts & Exam 1	1, 2, and 3	
	9-Feb	Wed	Supply Contracts	4	
6	14-Feb	Mon	Supply Contracts	4	
	16-Feb	Wed	The Value of Information	5	
7	21-Feb	Mon	The Value of Information	5	
	23-Feb	Wed	TVI & Review for Exam 2	4 and 5	HW & Case 3 Due
8	28-Feb	Mon	SCI & Exam 2	4 and 5	
	2-Mar	Wed	Supply Chain Integration	6	
9	7-Mar	Mon	Supply Chain Integration	6	
	9-Mar	Wed	Distribution Strategies	7	
10	14-Mar	Mon	Spring Break - No Class		
	16-Mar	Wed			
11	21-Mar	Mon	Distribution Strategies	7	
	23-Mar	Wed	Distribution Strategies	7	HW & Case 4 Due
12	28-Mar	Mon	Strategic Alliances	8	
	30-Mar	Wed	Strategic Alliances	8	
13	4-Apr	Mon	Proc and Outsourcing Strat	9	
	6-Apr	Wed	POS & Review for Exam 3	6, 7, and 8	HW & Case 5 Due
14	11-Apr	Mon	POS & Exam 3	6, 7, and 8	
	13-Apr	Wed	Proc and Outsourcing Strat	9	
15	18-Apr	Mon	Coordinated Product and SC Desig	11	
	20-Apr	Wed	Coordinated Product and SC Desig	11	
	25-Apr	Mon	Review for Exam 4	9 and 11	HW & Case 6 Due
	27-Apr	Wed	Exam 4	9 and 11	

The list of homework problems and case-study questions will be posted on blackboard as the semester progresses

FORM IV - COURSE CHANGE FORM FOR PROPOSAL #(COBA-MANAGEMENT)

A. Course Number:

Current: MGNT 3196

New: MGNT 3196

B. Course Title:

Small Business Management and Ownership

New: Entrepreneurship and Small Business Management

C. Catalog Description:

Current: *Small Business Management and Ownership* is a course focused on the management of newly created or newly acquired small businesses. Beginning with traits commonly found in successful entrepreneurs, students cover the various topics necessary to develop and run a profitable business. The topics include business entity forms, marketing for small/fledgling businesses, advertising, elements of the business plan, risk management, and staffing decisions.

New: *Entrepreneurship and Small Business Management* is a course focused on the entrepreneurial process as it pertains to the management of large enterprises or the management of newly created or newly acquired small businesses. Beginning with traits commonly found in successful entrepreneurs, students cover the various topics necessary to develop and run a profitable business. The topics include business entity forms, marketing for small/fledgling businesses, advertising, elements of the business plan, risk management, and staffing decisions.

D. Rationale: This course needed to be expanded from just focusing on Small Business Management to include the entire entrepreneurial process. Not all small business owners are entrepreneurs in the true sense of the word i.e. risk-taking, innovative, and proactive) and it is necessary to revise the course to demonstrate to students the importance of using entrepreneurial principles to effectively manage large or small enterprises especially in today's ambiguous and changing environment.

E. Library Resource Statement:

Existing: None

Additional: None

Deletions: None

F. Credit Hours:

Current: 3

New: 3

G. Prerequisites:

Current: MGNT 3165

New: MGNT 3165
Deletions: None

H. Syllabus: Included

I. Similarity to, or Duplication of Existing Courses: None

J. Textbook Change (include title, author and ISBN#):

Essentials of Entrepreneurship and Small Business Management, by Zimmerer, Scarborough and Wilson; Pearson/Prentice Hall, 2007. ISBN: 978-0132294386

K. Grading Method: Same (refer syllabus)

MGNT 3196
Entrepreneurship and Small Business Management

NOTE: Policies and procedures in this syllabus are subject to change. Students will be timely informed of any changes.

Facilitator: Leon C. Prieto, MBA, PhD
Location: Howard Jordan Building – Room 131
Phone: 912-358-3414
E-mail address: prietol@savannahstate.edu
Class hours:
Office hours:

Course Description - 3 Credits

Entrepreneurship and Small Business Management is a course focused on the entrepreneurial process as it pertains to the management of large enterprises or the management of newly created or newly acquired small businesses. Beginning with traits commonly found in successful entrepreneurs, students cover the various topics necessary to develop and run a profitable business. The topics include business entity forms, marketing for small/fledgling businesses, advertising, elements of the business plan, risk management, and staffing decisions.

Prerequisites

MNGT 3165 Management of Organizations

Required Materials

**Text: Essentials of Entrepreneurship and Small Business Management, by Zimmerer, Scarborough and Wilson; Pearson/Prentice Hall, 2007.
ISBN: 978-0132294386**

Objectives and Student Outcomes

Objectives

Upon the completion of this course, the student should be able to:

- Compare and contrast small businesses.
- Recognize the importance of small business to the economy of the United States.
- Apply the basic skills and knowledge required to set up a small business.
- Analyze the process of entrepreneurship.
- Create and utilize a business plan.

Student Outcomes

Upon completion of this course, the student will:

- Articulate in written and oral forms within the eLearning and classroom environments the differences and similarities that exist in small businesses and entrepreneurial firms.
- Justify (through research) in small and large group discussions the economical impact of small businesses.
- Evaluate the need to improve productivity and quality, to manage employees, and synthesizing business functions.
- Collaboratively develop and orally present the business plan.

Attendance Policy

THOSE WHO ATTEND CLASS TEND TO PASS!

Attendance in every class session is expected and required. Do not arrive tardy, leave the class, or leave early. Students that leave the classroom session are not to return. Disruptions in the teaching/learning process will not be tolerated. If you are not present when the roll is checked, you will be counted as absent.

Absences due to University Scheduled Conflicts require the participant to make arrangements to make the presentation or to take the exam/quiz early. Homework, assignments, or projects should be turned in early. Advance notice of at least one week is needed. Documentation from the sponsor, coach or athletic director is required. This policy applies only when traveling on official University business.

Tardiness (attendance or assignments) will not be tolerated. After the door closes, please do not enter the classroom. Late work will not be accepted. An absence on the day of a scheduled presentation or exam will result in a grade of zero.

If a student is absent on exam day, a signed medical excuse must be submitted in order to be eligible for a make-up. Arrangements must be made to take the **Make-up Exam. Only one make-up exam is allowable during the semester.**

STUDENTS WITH LEARNING DISABILITIES: If a student has a documented and declared disability, reasonable accommodations will be provided if requested by the student according to the recommendations of the office of Counseling and Disability Services (CDS) (912) 356-2285 / (912) 303 1650 / (912) 356-2202.

Grading Scale and Grade Distribution

A = 100 – 90

B = 89 – 80

C = 79 – 70

D = 69 – 60
F = 59 and below

Exams (4)	100 points
*Group Presentations (Powerpoints are required)	100 points
*Individual Presentations (Powerpoints are required)	100 points
*Entrepreneur Case Study and Presentation (Powerpoints are required)	100 points
*Interview a Local Entrepreneur	100 points
* Business Plan	100 points
* Research Paper (Optional)	50 points

EXAM NUMBER	DESCRIPTION
Exam 1	Overview of Entrepreneurship Personality of Entrepreneurs Feasibility Analysis Vision and Mission Statement
Exam 2	Industry Analysis, Strategic Plan
Exam 3	Market Analysis, Market Plan Location, Operations Plan
EXAM #4	Products/Services Plan, Financial Projections, Legal Plan

Student Conduct

Class Policies

If any of these class policies are violated, you will be asked to leave the classroom.

Withdrawal

The policies related to withdrawal and other irregularities are printed in the schedule of courses, student handbook, and various other places. It is your responsibility to know the policies and to follow appropriate procedures. If you have any questions regarding these or other policies, please do not hesitate to ask.

Classroom Decorum

Eating is not allowed in class; therefore do not bring food or drinks. Do not read magazines or newspapers or any other material, including assignments from other classes, during presentations.

Class disruptions which interrupt the educational process will not be tolerated, in accordance with the academic Code of Conduct described in the Student Handbook.

Children under the age of 18 are not allowed in class.

Cellular phones, pagers, CD players, radios, and similar devices are prohibited from use in class.

All electronic devices are to be turned off. If it disrupts class, you will be asked to leave. The classroom is a professional environment and it should be treated as such.

One focus in the preparatory courses in the College of Business Administration (**COBA**) targets your physical image and outward portrayal as a future business owner or employee. Thus, it is important not to include sagging pants, low-cut pants/shirts/blouses, profanity, and torso revealing shirts/blouses as part of your mental and physical preparation. This type of attire is not allowed in **MNGT 3196**. If your attire is deemed inappropriate, you will be asked to leave the classroom.

Academic Irregularity

Academic Irregularity Defined

Students shall be guilty of violating the honor code if they:

- Represent the work of others as their own.
- Use or obtain unauthorized assistance in academic work.
- Give unauthorized assistance to other students
- Misrepresent the content of submitted work.
- Knowingly furnish false information

Failure to abide by the above may result in reduction of grade, potential course failure and/or expulsion.

The following information regarding academic dishonesty can be found in the student handbook.

August 13	Introduction		
16	An Overview of Entrepreneurship , Video		
18	An Overview of Entrepreneurship, Video		
20	The Personality of Entrepreneurs, Video		
23	Brainstorming, Idea Generation, Video		
25	Feasibility Analysis		
27	Vision and Mission Statement, Video		
30	EXAM 1		
September 1	Company Description		
3	Company Description, Video		
6	No class		
10	Industry Analysis		
13	Industry Analysis, Video		
15	Strategic Plan		
17	Strategic Plan,		
20	EXAM 2		
22	Market Analysis		
24	Market Analysis , Video		

27	Marketing Plan		
29	Marketing Plan, Video		
30	Location, Location, Location, Video		
October 1	Management Team and Company Structure		
4	Operations Plan		
6	Operations Plan		
8	Exam 3		
11	Products and Services Plan		
13	Products and Services Plan		
15	Financial Projections		
18	Financial Projections		
20	Legal Plan		
22	Executive Summary		
25	Appendices (Resumes, Supporting Industry Research)		
27	Buying a Business or Franchise		
29	Buying a Business or Franchise		
November 1	Social Entrepreneurship		
3	Social Entrepreneurship		
5	Entrepreneurial Leadership		
8	Entrepreneurial Leadership		
10	Student Presentations		
12	Student Presentations		
15	Student Presentations		
17	BUSINESS PLAN DUE , Business Plan Presentation		
19	Business Plan Presentation		
22	Business Plan Presentation		
24	Thanksgiving Break		
26	Thanksgiving Break		
29	Business Plan Presentation		
December 1	Business Plan Presentation		
3	Business Plan Presentation		
6	Overview of Final Exams		
8	Exam 4 (Finals)		

FORM IV - COURSE CHANGE FORM FOR PROPOSAL #(COBA-MANAGEMENT)

- A. Course Number:
Current: MGNT 4166
New: MGNT 4166
- B. Course Title:
Current: Labor-Management Relations
New: Human and Labor Relations
- C. Catalog Description:
Current:
The development of organized labor, the theory and practice of collective bargaining, and the legal and economic aspects of employer-employee relations.
New:
This course explores the dynamic relationship between an organization's management and its employees. Topics will include the history of organized labor, current issues in labor policies in the U.S. and internationally, policy and legislation, contracts, and trade unions. Human relations topics in conflict resolution, crisis management, negotiation, and alternative dispute resolution will provide a strong applied component.
- D. Rationale:
The current course "Labor-Management Relations," does not adequately address the elements of employee management that are critical to effective leadership, employee productivity, and a positive work environment. The prior course needs to be expanded to include these other elements.
- E. Library Resource Statement: None. Current Textbook will be used again
Existing:
Additional:
Deletions:
- F. Credit Hours:
Current: 3
New: 3
- G. Prerequisites:
Current: MGNT 3165
New: MGNT 3165
Deletions:
- H. Syllabus: (attached)

I. Similarity to, or Duplication of Existing Courses:

J. Textbook Change (include title, author and ISBN#): (Same textbook)

Labor Relations: Development, Structure, and Process; John Fossum; ISBN 978-0-07353023-9;
human relations content will be added by faculty as necessary to accomplish goals of course.

K. Grading Method:

Current: letter grade

New: letter grade

HUMAN AND LABOR RELATIONS MGNT 4166

Course Description 3 Credits

The course, **Human and Labor Relations**, explores the dynamic relationship between an organization's management and its employees. Topics will include the history of organized labor, current issues in labor policies in the U.S. and internationally, policy and legislation, contracts, and trade unions. Human relations topics in conflict resolution, crisis management, negotiation, and alternative dispute resolution will provide a strong applied component.

Prerequisites

This course is to be taken after successful completion of **MGNT 3165 Management of Organizations**. (See Student Catalog).

Students who are enrolled in MNGT 4166 are advised with this notice that they must have a grade of C or better in the prerequisite courses listed above, prior to enrollment in this course. Students must have a minimum of 42 semester hours and completed Area F indicated on the Advisement Sheet (GRID) or have junior standing (60 semester hours). With your continued presence on the official roll on {23 August 2010}, you are certifying that you have satisfactorily completed all of the required prerequisites prior to enrolling in this course. Students further acknowledge that, should the instructor, or the administration, subsequently determine, at any time hereafter, that this certification is incorrect, violator(s) will be subject to administrative withdrawal from this course. Should such administrative withdrawal occur, after the official date to withdraw without a grade penalty, the grade assigned will be a "WF". Should the violation not be discovered until after a final grade is reported, the student by his or her continued presence on the official roll as of {23 August 2010}, acknowledges that the reported grade is authorized to be changed, at any time after discovery, to a grade of "WF".

Required Materials

Text: John Fossum, Labor Relations: Development, Structure, and Process, 10th edition, McGraw Hill 2009

Additional Readings: These websites may enhance your union research.

<http://www.bls.gov/opub/mlr/1998/10/rpt2full.htm>

<http://www.bls.gov/search/?cx=011405714443654768953%3Aabtgl8qv780&cof=FORID%3A10%3BNB%3A1&ie=ISO-8859-1&query=collective+bargaining&filter=0&sa=Search#979>

Technical Requirements: This course is enhanced with on-line tools accessed through the **E-learning account**. You will need an SSU e-mail account (user ID and password available in PAWS) and E-Learning account.

Go to PAWS to retrieve your **eLearning** ID's.

Look under the update email section or you can go to the SSU home page and look under the Student Information link. You can find your eLearning ID on that page.

Please use the following web link if you do not know your **eLearning** ID.

<https://simba.savannahstate.edu/students/eLearning.aspx>

All Users

Students are to go directly to the **eLearning** server at <https://savannahstate.view.usg.edu> and not through the SSU home page. If access to the SSU home page is disrupted, it would prevent student access to the **eLearning** server.

New users

The website below will enable you to retrieve your eLearning ID and your Savannah State University student ID.

<http://www.savannahstate.edu/current-students/>

When using the eLearning system, keep in mind that the links that are clicked will not open instantly due to the slowness of some internet connections

Objectives and Student Outcomes

Objectives

Upon the completion of this course, the student will have:

- Knowledge of the history of organized labor and current issues in organized labor policies, both in the U.S. and internationally.
- An awareness of personal human competencies that influence business relationships, specifically labor and management, and how they affect productivity, motivation, leadership and problem solving.
- **A general knowledge of the human relations aspects of management and labor in the workplace.**

- An ability to define the rules of communication, and identify the barriers to effective communication and its interrelationship to interpersonal skills.
- Proficiency in communicating effectively through teamwork, group exercises and business presentations

Student Outcomes

Upon completion of this course, the student will:

- Articulate in written and/or oral forms within the eLearning and classroom environments the differences and similarities that exist between management and labor.
- Examine collective bargaining and issues associated with its effectiveness.
- Explain how human relations and organizational behavior concepts affect behavior, human relations, and performance in the workplace.
- Discuss social issues that prompt and impact union formation, activity, and relationships with management.
- Develop critical thinking skills by applying the concepts to work experiences.

Teaching Methods

The facilitator will utilize a combination of methods to deliver instruction. These methods include lectures, videos, student presentations, E-learning enhancements, peer tutoring, and team/partner teaching. These methods are designed to enhance instruction.

Additionally, students will be asked to attend professional meetings, seminars and functions to reinforce classroom teaching and professional development. The incorporation of these methods is used to enhance work-life experiences.

DISABILITY ACCOMMODATIONS: If a student has a documented and or declared disability or any significant learning or health impairment, reasonable accommodations (support) will be provided if requested by the student according to the recommendations of The Office of Counseling and Disability Services: (912) 358-3129, Room 233, 2nd Floor King Frazier Annex.

Please refer to the following websites for further information:

<http://www.savannahstate.edu/adm/sa/index.htm>

Office of Counseling and Disability Services

Attendance Policy

<i>THOSE WHO ATTEND CLASS TEND TO PASS!</i>
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Attendance in every class session is expected and required. Do not arrive tardy, leave the class, or leave early. Students that leave the classroom session are not to return. Disruptions in the

teaching/learning process will not be tolerated. If you are not present when the roll is checked, you will be counted as absent. An absence on the day of a scheduled presentation, CHAT, or exam will result in a grade of zero.

Absences due to University Scheduled Conflicts require the participant to make arrangements to make the presentation or to take the exam/quiz early. Homework, assignments, or projects should be turned in early. Advance notice of at least one week is needed. Documentation from the sponsor, coach or athletic director is required. This policy applies only when traveling on official University business.

Tardiness (attendance or assignments) will not be tolerated whether in the on-line or in-class environments. After the door closes, please do not enter the classroom. Always enter the **CHAT** early. After the **CHAT** begins, do not enter the discussion. The duration of the **DISCUSSION** in the eLearning environment will be one week. Late work will not be accepted.

If a student is absent on exam day, a signed medical excuse must be submitted in order to be eligible for a make-up. Arrangements must be made to take the **Make-up Exam. Only one make-up exam is allowable during the semester.**

Course Strategy

- Read all assigned material before class. Make notations of salient points as preparation for the class discussion.
- Take comprehensive notes in class. Re-write your notes after class while the material is still fresh on your mind.
- Practice your writing skills.
- Participate in class and group discussions. We will have guest speakers; therefore students are expected to be attentive and to ask questions.
- Submit all assignments with 1 inch margins (top, bottom, left, and right), in Times New Roman, size 12 font. Submit all assignments with a cover page that indicates all identifying information.

The information below must be centered.

Example: Last, First Name
 Course/Section
 Meeting Days/Time
 Date
 Title of the Assignment
 Chapter and Page Number

- Respect deadlines.
- Be responsible to your team. If you fail to live up to your responsibilities, your portion of the team grade will be lowered.
- **Dress Professionally every Wednesday.** Wednesday is Professional Attire Day at Savannah State University. Because you are in preparation for the world of business, a

conservative business dress code will be observed for the duration of the semester. Only three pieces of jewelry are to be worn. Absolutely no beltless pants, sagging pants, T-shirts (wife beaters) or untucked shirts are allowed.

- Men are expected to wear dark suits (blue, black, or dark gray), white shirts, a tie, and appropriate leather shoes. Men are not to wear earrings.
- Women are expected to wear dark suits with skirts, white or pale colored blouses, pantyhose and leather pumps. Spiked heels, low-cut, shear, or sleeveless blouses are not permissible. Makeup and nail polish should be conservatively applied.
- Professional attire is required when presentations are given, otherwise you will be excused from the group or individual presentation. There is no opportunity to make up the presentation.

The instructor reserves the right to deem appropriate professional attire and assign bonus points (See Professional Attire Rubric).

- **Student Responsibilities**

Meet all financial obligations as scheduled by the University

- In PAWS, check to verify course registration
- Verify with instructors that your name is listed on class roster
- After the seventh day of classes, confirm with instructors that your name is listed on the roster
- Do not rely upon faculty to submit “NA” to drop your classes
- Dropping classes is your obligation
- Consult with advisors before you drop or add courses
- To withdraw from the University, student must complete withdrawal forms located in the Office of Academic Affairs
- Check Mid-term and Final grades in PAWS
- SSU’s correspondences will be disseminated using SSU’s student email only
- Check your email account regularly

Communication

Professional communication is important to successful working relationships within the class; therefore students are expected to demonstrate the following techniques/traits within the classroom setting at all times:

- Display a positive attitude
- Respect and empathy for peers, the professor and guests
- Positive verbal and nonverbal communication

Students are expected to check the e-Learning e-mail for changes or modifications to the schedule, coursework or assignments.

Student Conduct

Class Policies

If any of these class policies are violated, you will be asked to leave the classroom.

Withdrawal

The policies related to withdrawal and other irregularities are printed in the schedule of courses, student handbook, and various other places. It is your responsibility to know the policies and to follow appropriate procedures. If you have any questions regarding these or other policies, please do not hesitate to ask.

Classroom Decorum

Eating is not allowed in class; therefore do not bring food or drinks. Do not read magazines or newspapers or any other material, including assignments from other classes, during presentations.

Class disruptions which interrupt the educational process will not be tolerated, in accordance with the academic Code of Conduct described in the Student Handbook.

Children under the age of 18 are not allowed in class.

Cellular phones, pagers, CD players, radios, and similar devices are prohibited from use in class. All electronic devices are to be turned off. If it disrupts class, you will be asked to leave. The classroom is a professional environment and it should be treated as such.

Dress Code

It is expected that you conduct yourself as a business professional; therefore, a conservative business dress code will be observed for the duration of the semester (Refer to the Course Strategy Section of the Syllabus). Students in violation of the dress code will be required to immediately leave class.

One focus in the preparatory courses in the College of Business Administration (**COBA**) is your physical image and outward portrayal as a future business owner or employee. Thus, it is important not to include sagging pants, low-cut pants/shirts/blouses, profanity, and torso revealing shirts/blouses as part of your mental and physical preparation. This type of attire is not allowed in **MNGT 4166**. If your attire is deemed inappropriate, you will be asked to leave the classroom

Academic Irregularity

Academic Irregularity Defined

Students shall be guilty of violating the honor code if they:

- Represent the work of others as their own.

- Use or obtain unauthorized assistance in academic work.
- Give unauthorized assistance to other students
- Misrepresent the content of submitted work.
- Knowingly furnish false information

Failure to abide by the above may result in reduction of grade, potential course failure and/or expulsion.

Consequences of Academic Irregularity in MNGT 4166

Student found guilty of **Academic Irregularity in MNGT 4166** shall receive a grade of zero on the assigned work or exam. A repeat of the offense will result in an “F” in the course or expulsion from the university.

The following information regarding academic dishonesty can be found in the student handbook.

CODE OF STUDENT ETHICS

Student Handbook

<http://www.savannahstate.edu/adm/sa/Forms/SSU%20Student%20Handbook.%202007-08.pdf>

Grading Scale and Grade Distribution

- A = 100 – 90**
- B = 89 – 80**
- C = 79 – 70**
- D = 69 – 60**
- F = 59 and below**

Assignments and Daily Class Activities **50%**
***Rubrics attached**

Exams	100 points
Team Presentations (2) (Powerpoint and Fact Sheets are required)	300 points
Individual Presentations /Participation (Powerpoint and Fact Sheets are required)	100 points
Individual/Team Assignments, Class Projects	100 points
Assessing Your Human Relations Abilities and Skills (PRE)	50 points

*Professional Attire (Bonus)
 (Required when giving presentations, when guest speakers are present, and other activities as warranted.)

5 points

All **objective Exams** must be taken in pencil on **ScanTron Sheets**.
 Cell phones, iPods, PDA's, and other such devices are to be turned off in the classroom on exam day. The penalty for checking incoming calls or attending to such a device is a failing grade on that exam.

EXAM NUMBER	CHAPTER COVERAGE	DESCRIPTION
Exam 1	CHPS 1 – 4	INTRAPERSONAL SKILLS
Exam 2	CHPS 5 - 7	INTERPERSONAL SKILLS
Exam 3	CHPS 8 - 11	LEADERSHIP SKILLS
Union Quiz		RESEARCH TOPIC
Exam 4 FINAL EXAM	CHPS 12 - 15	LEADERSHIP SKILLS

CLASS OUTPUT

50%

Ethical Dilemmas DUE: August 30, 2010	100 points
Union Activity/Descriptions ILA, AFL-CIO, and AFT Due: September 22, 2010	100 points
Work Applications DUE: September 29, 2010	100 points
Union Paper DUE: September 29, 2010	100 points
Assessing Your Human Relations Abilities and Skills (POST) DUE: November 3, 2010	50 points
CHAT (2) Chps 1 – 4 and Chps 8 – 11	100 points 100 points

DISCUSSION(2)
 Chps 5 – 7 and Chps 12 – 15

100 points

NOTE: The schedule below is tentative and subject to change. There may be cause to delete, add, or make adjustments. Students will be informed immediately when adjustments are required.

DO NOT E-MAIL ASSIGNMENTS.

ASSIGNMENT	DUE DATE
ASSESS YOUR HUMAN RELATIONS SKILLS, P602 – 605 (PRE) 2010	AUGUST 18,
ASSESS YOUR HUMAN RELATIONS SKILLS, P602 – 605 (POST) 3, 2010	NOVEMBER
ETHICAL DILEMMAS	AUGUST 30, 2010
UNION PAPER 2010	SEPTEMBER 29,
WORK APPLICATIONS 2010	SEPTEMBER 29,

AUGUST	MWF	ASSIGNMENT
WEEK 1	13	INTRODUCTION DISCUSS THE FOUNDATIONS OF LABOR AND MANAGEMENT RELATIONS <ul style="list-style-type: none"> • COLLECTIVE BARGAINING • HISTORY OF UNIONS / COLLECTIVE BARGAINING • HUMAN VALUES AND ATTITUDES • CONFLICT RESOLUTION • LEGAL AND ECONOMIC ASPECTS OF COLLECTIVE BARGAINING • UNION ACTIVITY IN THE STATE OF GEORGIA, USA, AND EUROPE • PROS / CONS UNION PAPER DUE: SEPTEMBER 29, 2010 FORMAT: <ul style="list-style-type: none"> • MUST INCORPORATE EACH BULLETED ITEM ABOVE. • DOUBLE-SPACED, SIZE 12 FONT, ONE-INCH MARGINS (LEFT, RIGHT, TOP,

		<p>BOTTOM)</p> <ul style="list-style-type: none"> • 6-PAGES, INCLUDING REFERENCE PAGE WITH NO LESS THAN 10 CITATIONS <p>PRESENTATIONS WILL BE ASSIGNED</p> <p>READ CHPS 1 – 4 INTRAPERSONAL SKILLS</p> <p>READ APPENDIX A, P600 – 601 ASSESS YOUR HUMAN RELATIONS SKILLS, P602 – 605 (PRE)</p> <p>DUE: AUGUST 18, 2010</p>
WEEK 2	16, 18, 20	<p>DISCUSS COLLECTIVE BARGAINING / HISTORY OF UNIONS</p> <p>DISCUSS CHPS 1 - 4</p>
WEEK 3	23, 25, 27	<p>DISCUSS CHPS 1 - 4</p> <p>ETHICAL DILEMMAS: FULLY ANSWER ALL QUESTIONS.</p> <p>FORMAT:</p> <ul style="list-style-type: none"> • CHAPTER AND EXERCISE INDICATED BY PAGE NUMBER AND TITLE • RE-TYPE EACH QUESTION • DOUBLE-SPACED, SIZE 12 FONT • ONE-INCH MARGINS • EACH DILEMMA TWO PAGES IN LENGTH <p>DUE: AUG. 30, 2010</p> <p>P90 P371 P170 P431 P201 P482 P532 P573 P307 P337</p>
SEPTEMBER		
WEEK 4	30, 1, 3	<p>DISCUSS ETHICAL DILEMMAS</p> <p>E-LEARNING CHAT - CHPS 1 – 4</p> <p>EXAM #1 CHPS 1 – 4</p>
WEEK 5	8, 10	<p>PRESENTATION / DISCUSSION CHPS 5 - 7</p> <p>DISCUSS CONFLICT RESOLUTION IN RELATION TO COLLECTIVE BARGAINING (CHP 7)</p>
	<p>SEPTEMBER 6, 2010 LABOR DAY HOLIDAY (NO CLASSES; OFFICES CLOSED)</p>	
WEEK 6	13, 15, 17	<p>PRESENTATION / DISCUSSION CHPS 5 – 7</p>

		DISCUSS THE LEGAL AND ECONOMIC ASPECTS OF COLLECTIVE BARGAINING																						
WEEK 7	20, 22, 24	<p>RESEARCH UNION ACTIVITY OF INTERNATIONAL LONGSHOREMEN ASSOCIATION, AFL-CIO, AND THE AMERICAN FEDERATION OF TEACHERS</p> <p>DISCUSS / SUBMIT A LIST OF 5 ADDITIONAL ACTIVE UNIONS</p> <p>FORMAT:</p> <ul style="list-style-type: none"> • SUBMIT IN A 6 X 3 TABLE • INDICATE THE NAME OF THE UNION • ITS DATE OF ORIGIN • A DESCRIPTION OF ITS PURPOSE. <p>DUE: SEPTEMBER 22, 2010</p> <p>E-LEARNING DISCUSSION - CHPS 5 – 7</p> <p>EXAM #2 CHPS 5 – 7</p>																						
WEEK 8	27 29, 1	<p>RESEARCH DAY (LAB)</p> <p>WORK APPLICATIONS DUE: SEPTEMBER 29, 2010</p> <table style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: left;">PAGE</th> <th style="text-align: left;">EXERCISE</th> </tr> </thead> <tbody> <tr><td>45</td><td>3</td></tr> <tr><td>59</td><td>10</td></tr> <tr><td>77</td><td>2</td></tr> <tr><td>159</td><td>3</td></tr> <tr><td>251</td><td>9</td></tr> <tr><td>333</td><td>5</td></tr> <tr><td>401</td><td>4</td></tr> <tr><td>442</td><td>6</td></tr> <tr><td>454</td><td>9</td></tr> <tr><td>517</td><td>7</td></tr> </tbody> </table> <p>PLACE IN A 4 X 11 TABLE</p> <p>FORMAT:</p> <ul style="list-style-type: none"> • CHAPTER AND EXERCISE INDICATED BY PAGE NUMBER AND TITLE • RE-TYPE EACH QUESTION • SINGLE-SPACED, SIZE 12 FONT • RESPONSE TO WORK APPLICATION <p>UNION PAPER DUE SEPTEMBER 29, 2010</p>	PAGE	EXERCISE	45	3	59	10	77	2	159	3	251	9	333	5	401	4	442	6	454	9	517	7
PAGE	EXERCISE																							
45	3																							
59	10																							
77	2																							
159	3																							
251	9																							
333	5																							
401	4																							
442	6																							
454	9																							
517	7																							
OCTOBER																								
WEEK 9	4 6 OCTOBER 6, 2010 MID-TERM	PRESENTATIONS/ DISCUSSION CHPS 8 - 11																						

	OCTOBER 7 – 8, 2010 FALL BREAK	
WEEK 10	11, 13, 15 OCTOBER 11, 2010 MID-TERM (LAST DAY TO WITHDRAW WITHOUT ACADEMIC PENALTY)	PRESENTATIONS/ DISCUSSION CHPS 8 - 11 DISCUSS ETHICAL DILEMMAS IN RELATION TO CHP 10
WEEK 11	18, 20, 22	DISCUSS ETHICAL DILEMMAS IN RELATION TO CHP 10 E-LEARNING CHAT – CHPS 8 – 11 UNION ACTIVITY IN THE STATE OF GEORGIA, USA, AND EUROPE EXAM #3 CHPS 8 – 11
WEEK 12	25, 27, 29	PRESENTATION / DISCUSSION CHPS 12 TEAM APPLICATIONS
NOVEMBER		
WEEK 13	1, 3, 5	PRESENTATION / DISCUSSION CHPS 12 PRESENTATION / DISCUSSION CHPS 13 TEAM APPLICATIONS SUBMIT THE POST ASSESSMENT OF YOUR HUMAN RELATIONS SKILLS, P602 – 605 NOVEMBER 3, 2010
WEEK 14	8, 10, 12	PRESENTATIONS / DISCUSSIONS CHP 13
WEEK 15	15, 17, 19	PRESENTATIONS / DISCUSSIONS CHPS 14 - 15
WEEK 16	22 NOVEMBER 24 – 26, 2010 (THANKSGIVING HOLIDAY – NO CLASSES)	PRESENTATIONS / DISCUSSIONS CHPS 14 - 15 E-LEARNING DISCUSSION - CHPS 12 - 15
DECEMBER		
WEEK 17	29, 1, 3 DECEMBER 3, 2010	FINAL EXAM REVIEW CHPS 12 – 15

	LAST DAY OF CLASSES	
	6 DECEMBER 6 – 9, 2010 FINAL EXAMS	FINAL EXAM 10:00am – 12:00pm