

Cover Sheet: Request 11147

BSBA-MKG

Info

Process	Major Curriculum Modify Ugrad/Pro
Status	Pending
Submitter	Lee, Shawn F shawnlee@ufl.edu
Created	9/23/2016 10:46:15 AM
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Description of request	<p>The BSBA-MKG faculty have voted to increase the rigor of their curriculum by increasing the grade required to be in the Marketing major. These changes were approved by the College's general faculty on September 13, 2016. The changes are detailed in the table below.</p> <p>Marketing</p> <p>Current: Grade of C or better in MAR 3023</p> <p>Proposed: Grade of B or better in MAR 3023 Grade of B or better in QMB 3250</p>

Actions

Step	Status	Group	User	Comment	Updated
Department	Approved	CBA - Marketing 011708000	Alba, Joseph W		9/23/2016
Added 09-23-2016 - MAR 3023 - COURSE CHANGE.pdf					9/23/2016
Added BSBA-MKT - TABLES.pdf					9/23/2016
College	Approved	CBA - College of Business Administration, Warrington	Mathis, Renee C		9/23/2016
No document changes					
University Curriculum Committee	Pending	PV - University Curriculum Committee (UCC)			9/23/2016
No document changes					
Office of the Registrar					
No document changes					
Student Academic Support System					
No document changes					
Catalog					
No document changes					

Step	Status	Group	User	Comment	Updated
Academic Assessment Committee Notified					
No document changes					
College Notified					
No document changes					

Major|Modify_Curriculum for request 11147

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Marketing

Current:

Grade of C or better in MAR 3023

Proposed:

Grade of B or better in MAR 3023

Grade of B or better in QMB 3250

Submitter: Mathis,Renee C rcmathis@ufl.edu

Created: 9/23/2016 3:10:30 PM

Form version: 2

Responses

Major NameMarketing

Major CodeMAR

Degree Program Name The Bachelor of Science in Business Administration-Marketing (BSBA-MKG)

Effective Term Summer

Effective Year 2017

Proposed Changes The BSBA-MKG faculty have voted to increase the rigor of their curriculum by increasing the grade required to be in the Marketing major. These changes were approved by the College's general faculty on September 13, 2016. The changes are detailed below.

Marketing

Current:

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Proposed:

Grade of B or better in MAR 3023

Grade of B or better in QMB 3250

Pedagogical Rationale/JustificationThe college is seeking to raise the rigor associated with each of the majors within the BSBA degree program for many reasons, all of which are in alignment with the University's stated Path to Preeminence.

1. Rationale for specific courses selected: with these proposed changes, each major within the BSBA will have a performance standard that is aligned with the rigor of advanced level coursework for each major. Additionally, the proposed performance standards will also align with expectations from current and future hiring organizations in relation to acumen and competency levels for careers that seek these business majors, further outlined in #3-5 below.

Performance Standards of BSBA Majors:

BSBA - Finance

3.0 Universal Tracking GPA

B or better in ACG 2021

B or better in ACG 2071

B or better in FIN 3403

Complete MAC 2234 or equivalent

BSBA – Information Systems

3.0 Universal Tracking GPA

B or better in QMB3250 (proposed)

BSBA – Management

3.0 Universal Tracking GPA

B or better in MAN3025 (proposed)

B or better in QMB3250 (proposed)

BSBA – Marketing

3.0 Universal Tracking GPA

B or better in MAR3023 (proposed)

B or better in QMB3250 (proposed)

2. Sets high standard of excellence for Heavener students: as we increase our engagement with premier hiring organizations, it is essential that our students are able to show strong competency in core coursework associated with their major. Premier hiring organizations will expect to see this level of competency. By successfully meeting this standard, Heavener students will be better positioned to qualify for premier opportunities, and will have confidence that their skill set enables them to be highly competitive for these roles.

3. Strengthen UF and Heavener's reputation with premier hiring organizations: over the next few years, the Heavener School of Business plans to invest heavily in strengthening our reputation with premier hiring organizations. This is a critical strategic element of our School's efforts to raise our profile to be a top 10, and eventually a top 5 public business school. We must attract top firms to consider our students for the most competitive and attractive internship and job opportunities. These efforts will be enhanced by our ability to articulate that our BSBA majors have successfully completed a rigorous degree program, highlighted by excellence in core course(s) directly associated with their major. This will be especially important when our students are competing for opportunities with students from our aspirational peer group, such as Cal-Berkeley, Michigan and North Carolina.

4. Strengthen the quantity and quality of job opportunities for Heavener grads: if we are successful in raising the profile and competencies of our graduates, and can effectively promote this to premier hiring organizations, we will deliver better career opportunities to our students, and more of them. Providing increased access to these premium opportunities, along with best in class support and career coaching, will improve both job placement metrics and student satisfaction metrics.

5. Support University's "Ready, Set, Work" Challenge: our goal to strengthen our student's capabilities and access to premier career opportunities is well aligned with the "Ready, Set, Work" Challenge. Ensuring our students have the acumen and confidence to conduct a successful career search will improve our ability to ensure our students have excellent jobs upon graduation. Increasing our standards also allows students who struggle with the rigor associated with a particular major to either invest the time needed to reach that standard, or change majors or programs in time to successfully find a job in a different field.

Impact on Enrollment, Retention, Graduation Students currently in the Marketing major will not be impacted, as the proposed changes will take effect in the 2017-2018 catalog year.

Students in the 2017-2018 and later catalogs will have multiple options within the Heavener School of Business to pursue business credentials even if they are unable to meet the proposed Marketing requirements. The first option will be to repeat a course a 2nd time in an attempt to earn the required B grade to remain in the BSBA degree within their selected major. If a student is unsuccessful after two attempts to earn the required grade to remain in their selected major, they still have two pathways to earn a degree from the Heavener School of Business, as outlined below. Additionally, a student may also elect to change to a degree/major outside of the Heavener School of Business and utilize completed credits to pursue a business minor with our College.

1. Earning a degree from the Heavener School of Business:
 - a. Change majors within the BSBA program
 - b. Pursue the BABA degree
2. Earning a degree from UF outside of the Heavener School of Business:
 - a. Pursue a business minor

Assessment Data Review The proposed course changes propose an advancement of rigor associated with the following Student Learning Outcomes on the ALC:

1. Demonstrate knowledge and understanding of elements of economics, financial accounting, marketing, operations management, organizational behavior, business law, information technology, business statistics and social responsibility.
2. Demonstrate proficiency in the use of business-related software applications.
3. Define the ethical responsibilities of business organizations and identify relevant ethical issues.
4. Understand how the business environment, including culture, differs across countries.
5. Possess awareness of cultural differences and how these differences affect business decisions.
7. Identify characteristics and roles of managers and leaders.
9. Specify and implement a framework for identifying a business problem and develop alternative solutions and a set of evaluation criteria.
10. Assess the outcomes of a course of action and make appropriate adjustments

Academic Learning Compact and Academic Assessment Plan The proposed changes will not require any modifications to the Academic Learning Compact for this major.

Marketing

The Bachelor of Science in Business Administration-Marketing (BSBA-MKG) degree program provides a broad overview of the functional areas of business with an emphasis in marketing. Students take foundation courses in economics, mathematics, computing skills and accounting; core courses that relate to the basic functions of a business, such as finance, management, marketing and operations management; and major courses that teach students how to plan and execute the conception, pricing, promotion and distribution of products and manage customer relationships in ways that benefit organizations and their stakeholders.

About this Major

- **College:** Heavener School of Business
- **Degree:** Bachelor of Science in Business Administration
- **Credits for Degree:** 120
- **Academic Learning Compact**
- **Additional Information**

To graduate with this major, students must complete all university, college, and major requirements.

Critical Tracking Model Semester Plan

The BSBA-MKG curriculum focuses on consumer behavior, development and analysis of marketing strategies, retail management, marketing research, sales management and international marketing. The BSBA-MKG curriculum prepares students for careers in sales, marketing research, brand management, retail marketing and marketing communications, and for graduate studies in business, advertising and the social sciences.

BSBA-MKG majors are encouraged to gain practical work experience through internships, student organizations and community service. In addition, the Heavener School of Business offers students a wide variety of academic and career and leadership programs, including study abroad, the Florida Leadership Academy, involvement in student organizations and research activities. Students should consult an academic advisor/career coach for specific information.

[Back to Top](#)

Requirements for the Major

BSBA-MKG majors must maintain a 2.0 core, major and UF GPA. Students must read the individual course descriptions in this catalog to determine the prerequisites for their required courses. In addition to the critical-tracking and general education courses outlined below, BSBA-MKG majors must take 120 credits, including:

- **Core courses:** BUL 4310, FIN 3403, GEB 3373, MAN 3025, MAN 4504, MAR 3023 and QMB 3250
- **Major courses:** MAR 3503, MAR 4803 and two 4-credit 3000/4000-level marketing elective courses
- **Restricted elective courses:** 11-12 credits of any 3000/4000-level courses or 1000/4000-level foreign language courses. One electronic platform course (ENT 3003, GEB 3035, ISM 3004 or REE 3043) can be taken to fulfill the restricted elective requirement. Internship, independent study or assistantship credit will not count toward this requirement.
- **Professional communication course:** GEB 3213 Professional Writing in Business, GEB 3218 Professional Speaking in Business, SPC 2608 Introduction to Public Speaking, ENC 3312 Advanced Argumentative Writing or a similar course with prior approval (requires a minimum grade of C)
- **Internship course:** GEB 4941 Internship in Business Administration (one credit) in conjunction with an internship of at least 150 credits before the start of the senior year. The internship requirement can be waived for students who participate in a study abroad experience of at least six weeks. Students who waive the requirement via study abroad are strongly encouraged to complete at least one internship to improve their chances of obtaining full-time employment and/or admission to graduate programs or law school. Students should consult an academic advisor/career coach for more information.

[Back to Top](#)

Critical Tracking

Critical Tracking records each student's progress in courses that are required for entry to each major. Please note the critical-tracking requirements below on a per-semester basis.

Equivalent critical-tracking courses as determined by the State of Florida Common Course Prerequisites may be used for transfer students.

To remain on track for the BSBA-MKG major, students must meet the critical-tracking criteria listed below. The critical-tracking GPA is calculated based on all attempts of the critical-tracking courses or their equivalents. After a student receives a minimum grade of C in a critical-tracking course or its equivalent, no subsequent grade in that course or its equivalent will be used in the calculation of the critical-tracking GPA.

Semester 1

- Complete 1 critical-tracking course from ACG 2021, ACG 2071, CGS 2531 or ISM 3013, ECO 2013, ECO 2023, MAC 2233, STA 2023
- 2.50 GPA on all attempts of critical-tracking courses, excluding MAR 3023
- 2.0 UF GPA required

Semester 2

- Complete 2 additional critical-tracking courses for a total of 3 critical-tracking courses
- 2.75 GPA on all attempts of critical-tracking courses, excluding MAR 3023
- 2.0 UF GPA required

Semester 3

- Complete 2 additional critical-tracking courses (including ACG 2021) for a total of 5 critical-tracking courses
- 3.0 GPA on all attempts of critical-tracking courses, excluding MAR 3023
- 2.0 UF GPA required

Semester 4

- Complete 7 of the 8 critical-tracking courses, excluding MAR 3023
- 3.0 GPA on all attempts of critical-tracking courses, excluding MAR 3023
- 2.0 UF GPA required

Semester 5

- Complete MAR 3023 and QMB 3250 with a minimum grade of **C-B**
- Meet all semester 1-4 critical-tracking requirements
- 2.0 UF GPA required (and maintained through semester 8)

[Back to Top](#)

Model Semester Plan

To remain on track, students must complete the appropriate critical-tracking courses, which appear in bold.

This semester plan represents an example progression through the major. Actual courses and course order may be different depending on the student's academic record and scheduling availability of courses. Prerequisites still apply.

Semester 1	Credits
ECO 2023 Principles of Microeconomics <i>GE-S</i>	4
Biological or Physical Science <i>State Core GE-B or P</i>	3
Composition <i>GE-C; WR</i>	3
Elective <i>MAC 1140 Precalculus Algebra, if needed</i>	3
Total	13

Semester 2	Credits
ECO 2013 Principles of Macroeconomics <i>State Core GE-S</i>	4
IUF 1000 What is the Good Life <i>GE-H</i>	3
MAC 2233 Survey of Calculus I <i>State Core GE-M</i>	3
Biological or Physical Science <i>GE-B/P</i>	3

Diversity elective <i>GE-D</i>	3
	Total 16

Semester 3	Credits
ACG 2021 Introduction to Financial Accounting	4
CGS 2531 Problem Solving Using Computer Software, 3 credits, (GE-M) or ISM 3013 Introduction to Information Systems, 4 credits	3-4
Composition <i>State Core GE-C</i>	3
Elective	2
Humanities <i>State Core GE-H</i>	3
	Total 15-16

Semester 4	Credits
ACG 2071 Introduction to Managerial Accounting	4
GEB 4941 Internship in Business Administration <i>Complete by beginning of senior year</i>	1
STA 2023 Introduction to Statistics I <i>GE-M</i>	3

Elective	2
International elective <i>GE-N</i>	3
Professional communication course <i>GEB 3213, GEB 3218, SPC 2608, or ENC 3312</i>	3
Total	16

Semester 5	Credits
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MAR 3023 Principles of Marketing <i>GE-S; minimum grade of C- B required</i>	4
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QMB 3250 Statistics for Business Decisions <i>Minimum grade of B required</i>	4
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Elective	3
Restricted electives	4
Total	15

Semester 6	Credits
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FIN 3403 Business Finance	4
MAN 3025 Principles of Management	4
MAR 3503 Consumer Behavior	4
Restricted elective	3

Total 15

Semester 7

Credits

BUL 4310 The Legal Environment of Business	4
GEB 3373 International Business	4
Marketing electives 3000/4000 level	4
Restricted electives	4

Total 16

Semester 8

Credits

MAN 4504 Operations and Supply Chain Management	4
MAR 4803 Marketing Management	4
Marketing electives <i>3000/4000 level</i>	4
Elective	2
Total	14

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BSBA – Finance	BSBA – Information Systems	BSBA – Management	BSBA – Marketing
3.0 Universal Tracking GPA	3.0 Universal Tracking GPA	3.0 Universal Tracking GPA	3.0 Universal Tracking GPA
B or better in ACG2021			
B or better in ACG2071			
B or better in FIN3403	B or better in QMB3250 <i>(proposed)</i>	B or better in MAN3025 <i>(proposed)</i>	B or better in MAR3023 <i>(proposed)</i>
Complete MAC2234 or equivalent		B or better in QMB3250 <i>(proposed)</i>	B or better in QMB3250 <i>(proposed)</i>